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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, JULY 4, 1907. NO. 27.

The dealer that pleases the housekeeper gets her steady trade. One of the leading trade-winners in the grocery line is

Keen's Oxford Blue

It is unequalled for satisfactory work in the laundry.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

Quality is never questioned when

Edwardsburg "Silver Gloss" Starch

and Benson's "Prepared Corn"

are offered to the housekeeper. For nearly 50 years they have been proved **the Best.**

STOCK THEM

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East TORONTO, Ont.

Works, CARDINAL, Ont.

St. James Street MONTREAL, P.Q.

There Is No Reason

why any grocer should be unable to obtain any single article packed or made by Crosse & Blackwell from his wholesale house. There are, no doubt, a number of the C. & B. lines which it would probably not pay a wholesaler to keep regularly in stock, but he can procure any single article on our export list for you. We would suggest that our retail friends make up an order in the Spring and Fall—or as often as they desire—for those sundries and particular lines of C. & B. goods which the wholesaler does not stock. Hand this to your wholesaler and he can have the goods brought on to you in original packages, under your mark, direct from Crosse & Blackwell's factory. It is really less trouble for the wholesaler to handle an order of this kind and you are assured of getting all the goods you order—packed according to your instructions—in original coverings. Stock the lines of C. & B. goods your customers ask for. If they ask for something not on your shelves, send an order in to your wholesale house for it, with the request that the goods be imported for you. We are continually bringing on special shipments to all parts of Canada, and your order, however small, will receive prompt attention.

CROSSE & BLACKWELL, LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.

SPECIALS FOR THE MONTH

Potted Meats of all sorts in tins, white jars or vacuum glass.

Devilled Ham, Potted Beef, Potted Game, Potted Ham, Potted Chicken, Potted Ham and Chicken, Potted Chicken and Tongue, Potted Turkey.

"Where there's a will, there's a way." Where there's constant push **in the right direction,** there's progress. Where there's constant upward progress, there's sure, safe profits. **Let "Quality" be your watchword!**

Stower's Lime Juice never grows musty. 20% stronger than any Lime Juice made, because **concentrated.** Put up in handsomely labelled and capsuled "special" bottles. Pure —absolutely.

Stower's Lime Juice Cordial is all ready to use with a little water. Pure, concentrated Lime Juice and the best loaf sugar—**that's all.**

Stower's
Lime Juice
Lime Juice Cordial.

"Thistle" Brand
Finnan
Haddies.

We have sold them for seventeen years. They are cured, cleaned and packed right at the water side, in one of the most perfectly equipped and cleanest factories of the kind on the Atlantic Coast. **Real Haddock,** without a particle of dirt or slime. The rich, delicate flavor is retained in all its natural freshness.

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale,
Montreal,

84 Victoria Street,
Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

BARBADOES, W. I.

JONES & SWAN
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies
Correspondence Solicited. Highest References.

ROBERT ALLAN & CO.
General Commission Merchant
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad. Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

GALLON AND EVAPORATED APPLES
BEST PRICES FROM US
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

TORONTO.

LARD
Swift's "Silver Leaf"
Tubs and Pails
Car now on Track.
Anderson, Powis & Co.
Agents

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

A sure, easy and satisfactory way to make money

Sell

½-lb.
1-lb.
2-lb. cans—
Whole or ground—

Retails at 40c. lb.

It will bring you new customers

—WE GUARANTEE EVERY TIN—

THE EBY, BLAIN CO., LIMITED Coffee Importers **TORONTO**

"WHEN IN DOUBT"

as to whom to send your Tea orders to, send them to us. You will never regret it, or be in doubt on the matter again. Among the many hundreds of confidential orders we receive every year, we have yet to find a dissatisfied customer, owing entirely to our unique experience in the Blending of Teas to suit the Public Taste.

Send us a trial order and be convinced that our claims are more than justified. Besides our well-known brands of Blue Ribbon Tea, we carry a full line of all Bulk Blends in Black, Green and Mixed, and also Straight Teas.

The Blue Ribbon Tea Co., Limited

12 FRONT ST. EAST - - TORONTO.

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

You Don't Throw Good Money
After Bad when you employ
RICHARD TEW & CO.
to collect your outstanding accounts. You get yours—or we get nothing.
23 Scott St. and 28 Front St. East TORONTO, ONT.
Established 1890

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

This is the season when Chinese Starch proves itself **the Best** of all laundry starches.

Write for particulars.
Big profit to you.

OCEAN MILLS, MONTREAL

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

A **retail grocer** doing a large business in one of our eastern cities bought a year or so ago some **Canned Goods** of a **new brand**, because they were **cheaper** than the old established brands.

The quality of these goods may have been fair, although one woman returned a can of Peas and said they were not nearly as good as Simcoe because she had counted the Peas and there were six less in the can.

These cheap Canned Goods were offered to the public at **cut prices**, and were largely advertised. This cheap sale naturally caused a flurry among the Trade, but, as do all such flurries, it soon died out, and the dealers in standard brands found the demand for their goods better than ever.

The **price cutter**, however, **gained for himself** the **name** of a **purveyor of cheap quality goods**, as **cheap prices** and **cheap quality** usually travel together.

The **demand** for the brand of goods sold at **cheap prices** was practically **killed**, and if information is reliable, **is still dead** as regards that particular territory.

All this is **fact, not fiction.**

The moral is, that **it is more profitable** to **pay a fair price** for an article that can be sold at a good profit, than less money for one that has to be sold at a cheap price.

Buy and **sell** Canned Goods that are **guaranteed as to quality by the Canadian Canners, Limited**, and that have a **long established reputation**, such as, e.g., **"Aylmer," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River" and "White Rose,"** etc.

There are more than a few reasons for the preference, so unanimously expressed, by the women of Canada in favor of

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

The climate, where our products come from, is ideal for the gradual and thorough nourishment of the vegetable kingdom. Too sunny lands and sultry winds mean premature growth and quick decay and nowhere else on the globe are climatic conditions just right for the best fruits and vegetables. Then we better nature's work by eliminating all fruits and vegetables showing the least symptoms of coming taint, and, mind you, the scrutiny of our experts is microscopic in its severity.

Canada's Ideal Canning Factory.

Home of Old Homestead Brand

And there you see Canada's best canning factory—in fact, the ideal one. The ultra cleanliness of the place goes without saying. Numerous devices, making for perfection, obtain therein. Extravagant! No sir! We had simply determined to give you the concentrated goodness of fruits and vegetables in cans—a goodness so unapproachable by even the next best brand that the particular women of Canada called **OLD HOMESTEAD BRAND**—"Incomparable." People who want fruit and vegetable goodness condensed, order **OLD HOMESTEAD BRAND**. Can you supply the demand?

The Old Homestead Canning Co.

PICTON, ONTARIO

"MEASURE THE COST"

of handling bulk Teas and Packet brands of uncertain reputation, with all their attendant losses and trade killing results.

Then consider whether it is not about time that you "cut them out," and commenced to do your Tea business on profitable lines by selling "SALADA," and "SALADA" only.

The Profit is good.
The Freight Prepaid.
The sale guaranteed.

BLACK,
GREEN,
MIXED,

A one-cent postal enquiry will bring you dollars worth of information.
Address: "SALALA" Toronto, Montreal, New York.

PHENIX WASHING POWDER

Is saleable because of its unquestionable quality. The unprecedented sales we have made would be surprising if they were of any other powder.

Are You Selling PHENIX?

SOLE CANADIAN DISTRIBUTORS:

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

HOT WEATHER GOODS FOR ALL GROCERS

Money is made by always being up-to-date in the lines offering customers. Here are goods on immediate call:

LYTLE'S LIME JUICE, RASPBERRY VINEGAR, FRUIT JUICES, CRUSHED FRUITS, FLVAORING EXTRACTS, FOUNTAIN SUPPLIES.

See that your stocks are well assorted

MADE IN CANADA BY

The T. A. LYTLE CO.
Limited

TORONTO, - CANADA

Y. & S.
SCUDDER
M. & R.
} **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties.
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St.,
J. M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	*KINGSTON*
GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
CARMAN, ESCOTT CO.	*WINNIPEG*
C. E. PARADIS,	*QUEBEC*

When buying your

Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M.D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL TORONTO

When Buying Californian
Prunes,
Evaporated Fruits,
Seeded Raisins
Loose Muscatels
Etc.

Specify

"Pansy" and "Daphne"

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents:

Rose & Laflamme, Montreal
MacLaren Imperial Cheese Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N. S.
G. B. Thompson, Winnipeg.

"Canada's Pride" Canned Goods

We feel proud that our efforts to produce a superior quality of canned goods has been appreciated, which decided us to still further improve our facilites, which we are doing by the addition of two large buildings in which we are installing the very latest machinery for handling Peas in the most improved way, and with our expert help we shall be able to give to our customers a much improved article in peas.

Our buildings, which are open to visitors at all times, are large and well ventilated, having cement floors throughout with perfect drainage; greatest cleanliness being exercised is a guarantee against disease germs of all kinds.

Our system of grading and naming our peas assures consumers that they are getting just what they pay for, as the size of the peas contained in each can is designated on the label.

Give "Canada's Pride" Peas a trial and be convinced that our system is a success.

When placing your orders for this season don't forget that all lines bearing the name "Canada's Pride" are the very best possible to produce and that we feel proud of the reputation already gained, and that we shall in every way protect our reputation and brand.

Napanee Canning Co., Limited

W. A. CARSON, Manager

Representatives: W. Galbraith & Son, Sole Agents Montreal and District; Kyle & Hooper, Brokers, Toronto; Ashley & Lightcap, Winnipeg, Man.

SEASONABLE GOODS

You will find the following lines ready sellers at this season of the year.

Canned and Potted Meats—all kinds. Canned Fish and Fruits.
Lime Juice and Olives.

We carry a full line of the above goods—all the best brands.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

Second crop season is now on. Standard will be submitted on receipt of application, with prices. Write to-day.

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Mr. Grocer! Are You Sure That You Are Safeguarding Your Profits?

I am aware of the fact that no Grocer would deliberately endanger his margin of profit; but unless you stock and recommend the famous

E. D. S. Brand
JAMS and JELLIES

you are not taking the necessary precautions. ***E. D. S. Brand Jams and Jellies*** are the wholesomest, purest and best manufactured in Canada. Government inspectors say so. ***Ask for the proofs!***

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

Perpetual Advertising assures success. Of course, the quality of your goods must be above suspicion. The ordinary way of advertising comes high. That's why shrewd grocers push

CEYLON TEAS

A good **Ceylon Tea Trade** affords the best possible advertising and it costs you nothing. Stock **Ceylon Teas** and scores of women will sing the praises of your values every week.

T. NICHOLSON

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

D H BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION.
ARMSBYS 1901.

Nicholson & Bain.
WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS.

Winnipeg, June 27th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

If you care to intrust to us the pushing of your interests in Western Canada, we can place at your command exceptional facilities and a wide and thorough knowledge of the trade in this territory.

We have been successfully prosecuting the business of general selling agents and manufacturers' representatives for many years. There is no better known house in Western Canada, or one possessing a larger or more loyal circle of clients.

Our facilities for storing and handling goods are excellent. We have three warehouses----one each at Winnipeg, Calgary and Edmonton---- from which points we can readily and quickly reach all towns in this region.

We should like to receive some consignments from you, and believe you would find a connection with us very profitable.

A reply from you would be greatly appreciated.

Very truly yours,

NICHOLSON & BAIN,

CALGARY **WINNIPEG** **EDMONTON**

DELICIOUS

Nothing else so properly describes our

White Swan blend

It is a Coffee prepared for particular people. Its peculiar excellence always satisfies. It is a Coffee that sells readily and ***stays sold***—the kind that critical customers come back for. The handsomely decorated pound tins are an ornament to any store. High-grade throughout. Try a lot.

THE ROBERT GREIG CO., LIMITED
TORONTO

GREIG'S White Swan BRAND

KOPS REFRESHMENTS

Some NON-ALCOHOLIC Summer Specialties

Kops Ale
Non-alcoholic and warranted pure.

Orange Wine
Pure and non-intoxicating.

Lemon Squash
Made from high quality fruit.

Numerous Others.

Send for List and Sample Labels.

Kops Stout
Non-alcoholic and warranted pure.

Champagne Cider
A splendid refresher.

Orange Champagne
Delicious and exhilarating.

KOP BREWERIES, *LONDON, S.W. ENGLAND*

AGENTS: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fal' Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques, Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

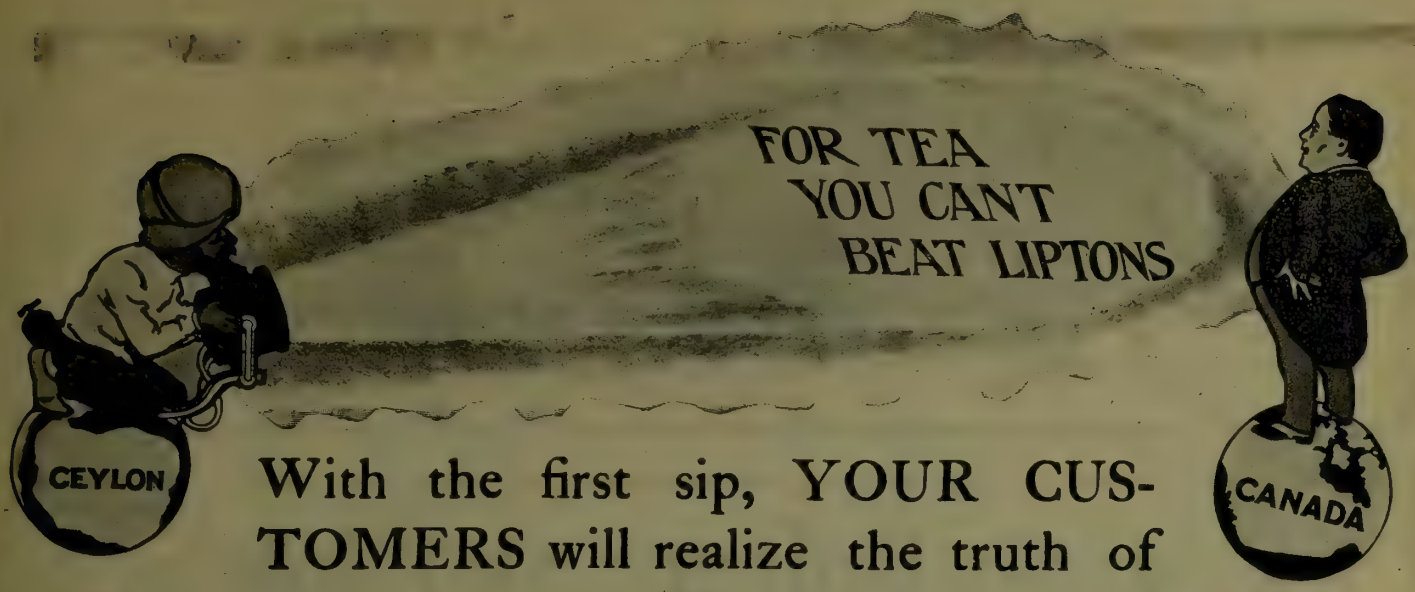
THOS. BELL, SONS & CO., Montreal

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.



With the first sip, YOUR CUSTOMERS will realize the truth of this statement. The rare fragrance of LIPTON'S TEA is preserved in AIRTIGHT TINS, so that you can feel sure the quality remains in the goods when it reaches your customers.

In order to keep pace with our increased Canadian business we have opened a branch establishment at

75 Front Street East, Toronto

with a full line of all the LIPTON PRODUCTS, and a competent staff of men to give thorough and prompt attention to all inquiries and orders.

You will receive every welcome at our exhibit at the Retail Merchants' Western Canada's Food Fair in Winnipeg, July 1st to 13th.

THOMAS J. LIPTON

YOUR CUSTOMERS WILL AGREE—YOU SIMPLY CAN'T BEAT

LIPTON'S TEAS

OVER 1,000,000 PACKAGES SOLD WEEKLY

PRINCE OF WALES SPICES

You will be interested in hearing something about our famous **Prince of Wales Brand Spices** if you are an up-to-date, progressive grocer.

These Spices are shipped us direct from primary markets and are **put up in our own factory** in attractive tins and cartons.

Their **purity** is **guaranteed.** Our reputation of over half a century stands behind **Prince of Wales Brand Spices.**

It would be possible for us to tell you a lot more about **Prince of Wales Spices,** but we would rather have you place a trial order and be convinced through observing their selling qualities.

COST IS GREATER BUT—THE VALUE IS THERE

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
Molasses	**Almonds**	**Currants**
	Filberts	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

This Canner Cans at Home

You operate the Modern Canner right on your own farm or in your own store.

Fruit growers, vegetable growers and grocers use it. Saves all waste. Profits are large.

Put up your surplus perishables and market them to the best advantage.

Our descriptive booklet tells all about the Modern Canner. Write for it.

The Modern Canner Co.,
Canadian Branch, St. Jacobs, Ont.

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

We Welcome Our Friends to

Retail Grocers' Convention at Hamilton

July 2nd, 3rd and 4th---and will appreciate a call

Tartan BRAND

SIGN OF PURITY

A full line of Camping Supplies and

New Lobsters, 1/2s and 1s

New Lobsters, 1/2s in glass

Leard's Chicken, whole 5-lb. tins

One roasted chicken in each tin

Raisins—The biggest snap on the road

High Grade Berry, Bar and Cereal Sugar in 5-lb. bags. Ask for it.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Long distance phone 596 free to buyers

BEE JELLY POWDER

The greatest Hot-Weather Seller of the day.
Six delicious flavors to a box.
Retails 25 cents with good profit.

BOX ASSORTED FLAVORS, OR TO YOUR ORDER.

SEND FOR SAMPLES AND PRICES . . .

PACKERS OF THE BEE PRODUCTS, ALL OF GUARANTEED EXCELLENCE.

SNOWDON, FORBES & CO.

449 St. Paul Street - MONTREAL

"ROYAL CROWN"

Witch-Hazel

TOILET SOAP

The soap that backs up good advertising with good quality—and pays the grocer good profits.

Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm H. Dunn, 394-396 St. Paul St., Montreal, Agents for Quebec and Lower Provinces.

TO GROCERS

Visiting the Retial Merchants' Convention in Hamilton July 2nd, 3rd and 4th.

Come in and see us when in the city. We can't get too well acquainted.

Our address is

25 Main St. West,
Opposite Public Library

We don't want to talk business; we want to shake hands with you.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

TO MANUFACTURERS !

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

VINEGAR

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

BRANSON'S

CONCENTRATED COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.

CONCENTRATED COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best".

Large Bottles.

Canadian Agents, GREEN & CO., Scott Street, TORONTO

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Some Reasons Why!!!

McLean's "White Moss" is Chemically Pure.

Prepared by cleanly and scientific methods.

From strictly first class and fresh nuts.

No adulteration.

By a strictly **Canadian** firm employing Canadian labor and circulating **your** money in Canada.

Cocoanut is a luxury, therefore get the best "White Moss."

Write or Phone us or our Agents.

Canadian Cocoanut Co.

Montreal, Canada

The economic housewife demands **WONDERFUL SOAP** for a variety of reasons but chiefly because of its purity and goodness. The shrewd grocer features

Wonderful Soap

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is—Feature **WONDERFUL SOAP.**

THE GUELPH SOAP CO.

A Dollar Saved Is a Dollar Made.

This cut shows the **Diamond Hall Awning,** Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

Durability, Ease of Operation and Reasonable Price.

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

At this time of year the wise grocer anticipates his sugar requirements by placing orders early, so as to be prepared for the preserving season.

Crystal Granulated Sugar

has no superior for this purpose, every pound doubly refined and absolutely guaranteed.

Ask for price, as we know we can save you money.

MANUFACTURED BY

The Wallaceburg Sugar Co. LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

Pride of Canada

Thousands of gallons of this standard brand maple syrup and maple sugar are sold annually.

People are asking for it everywhere. Live grocers meeting this great demand are reaping large profits and are adding to their reputation through the selling of a line that is guaranteed in *purity* and *excellence*.

If you do not handle PRIDE OF CANADA brand maple goods, please let us know.

IT PAYS.

The Maple Tree Producers' Association

WATERLOO, - QUE.

Trade-Builders

Shrewd grocers have decided that only first-class quality goods are to be depended upon as trade-builders. You build up your business and add to your reputation by recommending

Purnell's

Sauces—Pickles—Vinegar

because they are the best by actual test ever marketed. Your customers are looking for Purnell's Vinegar, Pickles and Sauces. Can you supply the demand?

PURNELL WEBB & CO., Ltd.

Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, - - - - ST. JOHN, N.B.
H. HANZARD, - - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - HAMILTON, ONT.
CARMAN ESCOTT Co., 722 Union Bank WINNIPEG, MAN.
C.E JARVIS & Co., - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East, - TORONTO.

The Line of Provisions

The People Demand

The grocer who stocks any other line is lacking in commercial sense. It would be an easy matter to prove that

"HORSESHOE" Brand
of
HAMS AND BREAKFAST BACON

is the prime favorite because most discerning Grocers stock it simply because they know that we have reduced the curing of meat to an exact and simple science.

JOHN DUFF & SON

Hamilton, Can.

You can learn for yourself as to the superior quality of our

Jams and Jellies

All we ask is a trial order for the perfection of fruit preparations.

Our

Pure Apple Juice

now is a line that every grocer should bring forward during the warm weather. It is refreshing, pure and the heathiest drink prepared.

Drop us a card for particulars.

The Belleville Fruit & Vinegar Co.
LIMITED
BELLEVILLE, ONT.

WARNING

In the Exchequer Court of Canada, an important judgment has just been rendered by Judge Burbidge against the Drysalters, Ltd., for an infringement of the registered label and trade-mark of Baby's Own Soap.

The manufacturers of

Baby's Own Soap

hereby give notice to all dealers and retailers that any infringement of their labels or trade-marks will be proceeded against.

The public are being warned not to accept any imitations or substitutes which trade upon the well-known name and high quality of "Baby's Own Soap."

THE ALBERT SOAPS LIMITED

Manufacturers

MONTREAL

The Factory where the Best Canned Goods in Canada are put up---

Get them on your shelves

The Essex Canning and Preserving Co.

8 WELLINGTON STREET EAST - - - TORONTO

NEW PACK NOW READY

Best Canadian Goods on the Market

GOLDEN RULE SARDINES

PACKED BY

McDonald Packing Company,
Fairhaven, N.B.

J. W. Windsor & Co.,

Sole Agents for Canada

22 St. John St., = MONTREAL

Mr. Grocer!

Since you must sell Starch, shouldn't you stock the best? The only sure way is to stock

IVORINE

not merely on account of its goodness, but also because it talks strong and effectively for you. It saves the lady of the house trouble. It certainly does pay to stock **IVORINE.**

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Our New Table Syrup

named **"GOLDENETTE"**

(Sugar Cane Syrup)

is the acme of perfection in Syrup making.

Our years of experience and our whole reputation are behind it.

A delicious wholesome golden syrup, extracted from the highest grade Sugar Cane, unequalled in flavor or quality.

Let us send you samples and prices, or ask your grocery traveller about it.

Free samples given with five case orders

Imperial Syrup Company

88 Grey Nun Street,

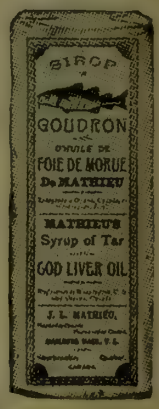
Montreal

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?



Send in your order now for Mathieu's Nervine Powders Some people, unaccountably, get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your stock?

J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

A SUMMER MONEY MAKER

Make July and August as busy as December.

Stock the things that people want for hot days.

There's "MONTSERRAT"—the most delicious and satisfying of thirst quenchers.

It's a steady seller—and there's a tidy profit in it for you.

Your wholesaler has it.

MONTSERRAT LIME FRUIT JUICE

National Drug & Chemical Co. of Canada, Limited, - Montreal

CANADIAN AGENTS

MATHEWSON'S

RED

VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

Pure Food is Essential to Good Health

Grocers Buy

Wagstaffe's Fine Old English

Pure Fig and Lemon Marmalade. This is something new — a fine spring tonic.

Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS

HAMILTON, ONT.

Agents:

DINGLE & STEWART, Winnipeg, Man.
L. T. MEWBURN & CO., Ld., Calgary, Alta.
STANDARD BROKERAGE CO., Ld., Vancouver, B.C.

POSITIVE POPULARITY PROOFS

which make

Riverdale Brand

CANNED GOODS

A Standard of Excellence

LOCATION

Ontario's best fruit and vegetable district

SELECTION

The choice of the best from the best

SANITATION

Systematic drainage and an abundance of pure spring water

PROCESS

Modern preserving of the pure and wholesome flavors

ATTRACTION

A dainty label, suggestive of purity.

PACKED BY

The Lakeside Canning Co. LIMITED

WELLINGTON - - ONTARIO

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited Montreal

The serious question: how to buy quality tea in the face of advancing prices and still sell at good profit? is solved for all buyers of

"MELAGAMA TEA"

"Melagama Tea" has steadily forged its way ahead on quality in the cup. Our clients are proving this by their increasing lists of satisfied customers.

MINTO BROS., Head Office, TORONTO

BRANCHES:— BUFFALO, N.Y. NIAGARA FALLS, N.Y.

KEEP IT HANDY!

"CAMP" is worthy of a place on your counter—the foremost place. Every bottle you sell verifies our advertising and proves—to somebody—that "Camp" is just as delicious, wholesome and economical as we say. Not only so—but

"CAMP" Coffee

sells quickly and easily, and affords the distributor a very handsome profit.

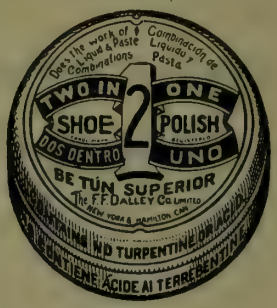
Your Customers are looking for "Camp."
Keep up your stock and let it be seen.

Manufactured by R. Paterson & Sons, Coffee Specialists, Glasgow

AGENTS:— ROSE & LAFLAMME, MONTREAL

2-in-1

A shoe polish does not capture the world's markets unless it is better—a good deal better—than competitive brands. The success of



2 in 1

must be credited in the main to its sheer superiority over all other liquid and paste polishes. Then we advertise universally and persistently. That helps some. Stock ***2 in 1.***

Tell your jobber that you read about ***2 in 1*** in The Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. Buffalo, U.S.A.

YOU CAN PLEASE

your customers every day, if you supply

"JAMES' DOME"

the cleanest Stove Polish on the market. Always in season.

SORT UP YOUR STOCK.

W. G. A. LAMBE & CO., Canadian Agents.

SPRING DELIVERIES

On account of late shipment, labor troubles, etc., etc., our

Crosse & Blackwell's

Goods have arrived later than usual, but we have now a ***full range,*** covering Jams, Jellies, Marmalades, Pickles, Sauces, etc., etc.

JAMES TURNER & CO., Limited, Hamilton, Ont.

Past Due Accounts.

We can assist you to convert these into **Working Capital.**

Intelligent and up-to-date attention given to all claims entrusted to us.

Let us assist you.

The Beardwood Agency

Claims Collections and Commercial Reports

313 New York Life Bldg., MONTREAL

Are You Giving Your Profits Away?

Some Grocers actually do that very thing. They don't mean to, but they do, all the same. The fraction of an ounce to every customer doesn't seem much, but it totals up considerable.

Toledo Computing Scales

will add to the bank account of a Grocer who instals them. Besides, they please your customers better than the old ones. Let us prove just why you should instal our scales at once!

THE TOLEDO COMPUTING SCALE CO.
Hamilton, Ont.

Vinegar—White, Cottell's

The Vinegar that makes Trade and keeps it.

There are other Vinegars on the market, but for purity and delicacy of flavor you'll find none to surpass our

Pure Malt,

For table or pickling. Get a sample lot—NOW.

OUR ADDRESS

Warner Road, Camberwell, S.E., London, Eng.

Retail Grocers Convention at Hamilton

Third Annual Meeting of the Ontario Grocers' Section of the Retail Merchants' Association—A Small Attendance—Interesting Addresses and Discussions—H. C. Beckett, President of the Dominion Wholesale Grocers' Guild, Talks Very Instructively on Trade Evils and the Need for Organization and Co-operation.

The third annual convention of the grocers' section of the Retail Merchants' Association was held in the Conservatory of Music hall, Hamilton, on Tuesday, as a preliminary to the eighth annual convention of the association in Ontario. The attendance was extremely small, but there were some very interesting addresses, notably one by H. C. Beckett, president of the Dominion Wholesale Grocers' Guild, and under the head of resolutions some interesting topics were discussed. At no time were there more than thirty present and scarcely half that number were grocers.

John A. Green, secretary of the National Association of Retail Grocers of the United States, was not present, much to the disappointment of those who had looked forward to having the leading man in grocery organization on the other side of the line.

The convention was scheduled to commence at 10 o'clock. At eleven there were a dozen present and President J. O. Carpenter, of the grocers' section of the local Retail Merchants' Association, and Mr. Smye, president of the Retail Grocers' Association of Hamilton, briefly and heartily welcomed the delegates to the city and an adjournment was made till after luncheon.

Ontario President.

When proceedings were resumed the chairman, M. Moyer, president of the Ontario grocers' section, called upon A. L. Geen, a Belleville druggist, and Ontario president of the general association, for an address. Mr. Geen expressed regret that he so seldom was able to meet with the various sections of the association. It was in the sections, he said, where the solid work was done. In the sections they understood each other's troubles, and if it were not for the sections the association would do very little. The association had to be just what the sections were. While in provincial and Dominion associations they could tackle the Governments, it was in the sections that they helped each other individually. Every section had its discouragements, but he reminded them that they were just laying the foundation for the retailers' association of the future.

Grocers the Best.

Ald. Kirkpatrick, of Hamilton, recently retired from the grocery business after 20 years' success. He extended a hearty welcome to the city and promised that the mayor would be present next day. The grocers, he declared unblushingly, were the best class of citizens in Hamilton. He urged association as a necessity to success in retailing. The grocers in Hamilton had organized an association 16 or 17 years ago, but had not been able to get more than half the grocers into it. It had, however, been a very great benefit. They had not attempted any price-fixing combination or anything of that kind. They had derived their greatest benefit from becoming acquainted with each other.

Right Plan of Organization.

J. A. Beaudry, Dominion treasurer, Montreal, was the next speaker and conveyed the greetings of the retailers of Quebec. His remarks were confined to a eulogy of the association's system of organization. They had tried the single line organization in Quebec, but when they had got up against conditions at Ottawa they had found their influence was nil. The result of the trading stamp fight had shown what combination could do. That had demonstrated the necessity of retailers of all other lines coming in with the grocers if they were to accomplish anything. Some people might think they should be organized on different lines. Let them come to the front and say how it should be done. Until they did that the association would have to continue the way it had been doing.

H. C. BECKETT, HAMILTON
President Dominion Wholesalers' Guild.

From the States.

Elisha Winter, of Boston, national organizer for the Retail Merchants' Association of the United States, then was called upon and enlivened proceedings with a flow of oratory that was most entertaining. Mr. Winter was very fluent. He too, but at greater length, endorsed the plan of an association of all retailers. He dwelt too on the attainment after 20 years' labor, of the National Pure Food Law. He awarded the glory for evolving the United States plan of organization to Canada and implied that he and his countrymen had only heard of it this spring, when Messrs. Trowern, Higgins and Moyer had attended the Vermont State convention.

"The individual class organization," he asserted, "cannot appear at Washington without being accused of seeking class legislation."

"The grocers have been doing the nigger and jackass work for years. We have to come to Canada to get the right idea of organization." Now grocers were discovering they were merchants and in state after state the organizations were changing their names from grocers to merchants.

After a diversion to comment on the fact that John D. Rockefeller was evading service of a summons to court and on the tendency of Canada and the States to get together, Mr. Winter got back by asserting that the grocers should establish the food standards and make the Government adopt them. In the United States, he told them, the order of things was money, men, method. Here it was method, men, money, and "the spot dollar was not so near to God Almighty as on our side." He talked for awhile of equal rights for retailers, wholesalers and manufacturers and dilated at some length on the achievements of the merchants of Venice in making laws for the world in the dark ages. He delivered the encouraging news that the catalogue houses of the United States had seen their day. They were "talking prison" to them over there now.

However, in thinking around for something original and inspiring to say, Mr. Winter had hit upon the idea of an international organization of merchants. He was sure it had got to come.

A Wholesaler Present.

Chairman Moyer then called upon H. C. Beckett, president of the Dominion Wholesale Grocers' Guild, and remarked upon the progress that had been made in adjusting relations between retailers, wholesalers and manufacturers. A few years ago no one would have thought of finding a wholesaler at one of the association meetings. The association was getting to be better understood by manufacturers, wholesalers and consumers. The association was working to improve trade conditions and by so doing they were making things better for everybody.

GUILD PRESIDENT'S ADDRESS.

Need for Organization and Co-operation to Correct Trade Abuses.

Mr. Beckett's address was carefully prepared and was the feature of the convention. He said:

"It must be gratifying to the members of your splendidly managed association to learn that substantial pro-

gress is being made in the very necessary work commenced eight years ago, this, I understand, being your eighth annual convention.

"Having been invited to offer suggestions to the members of your association on lines calculated to promote the best interests of both the wholesale and retail trade, I feel indebted to you for the privilege of being present and, therefore, beg to offer suggestions emphasizing THE GREAT NEED AND BENEFIT OF A BETTER UNDERSTANDING OF TRADE CONDITIONS.

"Recognizing and realizing the great difficulties that beset the grocery trade, both wholesale and retail, we are here to suggest, in a general way, remedies for improvement, and no better argument could be advanced in favor of better trade conditions than the fact of the merchants of Ontario traveling, in some cases, hundreds of miles to attend this convention. Comparatively little can be accomplished by the individual; problems in business are continually arising that can only be studied and dealt with by united effort.

Many Evils and Difficulties.

"The years of experience you have had in the grocery business have, no doubt, made it clear to all here that there are many evils and difficulties existing, ruinous to trade and business morality, and it is a reasonable view to hold that these evils must be remedied sooner or later.

"A business of such magnitude as that of the selling of groceries, both wholesale and retail, must necessarily be in a more or less confused condition without organized effort to establish in the minds of manufacturers and others the great need of reforms and changes in business methods absolutely necessary to meet present day conditions.

"While more or less effort has been made in the past to acquaint manufacturers with the situation as it applies to the jobber and retailer, the real improvement and benefit to the trade generally is largely due to the efforts of a few. More aggression is necessary to emphasize the evils we have to contend with.

"Manufacturers who take an interest in the profits made by the jobbers and retailers are few and far between. Some hold the absurd idea that it is unlawful to sell goods with restrictions as to re-sale; in fact, the sale of many proprietary and staple lines on margins not sufficient to cover the cost of distribution is encouraged and forced upon the trade by manufacturers who are shrewd enough to take advantage of and profit by the petty and unbusinesslike jealousies that exist among competitors.

Cost of Doing Business.

"The wholesalers' and retailers' cost of doing business is not generally known to the manufacturer, and very little consideration is given to this vital matter. This important and vital question of the cost of doing business is frequently lost sight of. It, therefore, should be the duty of the trade to take this matter up more vigorously, for just so long as the trade is dormant and tardy in bringing these matters to the attention of the manufacturer, just so long will the time be prolonged in which business must be done at cost and frequently less.

"The remedy is a systematic and persistent hammering into the minds of manufacturers and merchants the cost of doing business, and without organized effort in continually interviewing manufacturers it is impossible to improve the condition of trade.

Cleavages in Trade.

"It has been argued by those unfamiliar with trade conditions that the purchaser who buys the maximum quantity should get the minimum price without regard to his standing in the community as consumer or merchant. Such a view is not held by business people because experience has demonstrated the absolute necessity of recognizing the cleavages in trade, namely, the manufacturer, the wholesaler, and the retailer. If the manufacturer elects to sell his goods direct to the retail trade, he has that privilege, but he should not discriminate in favor of the large buyer, as is frequently done.

H. C. ELLIS, OTTAWA
President Ontario Branch of the R.M.A.

"The quantity price has induced cutting and demoralization very hurtful to the interests of the retail trade generally. If the manufacturer elects to sell his goods through the wholesaler he should pursue an honorable course and not secretly and quietly sell to a few favored retailers at wholesaler's prices to the injury of the great majority of the retail trade.

"The trade generally has not been alive to present day needs, and has not appreciated the fact that a great educational work is necessary.

Lack of Business Knowledge.

"Our difficulties are due, in a great measure, to the great lack of general business knowledge on the part of the press and the people's parliamentary representatives. A continuous, combined, collective and united effort on the part of the merchants and manufacturers to educate the press and the politician to a correct general knowledge of trade conditions is of prime necessity.

"We all appreciate the great and surprising influence of the press with the masses in moulding public opinion, but very rarely is that influence used to get at the truth. The tendency has been to feed the public mind with something sensational on the subject of trade combines. False and erroneous statements through the press have so prejudiced the public mind that merchants and manufacturers have frequently been regarded with suspicion and mistrust in any collective effort they might make to protect their interests.

"Commercial laws suited to present day conditions are a necessity. Laws that will protect the mercantile interests of this country on a sound, honest, financial basis are just as necessary as laws to protect the public. Unfortunately, however, the aim of the politician has been directed to endorsing a popular cry in preference to being mindful of the mercantile interests of his country.

Commission to Investigate.

"In advocating the appointment of a commission to investigate trade conditions, with a view to reporting to the Government, and pointing out the necessity and absolute need of a permanent tribunal to which trade agreements may be submitted for ratification and approval, there can be no question as to the need of this, for experience has taught us that apparently little is known except by those actively engaged in business, of the necessity for progressive legislation on lines that will protect the rights of the many against the dishonest and unfair competition of the few.

"If the sale, both wholesale and retail, of groceries is a lawful business, then wholesalers and retailers alike should be protected in any efforts they may make to protect their interests.

"There should be no question as to the necessity of a proper recognition of honest methods in business, and a common sense attitude on the part of the Government to those engaged in business. The aim of a government should be to correct and not encourage unfair and dishonest competition. The right of competition must be recognized, but when unhealthy trade conditions prevail, it is in the public interest to prevent such a condition of trade.

Manufacturers' Obligation.

"It is needless to remind you of the great obligation the manufacturer is under to the retailer for the service he renders in placing the goods before the consumer, and, therefore, there can be no sense or justification for such service being rendered for less than the cost of doing it, as is the case now, and has been for some time past. If it is lawful to protect business interests, then those in business should know they have the right to use every legitimate method to prevent unhealthy trade conditions.

"The powerful influence of your association, through its very large membership, is perhaps not fully realized at Ottawa, or the very reasonable request

asked at the hands of the Government would have received earlier consideration.

Impossible to Know.

"Under the present statutes it is impossible for the business man to know with any certainty the agreements which it should and may be lawful for them to enter into for the protection and existence of the various businesses in which they are respectively engaged. It is an injustice to differentiate against the merchant when other classes of the community are legally sanctioned to carry out the very same principles for which the merchants stand.

New Bureau of Commerce.

"The wholesale grocery trade of Canada, and I trust you will endorse to the full extent of your power the movement, are in favor of and have suggested to the Government the appointment of a branch of the Department of Trade and Commerce to be known as the Bureau of Inland Trade and Commerce. This branch would, undoubtedly, be of great value, as it might be the medium of educating the Government to the needs of business men, as it is quite clear that considerable missionary work is necessary before the needs of the trade will be noticed by the Government.

"It is hard to bring about these reforms without enthusiastic work and assistance, and you should take these matters up urgently and personally through your parliamentary representatives and urge and insist upon your rights being respected.

United States Wholesalers.

"In Chicago, last week, I had the pleasure and privilege of being present at the first annual meeting of the National Wholesale Grocers' Association of the United States. The meeting lasted three days, and was attended by upwards of 250 representative wholesale men from all parts of the United States, as far west as California and as far south as New Mexico; in all 32 states in the union were represented. The Wholesale Grocers' Association of the United States has a membership now of over 490, and they had their first convention in Buffalo last year. They are working in harmony with the National Retail Grocers' Association of the United States. They find the need of co-operation over there exactly the same as we do in Canada. The trade there are making an earnest attempt to put the grocery business on a paying basis, realizing that in this age of keen competition no one can control all the business. They expect the benefit they will get out of co-operation will be worth all the labor.

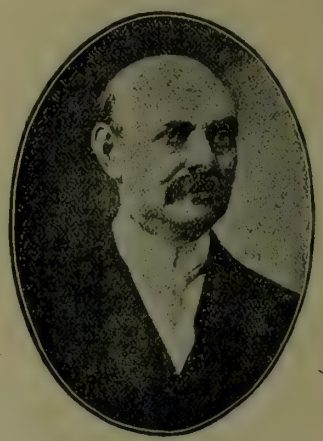
"All should be willing to labor in the cause of the business with which they are identified, as results can only be obtained through hard work and persistent effort.

"It is a short sighted policy to expect practical results if you do not subscribe liberally to the funds of your association, and a careful investigation will convince you that no better investment, or an investment that will bring you larger returns can be made than liberal association subscriptions.

Damage to Goods in Transit.

"I would also respectfully remind your association that the wholesalers and retailers have much in common, but unfortunately are not getting the benefit that would come to us all if we tried harder to help each other. You are aware that we have a Board of Railway Commissioners at Ottawa, appointed by the Government to protect the rights of the people in their dealings with the railway companies, and I would ask you if proper use is being made of that board? The answer is emphatically, 'No.' Delays in transportation, damage to goods in transit, pilferage, and the delays in settlement of claims are grievances that the trade have labored under for years. Due probably to the lack of initiative on the part of the wholesale and retail trade, very little, if any, effort has been made to lay this condition of affairs before the railway board.

"Every retail merchant has, at some time or other, received goods in a more or less damaged condition, and if he has made a claim upon the railway company he knows how difficult it is to secure a settlement. The settlement of claims is slow and tedious, and railway companies, in this respect, do pretty much as they like. Rules and regulations to protect the shipper and consignee should be put in force by the Railway Board, but this is not likely to be done, unless more active measures are taken to bring these matters before the Railway Board.



JOHN C. GREEN
Secretary National Association of Retail Grocers of the U.S.A.

Wholesalers in Accord.

"As representing the wholesale grocery trade of the Dominion, it may be interesting to you to know that the resolutions passed at your convention held in Toronto April 3rd, 1906, received the unanimous endorsement of the Dominion Wholesale Grocers' Guild at their annual meeting, April 19, 1906, and that the wholesale grocers are heartily in accord with the ideas of your association, so much so, that the wholesalers are in favor of the appointment of a standing committee to confer with a similar committee of your association with a view to assisting each other in the adoption of means to place the sale of staple lines in the grocery trade on a more healthy and stable basis.

Welcome to Hamilton.

"I am sure I voice the sentiments of every merchant in this city when I say it is a great pleasure to have the privilege of extending to you in this manner the glad hand of fellowship. Personally, I take a great pride in my native city and like to see every visitor carry away pleasant recollections of a visit to Hamilton.

"We cannot say much for our street car system, but we will have a better one some day. In the meantime we are exercising that Christian virtue for which Hamilton citizens are noted, namely, patience.

"I mention our transportation facilities so far as it affects our visitors because Hamilton business men are ashamed of such a condition so long delayed.

"This fraternal greeting extended to you by the wholesalers of Hamilton is evidence, I hope, that we are co-workers with you in a desire to encourage the spirit of the time, namely, a united effort to better trade conditions. The work which you are carrying on, and which we are also engaged in, is an earnest attempt to extend to a higher moral plane, the making of money in our business; not by unfair methods and dishonest practices, but by a spirit of live and let-live.

Must Deal Firmly.

"In business we find a few who attempt to take unfair advantages—with such we must deal firmly in protection of our interests.

"The business men's organizations have come to stay. They are founded on ideals of absolutely fair dealing, and with such ideals the associations will continue to prosper, grow, and increase in strength.

Government Will Take Notice.

"The time is not far distant when the Government of Canada will take notice and be seized with the fact that the merchants of Canada must be reckoned with and that laws hurtful to the interests of merchants and manufacturers are not in the public interest.

"Along these lines the value of your association will soon be manifest. Your work will require a sacrifice of time and labor, but results will more than repay you.

"Create good fellowship and good will—do not become discouraged if some forget the code of honor—have patience—a kind word—a little education will work wonders.

"Educate the travelers to be on the square. Playing a sharp trick on a rival is not honorable merchandizing—let your ideals of business become actual realities—honesty, part of the heart and a principle of the soul, is in man's nature—encourage it—protect yourselves. Conditions confronting the merchants to-day are past reasonable bounds, and the time has arrived when you must be aggressive and demand the just consideration of trade grievances.

"I thank you for listening to me and hope the views expressed may find favor with you."

Wholesalers' Band Concert.

Mr. Beckett informed the convention that some of the city wholesalers had

(Continued on Page 33.)

RETAIL GROCERS' JOINT PICNIC

Montreal and Ottawa Grocers Combine Forces at Alexandria—Weather Disagreeable, but Fun Fast and Furious—A Big Success.

Montreal and Ottawa retail grocers joined forces this year and held a joint picnic at Alexandria, Ont.

The picnic was a good one in many respects—in fact in most respects—but, unfortunately, it rained during the day in Alexandria, just when the sports were promised to be a daisy, and everybody

PRESIDENT A. LANIEL, MONTREAL.

about half over, and the balance of the events were run off as best could be arranged in the wet and mud.

When the Montreal train drew out of the station the day, while a bit skeery, was sure that the annual picnic would break all records. Soon after getting into Ontario it began to rain and the weather man joked with the picnickers all the rest of the time, getting down to work in earnest about 3 p.m.

At any rate, the Montreal grocers turned out in good numbers, twelve coaches leaving the Grand Trunk station, bearing somewhere near nine hundred excursionists.

The Ottawa train with the grocers from the Capital, about two hundred and fifty strong, arrived before noon, beating the Montrealers. Ottawa had nasty rain all morning.

Citizens of Alexandria were out in force to welcome the sellers of foodstuffs, and the grocers were escorted to Landscape Park for dinner and to see the afternoon's sports.

Two of the first people The Grocer met on alighting from the train from Montreal were President Forde, of the Ottawa grocers, and ex-Secretary Ellis.

Everybody Hungry.

Arriving at the grounds there was a wild scramble by several hundred persons to get into the grounds by way of two gateways, one of them six feet wide and the other about two. Before going in you had to perform an acrobatic act to secure a ticket of admission. To see some of the "larger" boys balancing on the eighteen inch platform before the ticket windows, a platform elevated a couple of feet from the ground, was worth going a hundred miles to see. Anyway everybody got in before the rain commenced in the afternoon, and seeing some white canvas in the distance, investigated, finding out that same covered the tables whereat the multitude were to feed. It looked easy to get your dinner, but on arriving at the canvas it was found that the whole thing was fenced in with staunch Alexandrians guarding the gate. The why was because there was one "standing" already at the tables, and dinner had to be served in instalments owing to the immense crowd present.

PRESIDENT F. W. FORDE, OTTAWA.

After the train journey, however, everybody was pretty hungry, and no one seemed very anxious to be last in getting to the tables. The crowd stood the bars because they had to for a while, but after an hour of waiting they rushed the gate, and easily overpowering the guards, made a wild dash for the tables where the good things were. You could hardly blame a hungry lot of people for doing such a thing. Just imagine standing with an empty stomach watch a couple of hundred people eating turkey, ham, beef, pickles, thirty-two varieties of fancy cakes, and a whole lot of other things, and you with a ticket in your pocket!

Once at the tables there was food aplenty and nobody had to go hungry.

Games and Good-fellowship.

The games next occupied the attention of the grocers and up to the time of the rain were enjoyed by contestants and spectators. The programme was a long one, and everybody was given a chance to win some of the valuable prizes given. President Laniel, Montreal, and President Forde, of Ottawa, were always on hand, and tried at all times to assist in getting the events off on time and in many other ways lent a hand.

There were quite a few others who helped also. Ex-President Daoust, of Montreal, was on hand, and brought his smile with him; Walter Gaden forgot Red Rose tea (if he could) for the day and sported a judge's badge, same color as the one which adorned the manly breast of Mr. Hodge, who thinks Chase & Sanborn's Red Seal brand coffee the best ever. James Fletcher, of Demers, Fletcher & Co., could not do enough, while Jos. Ethier, of Laporte, Martin & Co., who would rather miss a chance to land a big order for Mitchell's finest than overlook a grocers' picnic, was there too. Frank Cockburn and Fred Perry were on hand for the Comfort Soap race and to be good fellows as well—they always are. Mr. Probert, of Sunlight Soap, ate a good dinner, but from the weather it was evident he had no Sunlight with him. Alf. Childs was seen on the grounds during the day, as was also Mr. Laing, of the Lake of the Woods Milling Co. Secretaries Beaudry and Johnson worked hard and deserve special praise for the efforts they put forth to make the picnic go.

JOS. ETHIER
Laporte, Martin & Co's Manager.

The Arrangement Committees.

All the officers of the two associations spent a busy day. Officers of the Ottawa Association are: President F.

W. Forde; treasurer, C. J. Prevost; secretary, W. Johnson.

Montreal officers are: President, A. Laniel; vice-presidents, J. A. Dore and E. P. Guillemette; secretary, A Sarazin; treasurer, H. Laniel.

A word should be said, too, about the efforts put forth by the grocers of Alexandria. They worked hard and their efforts certainly showed.

The various committees were as follows:

Organization—J. A. Dore, A. Sarazin, H. Laniel, G. Pilon, P. Daoust, J. A. Maynard, A. Laurendeau, Jos. Deneau, J. A. Beaudry, E. P. Guillemette, J. A. Labonte, E. P. Lalande, A. Laniel, president.

Sports—A. Laniel, F. W. Forde, J. A. C. Huot, W. Johnson, A. Sarazin, J. A. Dore, P. DeProto.

Alexandria organization committee — Rev. J. H. Dulin, J. A. C. Huot, joint-presidents; Nap. Proulx, J. E. Leduc, H. Lalonde, W. Leboeuf, Alp. Sabourin, Ab. Poirier, Nap. Trottier, P. DeProto, Geo. Bougie, Ans. Levac, G. Campeau, D. Quenneville.

Reception committee—Mayor J. A. McRea, V. R. McDonald, M. Cameron, J. A. McMillen, M.P.P.; E. J. Fulton, A. A. McKinnon, O. Ranger, J. T. Schell, M.P.; J. O. Simpson, Murdock McRea, F. E. Charron, Hon. Senator McMillan, G. Campeau, F. McDonald, F. Trottier, J. A. C. Huot, president.

Menu.

COLD MEATS

Chicken, Turkey, Roast Beef, Veal, Lamb, Ox Tongue

VEGETABLES

Tomatoes Cucumbers

DESSERTS

Ice Cream, all flavors

Lemon Pies Apple Pies

Charlotte Russe

FRUITS

Oranges, Apples, Bananas, Pineapples

Cakes Cheese

Tea Coffee Chocolate or Cocoa

WINNIPEG PURE FOOD SHOW.

Winnipeg's first Pure Food Show was opened this week under the most favorable auspices. The large Auditorium Rink is gaily decorated for the occasion and at night when the thousands of lights are lit it is a very attractive place to visit. The exhibitors have spent a lot of money in the decorations of their booths and the result is a very handsome exhibition.

The formal opening occurred on Tuesday afternoon, the event being honored by the presence of the Lieutenant-Governor of Manitoba, the mayor of Winnipeg, the members of the board of control and city council, and several of the wholesale grocers of Winnipeg.

The exhibition will close on the 13th. It promises to be an immense success.

F. W. Thompson, vice-president and general manager Ogilvie Flour Mills Co., left Montreal for St. Andrews last week.

GROCERY TRADE NEWS OF NEW BRUNSWICK

(Special Correspondence of The Canadian Grocer.)

St. John, N.B., July 1.

There were but slight changes in the grocery markets here during the past week. Cheese declined from a quarter to half a cent a pound. Hand-picked beans have gone up five cents. American plate beef has advanced $1, and Canadian from 50 to 75 cents. In the produce line, business was not so active as the week previous. Dealers report butter and eggs coming in more satisfactorily and prices of both slightly easier. Potatoes are also easier and are quoted at from $2 to $2.25 a barrel. In the fish market the supply is said to be about equal to the demand and prices remain about the same.

WALTER GADEN, OF RED ROSE TEA.

* * *

J. E. Cowan, the Main street grocer, received the first consignment of native wild strawberries last Thursday. They were grown on the Washedemook river and sold for twenty cents a box. Considering the backward weather this is early for native berries.

* * *

The schooner Falmouth arrived at Yarmouth on June 27th, with a cargo of molasses for the Crosby Molasses Company, of this city. The schooner made the trip from Barbadoes to Yarmouth in something less than thirteen days, which is considered remarkably good time.

* * *

The Sussex Mineral Springs are running full capacity in an effort to meet orders at hand. The present season is expected to be a record-breaker for the company.

Retail grocers have packed their seed stocks away, as the sale for the present season is about over. The trade this year is reported to be about up to the average, despite the backward weather.

* * *

An association that is doing good work and is proving of great benefit to the members is the St. Martin's Merchants' Association, at St. Martin's, N. B. Nearly all the merchants in the village have joined the body, their object being to promote business in every way possible. The merchants realized some time ago the difficulties they had to contend with in getting goods shipped them owing to the fact that the only railway, a branch line, known as the Hampton & St. Martin's Ry., making connections with the I.C.R. at Hampton, was not a paying proposition, and they set to work to remedy the trouble. Considerable of the freight up to a few years ago, was sent to the village by schooners, but it was thought some concerted action would result in better railway service, cheaper rates and more business. The association was therefore formed, and it was decided that it would pay all the dealers to work together, buy goods in carload lots and agree on a schedule of prices. The idea was not to make the consumer pay more, but by buying in larger quantities get better discounts so as to be able to sell cheaper. Since the formation of the association price-cutting has been done away with and meetings are held monthly to talk over matters of interest and discuss plans for the betterment of business. The present officers of the association are: President, Michael Kelly; vice-president, Allan Love; secretary, E. A. Titus; treasurer, S. V. Skillen. The executive is composed of the four officers and W. Bently, J. B. Hodsmythe and J. S. Titus. As a result of their efforts St. Martin's now has an improved train service and trade generally is much improved.

TORONTO HORSE SHOW.

The first prize and a fine gold medal was awarded to E. W. Gillett Co., Ltd., at Toronto Open Air Horse Show, July 1st, in the light fancy delivery class of horse and wagon. In all classes the entries were superior to those of former years and the parade was viewed by a larger crowd than ever before, showing that interest in this annual event is increasing each year.

T. Kusanobu, of Shaw T. Nishimura, Montreal, spent a few days in Toronto last week. His calls on the trade were made in company with Geo. Stanway.

Mr. H. Gardiner, of the T. J. Castle Co., Ottawa, was in Toronto last week.

The Canadian Cocoanut Co., Montreal, have opened a new department in connection with their rapidly extending business. This is for the supply of bakers' and confectioners' specialties and promises to be a popular move.

GROCERS' CONVENTION.

(Continued from page 30.)

united to show their appreciation by providing a band concert the following evening in the Alexandra pavilion. He extended a cordial invitation to the delegates and city retailers to be present.

The First Convention.

George E. Bristol, another Hamilton wholesaler, was present and was called upon. "It gives me very much pleasure to greet the retailers of Ontario assembled in convention at Hamilton," said Mr. Bristol. "I hope your deliberations will prove of benefit to the body of trade throughout the country and I am satisfied they will. I take a great interest in retail organization. The first merchants' convention ever held in the Dominion was held in Hamilton and I was the originator of it. I don't think anything worth while can be done in this world without united effort."

An Unselfish Purpose.

Chairman Moyer announced himself foe a speech, but he made it short and like other officers of the association addressed himself to the question of the plan of organization. "This association," he asserted, "is quite unselfish. What we are trying to do here is not selfish or for our individual benefit. It is for the benefit of all merchants and every class of the community. If this were a gathering of men working different schemes for their own benefit you would not see me here or any of you. We want to improve our conditions and thereby improve the conditions of all with whom we come in contact. I am retired from the grocery business after 35 years, but I am still in the work of this association. I simply cannot drop it. I am here to help the few who are carrying on the work. The association is increasing every day."

Mr. Moyer declared there was no other calling on earth so enjoyable as retailing. The retailer stood between the manufacturers and jobbers and the consumers. They were just beginning to realize their position and its importance. Some people were questioning the plan of a united retailers' organization and were advocating single line organizations. "If there is a better way of organization," he said, "we want it, but if there is not, those who are opposing us should turn in and help us." Mr. Moyer mentioned specifically The Canadian Grocer as the principal objector. He spoke of the good work the association was doing and the facility for influencing legislation presented by the association's organization.

Getting Along.

Secretary Trowern was called upon for his report. He commented upon the progress the association was making, including now 5,500 retailers in Ontario. Much better relations were being established with other branches of trade, wholesalers and manufacturers. The work of last year would be set forth in the minutes as printed. He had 20 resolutions drafted upon suggestions sent in by local organizations.

Resolutions.

Pure food law—No higher duty on eggs—Inspection of all canned goods.

Upon motion of F. C. Higgins, the convention resolved itself into committee of the whole to consider the resolutions separately.

"That we consider the act relating to the inspection of canned goods should include goods offered for home consumption."

Secretary Trowern explained that the act as passed applied only to export goods.

Mr. Beckett stated the wholesalers had made representations to Ottawa to have the labelling regulations changed to provide that jobbers' names on a label suffice without that of the packer. They had been just too late, but the Government admitted they were right and would correct the error.

The resolution was adopted upon motion of A. B. Griffin and W. Smye.

Bag of Potatoes.

"That we endorse the recommendation of a large number of our branches that the weight of a bag of potatoes be fixed by the Government at 90 lbs."

Mr. Trowern pointed out that there

GEO. E. BRISTOL, HAMILTON.

was a general understanding that a bag of potatoes meant a bushel and a half. The small-sized sugar bags were largely responsible. The resolution was passed upon motion of A. B. Griffin and J. O. Carpenter.

"That this convention consider the method adopted by some manufacturers of increasing the price of their products in such a way that the increase is taken out of the pockets of the retailer."

A. B. Griffin, Toronto, gave instances of tinned meats where a slight advance in the wholesale price took 10 per cent. off the retailers' profit. In another case of tinned milk a slight advance took 3¾ per cent. of the retailers' profit. Those increases in price were not sufficient to justify an advance in the retail price.

Ald. Kirkpatrick, of Hamilton, thought 20 per cent. a living profit on package goods.

"There's where the one price comes in," put in J. O. Carpenter. "It's the only way out that I can see."

"Before a resolution of that kind is passed," said F. C. Higgins, "the criminal code should certainly be amended."

The resolution was sent to the Joint Committee upon motion of J. H. Walker and John Bond.

Pure Food Committee.

The next resolution was submitted in this form:

"That this convention appoint a Provincial Pure Food Committee of three to act with a similar committee of our association to be appointed from the other provinces."

After a little discussion the following was adopted, upon motion of A. B. Griffin and F. C. Higgins:

"That this convention appoint a committee of three in conjunction with the other sections of the association as a Dominion Pure Food Committee, to act with a similar committee of our association that may be appointed from the other provinces.

Messrs. Moyer, Nappy and Smye were appointed the committee.

Food Stuff Standards.

"That this convention endorse the proposal of the Pure Food Committee of the Grocers' Section of the Toronto branch to secure, if possible, a Government standard for food products.

This resolution was sent on to the Interprovincial Pure Food Committee.

"That this convention consider the best system of keeping accounts for grocers."

This resolution was one of a number that originated with Mr. Higgins in the Toronto branch, and was intended more for discussion and suggestion than action.

Mr. Beaudry explained the system of providing customers with books of coupons containing tickets of various denominations. The merchant found out about how much credit a customer would require, furnished a book containing about that amount of coupons and took for it an acknowlegment in the form of a promissory note. The customer then paid for goods as he got them with coupons.

A St. Thomas System.

L. O. Pearson, St. Thomas, said the merchants of that city gave more credit than any other city in Canada. It was a railway centre and a great many of the people were paid monthly. His system was to have a counter check book for each credit customer. These books he kept in a case arranged alphabetically. Each account was kept always totalled up and carried forward, so that when a customer came to settle, his account was always ready. This system had proved very satisfactory with him and several other grocers in St. Thomas. The case for the books was essential. The resolution was sent to the executive, along with the following:

"That this convention consider what is the best system of handling cash."

Surprise Soap.

A resolution that evoked considerable very good-natured discussion was the following, also from Toronto:

"That this convention consider the method adopted by the Surprise Soap

Co. in placing their goods on the market as unfair."

Chairman Moyer stated that on account of the increased cost of raw products the price of Surprise Soap had been advanced, and the retail price of six bars for a quarter had been advanced to five cents straight. Sales had fallen off, and to recover ground the company had offered a bonus in the form of one box free with every ten. At the same time they distributed to the retailers window cards offering six bars for a quarter.

Mr. Pearson, of St. Thomas, was surprised to learn that Surprise had been sold anywhere anytime at six bars for a quarter. They had never sold at less than five cents straight, and their only trouble was to get enough of it. Recently it had taken a month to get it. The bonus had not been offered to grocers in St. Thomas.

Mr. Smye said the cards had not been distributed in Hamilton.

Retailer to Blame.

S. M. Thompson, Hamilton, said the retail grocer himself was to blame. As soon as he got a chance to make five cents he had to give ten cents away to the consumer. If the retailers didn't know enough to make a profit on Surprise it was their own fault.

Mr. Griffin said the Toronto retailers had dropped the price without figuring what their profit would be.

Ald. Kirkpatrick: It is the retailers own fault. Why should any man come into a store and say what the merchant has to do?

J. O. Carpenter declared that the selling of the soap at a favored price in Toronto and Hamilton was unfair to the grocers in outside towns. The association should protect the weaker members.

Upon motion of Messrs. Thompson and Smye, the resolution was left to the executive to make representations to the company.

Another resolution to evoke suggestion was the following:

The Best Scales.

"That this convention discuss their experience of the best sort of scales for the grocer to use."

It also came from Mr. Higgins, Toronto. He said he would like to hear the experience of other grocers in regard to scales. "I have some I would not give house room," said he, "and they were expensive, too. The old balance scale is the best yet, so far as I can see."

"Does this resolution refer to the weights and count given us by the wholesalers?" asked W. A. Thompson, Hamilton, and the grocers laughed.

"That this convention considers that it is not desirable to have the advertisements of those goods placed in our windows and in our stores that do not bear a reasonable profit."

This resolution was adopted.

No Higher Egg Duty.

"That we consider that the present duty on eggs is not sufficient and that we ask that the same be increased."

It was stated that this resolution had its original source in the fertile mind of one of the wholesale provision men in Toronto. Mr. Higgins pointed out that the provision men packed eggs and kept up the price and wanted a higher protection to save themselves. He thought the duty was high enough. Upon motion of Messrs. Higgins and Griffin the resolution was laid on the table.

"That this convention again impress upon the Dominion Government the advisability of co-operating with the municipalities with a view of the more effective enforcement of the Fruit Marks Act."

The Hamilton men said their Board of Health inspector did this for them, and Ald. Kirkpatrick objected to the Government interfering in municipal affairs.

The difficulty was pointed out by Mr. Trowern of enforcing the Fruit Marks Act as to packing and quality with any but a Dominion officer.

Upon motion of Ald. Kirkpatrick and John Bond, it was agreed that the motion be referred to the committee appointed last year to look into this matter and that all the Grocers' Sections be asked to support the appointment of an inspector in Toronto and Montreal as an experiment.

"That we endorse the recommendation made by the Grocers' Section of the Toronto branch to have the law governing the weights of bread amended."

Hamilton delegates represented that there they had a fixed price of 4 cents a loaf and any fluctuations were in the weight, which was always stamped on the bread. They vigorously defended this system. The motion was laid over.

"The benefit coming from association work is worth all the labor."

"Confidence one in another will win."

"Blind self interest is fatal."

"By extending true fraternalism we give to the business world an example of the right kind of co-operation."

"The habit of money making is good, but should be checked when honor is sacrificed."

"Patience is a great asset. Always have a good stock of it on hand."

Futures in Canned Goods.

The resolution that occasioned most discussion was this one:

"That this meeting consider the methods adopted by some manufacturers of placing their goods on the market without any guarantee as to price or quality."

It was aimed at the canners and was a protest against the system of future selling by which retailers were made to carry heavy stocks six or eight months. It was asserted that the canners, after getting in their orders, made the pack to suit, thereby keeping up prices, and that to do this vegetables were allowed to go to waste. It was also asserted that grocers who bought late were punished by not getting what they wanted when the packers or jobbers had the goods in their cellars.

The resolution was finally adopted in this form, upon motion of Messrs. Griffin and Higgins:

"That the system of buying canned goods without knowing the price or quantity is unsatisfactory and that we hereby urge upon the members of this association to discourage the practice as much as possible in future."

New Officers.

These officers were elected: Chairman, M. Moyer, Toronto; vice-chairmen, F. C. Forde, Ottawa; J. O. Carpenter, Hamilton; treasurer, T, Nappy, Brockville; secretary, M. Trowern, Toronto.

An open meeting was announced for the evening, but the attendance was still very small and was confined to the delegates. However, there was an interesting programme. Adam Ballantyne, president of the local association, made an excellent chairman. Addresses were delivered by A. L. Geen, Elisha Winter and H, C. Beckett. Mr. St. Leger, of Toronto, gave a splendid rendering of Victor Hugo's description of the battle of Waterloo, and Bag Hill stirred up a whole lot of amusement with one of his orations. This one was on ready-made, hand-me-down foods.

Those Present.

The delegates who registered were:— M. Moyer, F. C. Higgins, Toronto; W. A. McIntyre, St. Marys; T. Nappy, Brockville; W. Smye, jr., Hamilton; J. Kirkpatrick, Hamilton; John O. Carpenter, Hamilton; John Bond, Toronto; J. H. Walker, Toronto; Elisha Winter, Boston; J. A. Beaudry, Montreal; Henry Watters, Ottawa; Arthur G. Johnson, Ottawa; A. L. Geen, Belleville; A. B. Griffin, Toronto; L. O. Pearson, St. Thomas; W. N. Thompson, Hamilton; Fred. Rollin, Stirling; W. R. Mather, Stirling; Fred. Brandon, Cannington.

FLOUR AND SUGAR IN HONG KONG.

The importations last year of flour, of 40 sacks to the ton of 2,000 pounds, were: California, 600,000 sacks, and Oregon, Washington, etc., 2,650,00 sacks, a total of 3,250,000 sacks. The erection of a flour mill in Hong Kong of 2,000 barrels per day capacity, with most modern equipment, was one of the industrial achievements of the year. Australian flour came to Hong Kong to some extent when the boycott was on, and, having learned the way, is ready for shipment whenever the price advances to a point enabling that country to compete.

During 1906, 483,119 tons of sugar were imported into Hong Kong, of which 75,936 tons came from the Philippine Islands and 314,673 tons from Java. This sugar was in the main refined in the three refining plants at this port. The refined sugar was sold in the north, though in competition with Java and Japan, with the effect of making the year a rather disappointing one.

FROM GROCER CORRESPONDENTS

CHATHAM.

Another grocery is in sight for North Chatham. The new edition to the ranks is R. I. Weaver, who contemplates opening a grocery in connection with his meat market, immediately on the completion of his new store. The new store is one of a fine brick block, which the Blonde Co. have had in hand for the past few months; and which, when completed, will be a handsome, up-to-date building. St. Clair St. is pretty well equipped with groceries as it is, there being already five in the one block, with a sixth only a stone's throw up street. However, Mr. Weaver possesses enterprise and youth, as well as some experience; and with a good stand, should do pretty well, despite competition.

H. G. Bishop, of Elmvale, is the new salesman in Smith & Climie's store at Thamesville. He is looking after the grocery order business.

Joseph Barassin, of Harry A. Andrew's staff, was able to be downstairs recently, and expects soon to resume his duties.

The London canning factory people are not going to build at Ridgetown this year. They say the delay is due to their inability to secure machinery. The people of the town, who came out so strongly in favor of the project, are afraid the enterprise is going to fall through.

Geo. Appleford, of Lethbridge, Alta., has arrived at Leamington with his wife and family. Mr. Appleford will enter the confectionery and restaurant business in partnership with his brother William, the new firm being known as Appleford Bros.

Wheatley people are in the throes of an interesting egg contest. Up till last week a bird from Goldsmith held the championship for the largest egg; but week before last Jos. Hodgson, of Windfall produced a ten which went it one better, the circumferences of the egg being 6½ inches and 7⅝ inches.

Robt. Keeley, the Park St. butcher, is advertising his business for sale. It is understood that Mr. Keeley is leaving for the west.

The Wallaceburg Sugar Company have succeeded in securing a large supply of raw sugar, and as a consequence, the factory recommenced operations this week. The refining experiment is reported a success.

The Bungalow, at Erieau, was opened for the season last week. It is in charge of E. J. Buzzard, the well-known Blenheim grocer. Mr. Buzzard has also purchased the store at Erieau, which he has enlarged and greatly improved. He carries a good stock of general merchandise, which will no doubt prove a great convenience to the cottagers and residents of the bar.

Lambton county council will shortly have to deal with a petition in regard to certain rural merchants who make a practice of sending a man with a wagon out through the farm districts to trade directly with the farmers. This method of doing business is hit pretty hard by a bylaw which was recently passed imposing a fee of $100. The merchants who operate the wagon routes appeared in force to present their grievances, and were armed with petitions signed by the farmers with whom they did business. One of them states that every farmer in the county council will support their oposition to the $100 fee. The merchants in the towns contend that the fee is a proper protection against the influx of Syrian and other pedlars.

The grocers are all looking cheerfully forward to the time when berries will make some movement. They are expected to come in pretty generally this week—in fact, the King Edward Grocery, which makes a specialty of early fruits and garden stuff, advertised the first home-grown strawberries on Monday. The berry crop helps the sale of a good many other things, particularly sugar; and is an all-round stimulus to business. Berries are very late this year, being between two and three weeks behind their usual season. The strawberry crop is reported excellent, though there will be not as many as in other years, the quality is said to be exceptionally good, the berries being very large. Raspberries are not so good this year in some places, but the general outlook is for a good business in berries.

Apropos of the discussion of grocers and local advertising, the local grocer man took occasion recently to glance through the advertising columns of the two city papers. The investgation revealed the fact that of all the Chatham grocers, only four were regular advertisers. Just what this signifies is a little difficult to say off hand. A great many grocers make weekly or semi-weekly calls on their habitual customers, and thus keep it in touch with their regular trade. Whether or not they disbelieve in printers' ink is hard to tell. Dealers in other lines do not, both papers enjoying a large advertising patronage. The grocery trade, however, are, as a rule, manifestly not advertisers.

Those who do advertise, however, keep everlastingly at it, in a thorough, scientific way. H. Malcolmson is probably one of the most skilful advertisers in the city, and his announcements, changed with the regularity of clockwork, are seasonable, attractive and convincing. Bradley & Sons change their ad daily—"To-day's New at Bradley's" being the catchword. John McConnell, the Park St. grocer, runs a regular column of bargains, for which the housewife has a fashion of looking. The King Edward Grocery does not use display space just now, but goes in for brief, catchy "readers."

There are some intermittent advertisers, particularly in the season just before Christmas. Nevertheless, the total space used by the retailers is less than that taken by the wholesalers and manufacturers of grocery lines.

V. J. Bosworth's new rig will shortly make its appearance on our streets. It is attractively finished in black and yellow, and is another evidence of the go-ahead William street man's prosperity and progressiveness.

Wm. Anderson, accompanied by Contractor McKenzie, was in Sarnia on Dominion day, attending the Caledonian games. The twa guid Scots were speedily recognized for what they were, and were called upon to officiate as judges of the Highland dancing, in which, by the way, another ex-Chathamite, McPherson, scored a good number of prizes. Mr. Anderson reports a fine time.

John McCorvie was in Leamington and Kingsville last week with a delegation of bowlers from the Maple City. His daughter, Miss Lily McCorvie, returned a few days ago from her studies at St. Margaret's College, Toronto, the winner of first-class honors in a long list of subjects.

The jewelers have set the example of a weekly half-holiday, taking the initiative in closing their stores Thursday afternoons during July and August. It looks, however, as if dealers in other lines had finally "passed up" the subject—at least for this season.

Geo. Zakoor, the fruit dealer, had the misfortune to run up against the market by-laws last week. He purchased some strawberries on the market shortly before 10 o'clock, and was fined $1 and costs, $2.50 in all. A short time ago another merchant met with a somewhat similar experience. The market by-law, which prohibits retailers from buying on the market before 10 o'clock, is not much favored by the merchants, and some time ago the R.M.A. lodged a protest with the city council in this regard. The council, however, failed to take any action.

E. Mains has disposed of his dairy business to N. A. McGeachy & Sons. The latter will continue the business, having now four rigs in commission.

Strawberries are in.

The strawberry season, two weeks or so overdue, is now fairly on. Everywhere the big, red berries are displayed for sale, the prices being at the time of writing as a rule 13c. per box, with 2 for 25c. Grocers report a great picking up in general business as a result of the strawberry season.

The berries this year are not so plentiful as usual; but they are large, firm and sound.

The Kent Canning Company recommenced operations on Tuesday, on strawberries brought in from the lake, and expect to run continuously for several weeks.

Tobacco Crop.

The Essex and Kent tobacco crop will, it is generally expected, be smaller this year than it has been for several seasons. The farmers are not growing tobacco, as they have been advised by the companies that the market is glutted

and that it would not be advisable to produce any this year.

The land that was formerly used for tobacco has been planted pretty generally with tomatoes, and as a result there will be probably a reduction in the price of that vegetable.

In some parts of the west a small quantity of the weed will be produced; but it is expected to be of a higher grade than usually grown in Canada.

HAMILTON.

E. D. Smith, M.P., has kindly extended a cordial invitation to the delegates of the Hamilton convention their families and friends to visit his fruit farms and factories at Winona. This is a treat for all, and no doubt will be hugely enjoyed by all, as this spot is one of the sights of this, the garden of Canada. All who know E. D. Smith will tell you that anybody who has ever enjoyed his hospitality always retains very pleasant recollections of him and his better half, and are anxious for another trip.

The grocers' picnic and excursion to Niagara Falls on July 13th is booming up as the largest ever. Chairman James Main is the big punk, and what he doesn't know about running a big picnic is not worth while. The latest attraction is a big baby show, with many prizes and lots of entries. The question of judges having come up, it was decided that it would not be safe for a local men to act. Suggestions were made that Messrs. Armstrong and Seyler, of The Canadian Grocer, would be all right, or Col. John I. Davidson and Jno. Sloan. The babies are bound to have the best men the country can afford.

KINGSTON.

As I write the rain drops are falling fast. We have been looking for rain for weeks and the predictions of poor crops were discussed on the market by all interested. One farmer said horses would be sold for a song if timothy did not get a drink soon. The prospects for hay were indeed very bad, but the present rains will smooth matters and results will be changed.

The change in the weather condition means more change to jingle in the merchants' and farmers' pockets, and after all, the great healing liniment to cure financial cramps is cash—ready cash—cash on the spot. Yes, cash is king, and long may he reign.

Grant Pyke, owner of St. Lawrence fruit farm, Wolfe Island, reports a crop of the finest strawberries yet seen in Canada. He grades his fruit 1st, 2nd and 3rd, and uses colored cards—red, white and blue. His crates hold 72 boxes. The crates are all painted red. Grant Pyke is, in my mind, the king of strawberry growers, and his system is first-class.

The soldiers at the Barriefield camp were fortunate this year in escaping rain, which as a rule, makes it very uncomfortable for them, some never having slept out of doors before. Capt. Wawa had charge of the food distributing barn and was particular to see that everything was good, and 16 ounces to the pound. I think he wanted 17. Everything was O.K., however, and James Crawford, the grocer, put the profits he made on camp supplies in his vest pocket. After the camp broke up, potatoes, eggs and all farm produce dropped in price. It is wonderful what a big hole is made in stocks when a few thousand hungry men sit down three times a day for three weeks and fill up. Robt. Pollitt, storeman for Robertson, Nicolls & Co., went back to his old trade for a short time and superintended the making of bread for the soldiers, and he satisfied everyone. The bread was light, sweet and of good shape. The fires in the large arched stone ovens had a cheerful look about them. After the fires got low the pans of bread were put in and baked.

Of all the travelers that come and go no one receives a heartier welcome and hand-shake than Armstrong, of Warren Co., Toronto. I don't know whether he has studied mind-reading or not, but he seems to know just what you are low in. You know many grocers start off with I'm full up with your line; don't need anything this time. Most travelers look sad, say good-bye, grab their grips and get. Armstrong don't. If he thinks you are bilious he tells you he will be around in the morning and leaves a sample of Darjeeling for you to try for tea.

Rees Bros. expect to handle 40 cars bananas this summer. One car lately was almost a total loss—got heated. It was a hard blow, but Ed. don't stop to cry over spilt whisky. He goes on as if nothing happened. He is one of the fairest dealing men in the fruit business.

The picture of Frank D. Cockburn in the spring and export number of The Grocer was a good one. Frank is known and well-thought-of, from Kingston to the Orient. What a look of comfort he has in that picture. Yes, he is all right, like the soap he sells.

Can any one tell me if gas is a success in heating furnaces in winter, taking into consideration the work and nuisance of ashes, sifting, and dirt in handling coal. How nice it would be to turn on the gas instead of the present system. Some one who knows tell us all about it before next winter.

Say, brother grocer, going to take a few holidays in the woods where you forget all about tea and sugar, etc., or will you wait till you are run down like an eight-day clock and the doctor tells you to strike out for a health resort and watch yourself and to make your will before you go and leave your cash register to some one in case you fail to come back? Better take the holidays, I guess. It's cheaper in the end and it's a bargain.

LONDON.

The peanut and fruit vendors are not going to passively submit to being sidetracked, as proposed by the Retail Grocers' Association. To evade the new area prescribed by the city council, two of the push-cart men have taken out peddlar's licenses, their object being to sell and deliver their wares with horse and wagon on any city street, regardless of the grocers' petition, which specially referred to push-carts. One of the men said he was going to sell popcorn from a wagon, and the other expressed his intention of selling peanuts as well. It is, therefore, likely, if this plan is found to work satisfactorily, that all or most of the peanut vendors will apply for peddlars' licenses when their push-cart privileges expire. The license fee would thus be doubled, being $30, instead of $15, the amount being paid by them in the past. The men who have already paid their peddlar's license fee declare that in time they will carry quite a variety of fruits and other delicacies, as their licenses permit them to sell almost anything, and with a horse they will be able to thoroughly cover the city. The enterprising street vendors, who certainly seem to be a resourceful lot, say they are determined not to be hampered by the grocers, for whom they have developed a hearty dislike. The chaizman of the license committee of the city council, however, has gone thoroughly over the by-laws and declares that the men who have taken out peddlar's licenses have played a joke on themselves. The by-law says that peanuts, etc., shall not be sold from any basket, pushcart, wagon or other vehicle within the prescribed area, which includes all the business streets of London. The men who have the licenses for horses and wagons may now sell on streets not within the area, but nowhere else in this city. It is a pretty little game that is being played, with the odds strongly against the street vendors.

Brokers report business fair, with not much change in prices. New currants are offering, but no sales. Buyers are looking for lower prices. Advices from patrons received to-day report heavy rains, but no damage to vines, and the crop prospects are to all appearances good, every indication pointing to a large yield. Denia onions are also offering, prices being higher this season than they were last. Teas keep about the same; sugars steady and market stiff. The market for canned goods is stagnant, and the indications are that canners will have a lot left over. A local broker was offered one thousand cans a few days ago by an independent canner at 25 cents per case less than the combine price. Shelled peas are now coming into the local market, which emphasizes the impression that canners will be unable to sell all the "put up" vegetables they have in stock. Travelers report business fair during the past week.

Now we are told that signs point to a light strawberry crop, a disappointing change appearing within the last few weeks. "The bees failed to carry the pollen," says one grower. The weather early in the year was cold and this condition continued so far into the spring that the bees were prevented from appearing out of doors to do their work. Another report is that frost was the cause, the plants having been seriously damaged through the winter. Meantime the berries are coming into market and are retailing at from fifteen to eighteen cents per box.

T. A. Rowat & Co., the Dundas Street grocers, are opening up a branch store in South London, on the northeast corner of Wortley Road and Craig St. The new store will be up-to-date in every respect and in keeping with the down town establishment which is one

of the most complete and attractive in London.

The committee of the Grocers' Association is in Toronto to-day making arrangements for the forthcoming excursion to that city, the date of which will be announced on the return of the committee.

Gorman, Eckert & Co. have commenced moving into their new premises in the east end. Moving operations will be conducted by slow degrees, so as to interfere as little as possible with business, and it will take probably a month before they are regularly settled in their new home. The big canning factory in connection with the new establishment is nearly completed and the machinery is now being placed in position. As soon as Gorman, Eckert & Co. move out of their old premises, Laird, Kerrigan & Co., who have purchased the place, will move in.

PETERBOROUGH.

The first half-holiday this summer was enjoyed by the clerks Thursday afternoon. Most of the stores in the city have decided to close on their own responsibility. There has been no petition and no understanding among the merchants. For the past two years the clerks always petitioned their employers for a half-holiday, and they got it. The merchants found that the scheme worked very satisfactorily and this year granted the half-holiday without any petition. The grocery stores, however, for the most part, remained open, although only a portion of the staff were working. The other half was on a holiday. On Thursday the clerks who were free put in the afternon in various ways. Some went on the steamer Otonabee to Idyll Wyld, while others went down the river in small boats, and others went driving or loafed in the park. They all thoroughly enjoyed themselves and returned to work feeling much better.

The tourist season on the Kawartha Lakes is now in full swing. On the holiday many families moved from this and other cities to the cottages on the rocky islands of the lakes, where the cool breezes and the sweet aroma of pine and cedar trees fills one with nerve, vigor and energy. The population of the Kawartha Lakes district during July and August is close on to three thoussand souls, although during the season about ten thousand people spend a week or more up there. To feed all these people is a great problem, and one would be surprised at the quantity of stuff that is consumed. To those who have never been at a healthy summer resort it would seem that fish would form a greater part of the daily menu card. At Kawarthadom the fishing is splendid, and large numbers of bass and lunge are daily taken from the waters. But fish, at this resort, is only a side line. On the table every day will be found two or three kinds of meat, spring lamb being a favorite, and all kinds of garden vegetables, fresh fruits and delicacies of all kinds.

At Stoney Lake, the most thickly populated section of the great chain, there are four or five good sized stores, including one at McCracken's, Viameda, Crow's Landing and Juniper Island, besides the stores at Young's Point, Lakefield and Burleigh Falls. These stands all have two or more persons engaged, and they are kept hustling. In addition, there are two supply boats which call at every island daily, with both groceries and fresh meat, butter, eggs, poultry, milk and garden vegetables. The wholesale grocers in the city get a very large share of the trade, and every day the steamers leaving Stoney Lake have a small cargo. Practically all of the fresh fruits are shipped from here, and the wholesale men say they would not lose that end of their trade for a god deal. It means thousands of dollars to them.

During the past few years the tourist business has shifted considerably. It was not long ago that the retail grocers of Peterboro did a big business up the lakes. The cottagers passing through, and those who lived here, usually took a heavy stock of staple groceries up with them. But now the stores on the lakes carry nearly everything, and especially the seasonable goods, and they keep the prices very reasonable, so that the city stores cannot compete with them.

Since the appearance in The Grocer of the letter on "Retail Grocers not Advertising" there has been a lot of discussion among the grocers here. Several merchants were seen by your correspondent, and he found that there were no two opinions exactly the same. One man, who has not been in business very long, was very strongly opposed to the article. He argued that grocers did not need to advertise and that they could not afford to anyway. He also expressed himself very strongly in reference to the statements that the grocers were being driven from the centre of the city and that the stores in the residential districts were doing the bulk of the trade. He thought the downtown men should take exception to that, and wanted some one to write to The Grocer about it. As a matter of fact, during the past year at least four grocery stores have gone out of business on George street, while only one has been started. In the residential section five or six new stores have been opened or the premises of old ones have been greatly enlarged and none have gone out of business. Another grocer, on George street, who has been in business for many years, agreed with the letter referred to, and frankly admitted that there was much truth in it. He has for a long time been trying to get his partner to consent to an advertising campaign, and hopes to soon get his way. He believes that there is money to be made out of it, and he has a good plan already formed. If he starts the ball rolling others will soon see where the profits come in and they will follow suit. The chief point about advertising is to first get the goods, then tell the people about it in a convincing way, but, above all things, tell the plain truth.

WOODSTOCK.

Angus Rose, a well-known local egg dealer, who annually handles hundreds of thousands of dozens, gives as his opinion that the price of eggs is almost sure to advance, in the near future. The market is not very encouraging, he says. Local prices are so high that the English market is closed to Canadian shippers, the storage houses are filled, and the gather is not yet half in. But the surest indication, he says, of a bad market is the refusal of the Montreal and Toronto houses to buy seconds. The result, he thinks, will inevitably be a tumble in the prices. "For the past few years, the British shipments have been gradually growing less," he said. "This year, so far as I have learned, not a single contract with a British firm has been received. A letter from a Scotch house curtly states that the price is too high, and that Danish eggs could be secured much cheaper. As soon as the Canadian price became anywhere near reasonable, then it is said, an offer might be considered. In consequence, Canadian eggs are being stored, but the storehouses are full now."

Mr. Rose said the buying on the local market was made more interesting by the fact of the keen and unprecedented competition of Toronto firms, which are continually buying on the local market, in large quantities, and holding the price up. A drop of a cent a dozen was recently made, however, and further drops may take place at any time. Winnipeg dealers have been threatening to ship in United States eggs, claiming that they could do this, and then undersell Canadian eggs. Little danger, though, is feared from this source, owing to the inferior quality of the eggs and the method of packing. The whole situation, however, he said, was such that concerted action should be taken by all the egg men, to relieve the congestion that now exists, and threatens to become more serious as the gathering proceeds.

* * *

A week from to-morrow, Woodstock merchants will observe the first of the weekly half-holidays they have decided to observe during the months of July and August. The holiday was not held this week, because all Monday, (Dominion day) the stores were closed. All branches have agreed to observe the holiday, though some held out for a considerable time, but gradually they succumbed to the clear reasoning and unbreakable logic of the promoters of the scheme, and affixed their names to the petitions. It is probable that programs and excursions will be arranged for some of the afternoons.

* * *

The shipping of cheese, which has not been properly cured, is considered by one cheese buyer, with whom your correspondent was talking the other day, to be one of the great dangers facing the dairy industry in Canada. Some boards in eastern Ontario have passed resolutions binding its members not to ship any cheese until it has been on the shelf curing at least two weeks, and he thought this plan should be adopted by the Woodstock cheese board. He also spoke of the necessity of iced cars for the transportation of the cheese. During this spring, western Ontario has

(Continued on Page 47.)

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ORGANIZATION.

Why is it that of the thousands of grocers in the Province of Ontario less than a score assembled at the convention in Hamilton on Tuesday of the Grocers' Section of the Retail Merchants' Association? Probably eighty per cent. of the members of the Association are grocers. Evidently the grocers of Ontario are not seized of the importance of organization. Also, we believe the lack of interest in this convention to a considerable degree justifies the contention of The Canadian Grocer that the grocers should have a separate organization of their own.

The Retail Merchants' Association has done some splendid work along legislative lines, and in the wings of that success lurks its weakness. The association leans too strongly to legislation. Securing, watching, and opposing legislation is a very important feature of organized trade effort, but not the most important. There is greater gain than legislation to be obtained by trade organization. It is the betterment of trade conditions from the inside, the broadening influences of personal association, the elimination of petty local jealousies, the raising of the standard of trade ethics, the betterment of the conditions of labor by shorter hours, better methods, and the development of the spirit of brotherliness and co-operation to displace competitive meanness and suspicion. These are the greater objects of organization.

It seems to us only reasonable that the grocer should be more interested in his own trade, in the men of his own craft; that an association of grocers would appeal more strongly to the grocers as a body than does an association of all classes of retailers. The first object to be attained is organization. We are not wedded to any plan or system, but if we can secure organization we can get results without a doubt.

THE PRICE OF SALMON.

Speculation is rife among the Fraser river fishermen as to the price which will be paid by the British Columbia canners this season for sockeye salmon. Optimists by nature, the feeling among the majority is that the canners can well afford to duplicate last season's prices, which ran all the way from 24 to 40 cents a fish. The canners, however, while not committing themselves to a definite statement, have assured the fishermen that their expectations are ridiculous, and in support of this statement Mr. Anderson, manager of the St. Mungo cannery, points to the fact that a case of salmon in England is worth $1 to $1.50 less this year than in October of last season, when the market was to some extent flooded.

The question will come up for discussion at the next meeting of the canners, but it is unlikely that their decision will immediately be made public, since it is to their interest that as large a catch as possible should be made, and a number of men in various walks of life have signified their intentions of turning fishermen this year simply in order to be able to participate in the high prices which are again expected to obtain. The advertising by the canners of a reduced price from last season would have the effect of diminishing the number of fishermen, and, as a consequence, the catch of fish.

HELPED CANADIAN CHEESE.

Cheese has been a rather interesting commodity for the Old Country retailer this season. The company stores began cutting prices. The retail price dropped from 15c. to 12c., and about the middle of May, when the wholesale price was 68s. a cwt., the article was retailing at the equivalent of 60s. This was old cheese, of course, and it is now selling wholesale at 68s. to 70s.

P. B. MacNamara wrote to the Department of Trade and Commerce on May 15 about it, and his letter appears in the Weekly Report of June 17, when much of the interest has oozed out of it. He says :—

"Canadian cheese has had a splendid advertisement given to it by the low price at which it is being retailed all over England. It had been conjectured that the stocks of old cheese were more than the trade could assimilate before the arrival of new, and the principal retailers broke up their combination which everybody knows is established between them to maintain the price of cheese, butter, etc., several of the larger members working for their own hand. * * * * The only two factors that should influence the price are, supply and demand, speculation induces an artificial element which bodes no good to the honest trader. Cheese from Canada must be shipped in a riper condition this season, as the prevailing fault has been its greenness all through the past season."

END OF SUGAR CONVENTION.

The British Government has announced its intention to withdraw from the Brussels Sugar Convention, which was an undertaking on the part of the contracting powers to penalize imported sugar that was bounty fed in the country of production. The convention was signed February 1st, 1903, and took effect September 1st that year. It was to continue in force five years, and one year longer unless one of the contracting powers gave notice of withdrawal twelve months before the five years expired. The only large beet-producing country not in the arrangement is Russia. Great Britain, as the principal consuming market is essential to the compact. The reason for the withdrawal has not been given, but it is supposed the large British jam makers and confectioners are behind it. In the West Indies it is asserted that the convention is the cause of the revival of the sugar industry there, as the beet bounties were the reason for its decline. The West Indies are now the principal source of eastern Canada's supplies of raws, and the trade here will watch with interest the effect of the suspension of the convention in 1908.

CLOSE SEASON FOR OYSTERS.

Prince Edward Island, the home of the oyster industry, would be in danger of forfeiting that title were there any other competitor on the horizon.

Owing to the Government having extended the close season one month at each end, it is estimated that the quantity of oysters shipped from the island

this season will be merely nominal. Under the new regulations oysters may not be taken before April 1st, and the prevalence of ice this year previous to that date was such as to prevent oyster fishing. After October 1st, the new opening date, the weather is usually too stormy to permit of extensive operations being carried on.

The extension of the close season should have the desired effect of putting the oyster beds on a stronger footing. The five months during which fishing is now permitted might almost as well have been included for this season at any rate among the other seven for all the difference it will make in the depletion of the growth. Notwithstanding the apparent severity of this measure upon the fishermen, the Government is to be congratulated upon having at last adopted the only means of preventing what would, at the present rate of consumption, eventually have resulted in the extinction of the fishing industry, second in importance in the Island Province. Lobsters have a long lead, the value in the latest statistics issued being for the year over $500,000, while oysters come second at $88,000.

ENCLOSURES IN LETTERS.

When writing letters or sending out circular letters, retailers should not forget that a two-cent stamp will carry one ounce through the mails. A neatly-arranged little booklet or folder, snappily written and, whenever possible, snappily illustrated, should invariably be enclosed in all business correspondence. The better looking the booklet, the more readers it has.

It must not be forgotten that money spent in this way is an investment sure of results, if it is properly conducted. You don't buy your general stock in a hap-hazard way—you consider well before placing an order for goods—and the same amount of business discretion should be used in buying advertising.

Booklet advertising is only useful among a certain tasteful class of people, who like to be approached in an artistic manner. The bargain sale dodger rarely appeals to this class. What they like to read in the shape of advertising literature is something which pleases their artistic sensibility. Goods dealt in by the hardwareman lend themselves readily to practical circulars to housewives. This should be continually taken advantage of and should form a part of his business plans for every month.

See your local printer and get his advice and aid in getting up some circulars in connection with your newspaper advertising.

CANADIAN MANUFACTURES.

The growth of manufacturing industry in Canada in the last five years is as remarkable as the growth in trade. The total is now $712,665,000, an increase of $231,611,000 over the total of 1901, or nearly fifty per cent. In the ten years from 1891 to 1901 the increase was thirty per cent. The increase in the former period was eleven millions a year; the increase in the latter period was nearly forty-eight millions a year.

Another noteworthy fact is that the increase is general all over Canada. British Columbia and Manitoba have more than doubled their product in the five years. Ontario leads with about half the total product, and Quebec comes next with nearly a third. Montreal is still the leading manufacturing city, with nearly a hundred millions. Toronto is a good second with $84,689,000, and is advancing relatively faster than its big rival. Many other Ontario cities and towns make a good showing. Hamilton is the third manufacturing town in the Dominion; London is fifth, and Peterboro sixth, and in many other places the product runs into millions. The general distribution of manufacturing over Ontario is shown by the fact that even with Toronto and Hamilton omitted the province would remain in the first place. But almost every part of the Dominion seems to be adapted for manufacturing, and especially may we expect a great development of industry in British Columbia.

The increase in manufacturing industry has been accompanied by a very great increase in imports under a moderate tariff. The country has been enjoying remarkable prosperity, and the people have been buying freely both imported and domestic products. While this condition exists, radical changes in the tariff are not to be expected.

ENCOURAGE TOURIST TRAVEL.

Estimating that one hundred thousand tourists visited Canada last year—and this is a conservative estimate, as more than half that number visited the Muskoka district alone—it is evident that our country offers great possibilities for development in this direction.

It can safely be assumed that each visitor spent at least $50, while some spent ten times that amount. Consider what this means, not only to the railway and boat transportation companies, but to the hardwaremen who supplied the rifles, fishing tackle, sporting goods, cutlery, builders' hardware, etc.; to the grocers who supplied the hotels and boarding houses with foodstuffs; to the dry goods and clothing merchants, who supplied the wearing apparel; to the booksellers, who supplied the magazines and other reading matter, and to other classes in the community, every one of which benefited by the exchange of money and increase in trade.

The example of the Tourist Associations of Vancouver, Victoria, St. John and other places, and the western Boards of Trade, which have encouraged tourist travel, can to advantage be followed in every section of Canada.

Merchants throughout the country should take energetic steps to support the railways in developing this tourist business. Few towns have not some summer attractions which they could make known to the public. Wherever a share of this transient business has not been had in the past, the retail merchants of the towns should get together and devise means of attracting it. The benefit to be derived from it is both direct and indirect. In the first place tourists are liberal in their purchases and they pay ready cash. They come, too, at a time when ordinary business is rather dull, so that trade from an outside source is all the more desirable. Indirectly merchants reap a great harvest from the fact that this large amount of money is left in the country. Somebody is getting it and every merchant will benefit eventually.

Much credit is due to the Grand Trunk, the Intercolonial and the Canadian Pacific railways for their success in interesting Americans in the beauty spots of Canada. They have brought much money into the country and have aided materially in its development. Organization among merchants in seconding these endeavors should be undertaken at once so that the coming summer will exceed all previous ones in the number of visitors.

BUILDING UP A CITY.

A great deal has been printed of late about enterprising cities whose merchants have raised funds for advertising to promote the growth of population and industries, but comparatively little has been said as to results. This is because the co-operative municipal advertising plan is a comparatively recent development, and in many cases has not had time for a fair trial. An interesting report, however, comes from Dallas, Texas. In seventeen months advertising has located in that city fifteen new industrial enterprises; the bank deposits have increased from eighteen to twenty-two millions, and postoffice receipts twenty-three per cent. The Dallas experiment is a marked success, and the publicity bureau is to be made a permanent institution. There is no constructive undertaking too difficult for intelligently directed advertising.

A Big Offer

continue to buy

To put pr
please you
a return

1/2 'ti

Order through your
Our old policy still in
as fresh goods mean
"come-back" custome

Malta

"The
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MALTA-VITA PURE FOO

YOU sell wheat flakes—then sell one that will give your customers abiding satisfaction—such satisfaction that they'll—that flake is the famous MALTA-VITA.

it in your pocket—
patrons—and create
de—we give

REE 5

WITH

July 31st

ber today—Now.
rce—Fresh Goods—
od goods and

Vita

CO., - Toronto, Ont.

CO-OPERATION

Text of an address delivered Wednesday morning before the Retail Merchants' Convention at Hamilton by John C. Green, Secretary National Association of Retail Grocers of the United States.

Mr. Chairman and Gentlemen of the Convention;

I assure you it affords me the greatest pleasure to be permitted to appear here to-day and talk to you on the necessity of organization.

As I look into your faces and know with what expectancy you have anticipated this meeting, the question comes to me as to how best can I present to you the good things that will come out of organization and to make you see them as I know them myself from my years of practical experience. That there is a great change taking place in the business world to-day we all realize. That new methods are being thought out, new conditions springing into existence, large corporations being organized for self protection, and great trusts being formed to control every situation in the world.

The retail interests have been slow to awaken to conditions as they exist. We are confronted by new conditions and problems which must be met and solved. Many of them of such magnitude as the individual cannot cope with, and can be brought to a successful issue through associated effort only.

Loyalty the Basis.

Here lies the strength and benefit of the association, but the measure of our strength and the benefit and the success of it depends entirely on the loyalty of our members.

Co-operation, gentlemen, is the keynote to-day in business of every kind. Men in all branches form themselves into bodies for the purpose of mutual protection, and where this is done, the purpose is laudable and successful.

We should not relax in our efforts to confine distribution of goods of all kinds to the retail trade, and not have it diverted into other channels to be made leaders of.

I would recommend that more determined efforts be made, that we may be more largely represented in legislative affairs by men of commercial training, and I would urge, that more persistent efforts be made towards the organization of local associations in the cities and towns.

The perfection of the idea that we are in business for a living and not to kill off our competitors, fills us with a spirit of friendship and good will towards our competitors, join hands and help one another, instead of destroying.

Should Work Together.

Those of us who have studied, and are familiar with the situation as it exists, believe that the future welfare of the retailers everywhere demand that they be thoroughly organized. That the retailers should work in conjunction with the jobbers and manufacturers. That there should be a feeling of friendliness and co-operation between these two larger interests.

Without our organization we are powerless. No matter what the influence of the individual may be, that influence is shorn of its strength when not co-operating with each other, but through our organization and our united forces we expect to be able to accomplish almost anything undertaken for the benefit of the retailer.

Every man wants to, and does, exert influence, but the concerted action of a well organized body of men, will, if wisely directed, make for the best order of influence, and attain the maximum of power.

Dominant Idea for a Decade.

Organization, in the sphere of business, has been the dominant idea for the last decade. By and through it wonderful accomplishments have been made. Many of the so-called trusts have reached the zenith of their strength and prosperity within this period, and while it is a debatable question as to whether or not some of them are against the public welfare, yet they nevertheless offer an indisputable evidence of the effect of concentrated effort and purpose.

In electing men to represent us in legislative affairs we should be satisfied that they are friendly to our interests. It is much easier to get a promise of support to any measure that is of interest to you when a candidate is seeking your support than at any other time.

We have been negligent. We have allowed men to pass laws detrimental to our interests, while we have been careless and apathetic.

All Felt Competition.

We have, no doubt, all of us felt the effects of unjust and unnecessary competition, and yet competition, to a certain extent, is the life of trade. Without it we are apt to grow selfish and arbitrary. It is a spur to urge us on to energetic application to business, and without it, I fear some of us would languish and die. Let me say right here that nine times out of ten you are your worst competitor.

Human nature is not perfect, neither are all merchants absolutely truthful, but it is a known fact that the merchant whose business methods are far from the ideal becomes a better and more reliable merchant when he has joined the association. So that through the association we expect to better our conditions along these lines.

It is possible for us by working upon broader principles and along generous and helpful lines to break down prejudice and build up friendship, without abating one whit our efforts to secure business and made profit.

At Consumers' Dictation.

For years the retailer has had practically nothing to say in regard to how he should conduct his affairs. The consumer dictating entirely his methods, never considering the cost.

Things are gradually being changed, so that now the merchant, through his organization, has begun to realize that he and not the consumer should manage his affairs. New methods are being installed, certain hours for delivery, certain days for collecting, and numerous other improvements have been brought about, all through the co-operation and exchanging of ideas of the merchants of the different associations.

It is but a short time since it was almost considered a crime to ask a man to pay his account, and more so to inquire into his credit.

We have almost outlived this condition, but unfortunately there is enough left to make it uncomfortable.

Extending Credits.

The benefits of extending credits are limited. The retail merchant, wishing to help along his honest customer, is often led into extending an unlimited amount of credit.

The very fact that he is doing this makes him more lenient with the man who is not so worthy.

The conclusion reached is that the retailer would be a great deal more assistance to the honest man if he would limit his credit.

The free granting of credit makes the consumer careless in his payments. It many times turns out to be a curse, rather than a benefit, to the person who has been thus favored by the merchant.

In the rush to increase sales how easily we forget the practical lessons that are daily brought to our notice.

Every retailer who has had an extended experience has been told by hard-up debtors that it would have been better for them both—in reputation and pocket-book—if the merchant had not been so lenient and had insisted upon prompt payment of the obligation when due.

Thus the intended assistance turns out to be a blight and the merchant receives the blame for the condition. How true!

Organization Power for Good.

We must realize that one merchant can do little towards reforming existing evils, but a united organization can accomplish much.

Our association if used rightly and as it is intended, is a power for good that cannot be over-estimated. We do not seek to cripple an unfortunate, but we do seek to protect our members from the ever present "dead beat." We do not wish to throttle legitimate competition, but we do wage merciless war against unmercantile methods engaged in for the purpose of attracting trade.

We do not ask the jobber to cease extending credit, but we do ask him to see that the credit extended is not used to cut prices and demoralize trade.

Wholesalers and Retailers.

I have always advocated the closest co-operation between wholesalers and retailers. By so doing, we strengthen our position, and working in co-operation, can accomplish much for the benefit of both.

It may mean a willingness on the part of both to give up a little of what he is pleased to call his rights. It may mean that each must recognize the existence of the other and a willingness on the

part of both in buying and selling to remain in his own sphere of action.

We ourselves must do our part in this co-operation to the extent that they may feel that this co-operation is justifiable and of benefit to both.

Let us strangle the old quotation that "Competition is the life of trade," and let us place in its stead that musically sounding word, "Co-operation."

Every retail dealer in the city should co-operate with his neighbor. Every wholesale dealer should see it to his advantage to co-operate with the retail interest.

How much can be done jointly by the wholesaler and retailer to combat the evils that confront us, we little realize, but I am sure that a co-operation of these interests will form a protection and benefit to all concerned.

Public Opinion.

How often we are influenced by what other people think!

"What will other people think?" This, the most cowardly phrase in use in society, is a question which everyone is asking himself.

So great a factor has Public Opinion become, that it has set itself up as an idol, the modern juggernaut, at the feet of which kneel pride and ambition, in cringing attitudes. It is not the strong man who is affected by public opinion. It is the weak man, the man whose every act is prompted by what other people will think. He has no mind of his own. His whole life is moulded by what somebody else will think. When he speaks one knows that some influence is behind his words. He is like clay in the hands of the sculptor.

It has been said, that the ogre, Public Opinion, slays more originality and individuality than all the barbarous superstitious codes together.

We look at life through a borrowed mirror, in which we see, not our own image, but that of Public Opinion, an image of shameful hypocricy, which permeates our whole being, the very atmosphere in which we live, walk and move. Why should we be entrapped and ensnared by this false glitter of his image when, from another mirror, clear as crystal, shines another image, which, perhaps, not so splendid, is the only true image, our own opinion of ourselves.

Mind One's Own Business.

If we should pay more strict attention to our own business affairs, think less of what other merchants may be doing, use our own individuality instead of copying after someone else, many of us would be more successful men than would indicate at the present time.

Individuality, in fact, is the root of success.

The cultivation of individuality will bring out the very best that is in us, and many prosperous men would never have attained the position they have done had they not cultivated individuality. It is not conducive to the best results to follow in other's footsteps and copy other persons' methods.

The greatest monument that any man can rear for himself, or leave to mark the place that he has filled in the world, is that in his time, in the age and generation in which he lived, he made the most of his opportunities. That, considering his environment, as he was given to see the right, he did the best he could. So let it be with us.

We seek the co-operation of the manufacturer and jobber. We seek their moral influence, believing that by co-operation of all interests we shall be able to bring about conditions in the trade that will be a benefit to all concerned.

But, while we seek this co-operation from a moral standpoint, let us from a financial standpoint be independent of all other influences.

I do not advise an independence of antagonism, but an independence of co-operation, where each—manufacturer, jobber and retailer—in his own sphere, can work out the different problems and solve them to the advantage of all.

The independence we seek is that kind of independence which creates and fosters idealism, out of which springs friendship, manliness, charity, and of which the whole business fraternity is cemented into one great brotherhood.

The Watchword.

Co-operation should be our watchword, and as one of our exchanges would say:

"Organization is the vehicle of co-operation. It may be either the slow, lumbering waggon, drawn by a jaded yoke of oxen, or it may be the forty horse power automobile, moving with the swift flight of the strong pinions of the eagle. It is up to you to choose which it shall be. If you go into it with zeal and determination to make your work succeed, you will be traveling in the automobile."

The spirit of co-operation is a difficult thing to define. It is that indefinable something that encourages men to achieve higher ideals and higher planes of conducting their business. It leads them on to the earning of more dollars through the medium of their business. It makes friends of enemies. It lightens the trials and tribulations of business life.

The co-operation of its members through the association is bringing men and interests in harmonious unison as they have never been brought before. It is raising the activities of mankind to a loftier and more successful plane than has ever been known, and is destined to accomplish wonderful results.

Fraternal Units.

Through our association men are brought together in fraternal units, thus spreading that "Peace on earth, good will to men" which, by ruinous competition that goaded on man against his fellow man, in incessant economical strides, made the observance of that noble precept well night impossible.

Then let us realize that we are dependent one on the other, and put forth every effort to bring into each mind the spirit of co-operation, each giving to each that sympathy that will cement us into one great brotherhood.

Let us concentrate our energies, fight for that which we think is right, and victory will crown our efforts.

Great Humanizing Movement.

It is a satisfaction to know that through our organization we are doing our part in the great humanizing movement of the world, that movement which proclaims the universal brotherhood of man, and because of which the world grows better and the individual man feels sympathy for his fellow man and wishes to exercise it.

God has not endowed us all with the same quick-acting, far-seeing brain, and if it is your fortune to be better blessed than some other one, let it be your pleasure as well as your duty to bring him into fellowship, realizing that you can better protect your own business by taking care of his.

I glory in the power, the influence and the strength of our organization, but with that power, influence and strength comes a great responsibility.

If three or four earnest workers in an organization can accomplish so much, how much more can we accomplish as a united organization. In organization we are strong, and in our strength we can demand and receive respectful attention.

May its strength be used to promote its welfare.

May its influence be felt everywhere, and its object be attained by creating a brotherly friendship.

Then we shall have no premium giving.

Petty jealousies will be a thing unknown.

The trading stamp will be relegated to Hades.

And so it shall be with all that is detrimental and opposite to good, clean, business methods.

May the Great Ruler of the universe give us wisdom in our deliberations.

Let our minds be filled with the spirit of organization.

Let us believe that everyone working in his own independent way is doing so with an honest purpose.

Let us arise above the petty annoyonces that place themselves in our pathway.

Let us sacrifice everything for the success of our organization.

Let us be filled with the spirit of charity.

Let us be true to ourselves.

Let us, above all things, be true to our organization.

Let me throw across this platform a banner with these words, so that they may guide you in all your deliberations: "Organization, Association, Friendship, Oneness of Purpose." The retailers' organization for the retailer, dominated by him and sustained by him. Then shall we be triumphant in all we undertake.

Markets and Market Notes

QUEBEC MARKETS

POINTERS:

Canned Lobsters—Very firm.
Prunes—Stocks very low.
Tapioca—Advanced.
Salmon—Very firm.

Montreal, July 2, 1907.

The state of business is very satisfactory, taking into consideration the season. There is a good demand for fruits of all kinds, also quite a feeling for canned goods. The demand for canned salmon is active, in anticipation of higher figures on the new pack. On peas the demand is improving. Molasses is still selling steadily at firm prices. Hams, bacon and sugar are rather quiet. A reduction of one-quarter cent on pure lard was made. Camphor has been reduced from $2 to $1.80. American fat-back pork has been reduced in price to $21.25 and $24. Tapioca advanced one-half cent, bringing same now to 9 and 10c.

SUGAR — The demand at present is fair. The raw sugar market, while rather strong last week, shows slight reactions at present. Nominal prices prevail.

Granulated, bbls	$4 50
" ½-bbls	4 65
" bags	4 45
Paris lump, boxes, 100 lbs	5 35
" " 50 lbs	5 45
" " " 25 lbs	5 65
Extra ground, bbls	4 90
" " 50-lb. boxes	5 10
" " 25-lb. boxes	5 30
Powdered, bbls	4 70
" 50-lb. boxes	4 90
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES — Business is practically closed from the island. The demand for molasses has been very good. The arrivals so far have been all distributed, and goods to arrive in July, in some cases, are all sold up. Prices remain unchanged. Syrups are quiet.

Barbadoes, in puncheons	0 29 0 31½
" " fancy	0 30½ 0 33½
" " extra fancy	0 35
" in barrels	0 31½ 0 33½
" in half-barrels	0 34
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03
" ½-bbls	0 03½
" ¼-bbls	0 03¾
" 38½ lb pails	1 60
" 25 lb pails	1 15
Cases, 2 lb tins, 2 doz per case	2 25
" 5-lb. " 1 doz. "	2 55
" 10-lb. " ½ doz. "	2 50
" 20-lb. " ¼ doz. "	2 45

TEA — Advices just received from Japan quotes better grades 2 to 2½c. and lower grades 2½ to 3c. advance in price over figures ruling a year ago. Crops are much shorter than last year, with a large home consumption. In Ceylons and Indians, there is nothing worthy of mention.

Japans—Fine	0 29 0 31
Medium	0 20 0 23
Good common	0 18
Common	0 15 0 17
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 19 0 22
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingsuey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEE — Not very much change in the market. Brazil coffees easier. The demand is medium with prices firm.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 08¾ 0 09½
Santos	0 09½ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS — Latest mail reports, in valencia raisins, from Mahiques, Domenech & Co., Denia, Spain, announce the continuance of favorable weather in the raisin district, and, as the crop has now successfully gone through the critical fruiting period, it is estimated the outlook for the coming season will equal, if not surpass, that of 1905, when the total quantity reached was 27,500 tons, as against an average of 23,500 tons.

No doubt is entertained as to prices opening at very reasonable figures, but the market is not likely to rule as low as in 1905, one factor alone being the low rates of exchange now ruling as between Spanish and sterling currency.

The prune market continues strong. Since the opening there has been an advance of fully 2c. per lb. Sales have been made of Santa Clara prunes, 5¼ bag basis, f.o.b. coast. There is a very good demand for goods in stock, but goods to arrive are not nearly so brisk, although market favors buyers. Prices with the exception of prunes, remain nominal.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08¾ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 60
Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼'s	1 50
Californian Raisins—	
Fancy seeded, 1-lb. pkgs	0 13
Choice seeded, 1-lb. pkgs	0 11½
Loose Muscatels 3 crown	0 09½
" " 4 crown	0 10

Prunes—	per lb.
30-40s	0 09½
40-50s	0 05½
50-60s	0 06
60-70s	0 07½
70-80s	0 07
80-90s	0 06
90-100s	0 06
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 07
" " 100-120s	0 05 0 05½

Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08¾
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb. cartons	0 09
Finest Vostizzas "	0 03½ 0 09
Amalias "	0 08 0 08¾
" 1 lb. packages	0 08 0 08¾
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb cartons	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06 0 06½
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30

SPICES—The foreign markets this week are much easier, although quite an advance in some lines is expected shortly. Business continues limited, with a slight feeling for pickled spice.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 30
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

BEANS—The demand continues fair with prices firm.

Choice prime beans	1 50 1 55
Soup peas, whole, bag 2 bushel	2 25 2 30

RICE AND TAPIOCA—The demand for rice is fair at present. Prices remain unchanged.

Tapioca just now is somewhat difficult of sale to the wholesalers, owing to the continued high prices. As a result wholesalers are buying on hand-to-mouth principle, looking for a decline later.

B rice, in 10 bag lots	$ 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 09 0 10

MAPLE PRODUCTS — There is little or no demand for these goods, as fresh and ripe fruit is now in favor. Prices continue nominal.

Pure maple syrup, bulk, per lb	0 08
Compound maple syrup, per lb	0 05
Pure Townships sugar, per lb	0 07 0 08

CANNED GOODS

TORONTO.—Consumption in all lines is heavy, and the general impression is that the carry-over this year will be very small, if any. Peas and corn are still on the market in fair quantities, and a little pumpkin is also left. Evaporated apples and gallon apples are slightly easier. Sngapore pines are in strong demand on the spot, with very low stocks and prices advancing. Sales for fall delivery have been made on a favorable basis, but yesterday's cables from Singapore declined further business under an advance of 6c per doz. French sardines have hardly any existence on the market, owing to last year's short pack. Good quality Portuguese are also scarce. The lower grades are in a strong position. The shortage in the pack of English sardines over actual orders in hand amounts to 50,000 cases, and there are no available stocks. Sales have been made for December and January, subject to price at an advance of 1½ cents over last year.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Group No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal.	....	2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 50
Cherries—		
2's, red, pitted	2 27½	2 [illegible]
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack	....	7 40
Gals., red, standard	....	5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard	....	6 65
Gals. " solid pack	....	8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard	....	6 50
Gals., solid pack	....	8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	....	2 25
2½'s, yellow	2 65	2 62½
3's, yellow	....	3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	1 59
VEGETABLE		
Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 90	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	....	0 90
Gals.	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.		
Tomato sauce, 1's	....	0 50
" " 2's	0 80	0 [illegible]
" " 3's	....	1 00
Chili sauce same as tomato sauce.		
Catsups, tins, 2's	0 75	0 90
" gal.	....	4 50
" jugs	7 70	12 00
Lobster, talls	....	4 00
" 1-lb. flats	....	4 30
" ½-lb. flats	....	2 25
Mackerel	....	1 10
" Scotch	....	1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz	1 80	1 90
1-lb. Flat, "	....	1 95
½-lb. " "	....	1 20
Rivers inlet	1 65	1 70
Northern River Sockeyes	1 65	1 75
Cohoes, per doz	....	1 35
Humpbacks, "	1 00	1
Sardines, French ¼'s	0 12	0
" ½'s	....	0 25
" Portuguese ¼'s	0 08	0 10
" P. & C., ¼s	0 25	0 27
" P. & C., ½'s	0 35	0 38
" Domestic, ¼'s	0 03	0 03½
" Mustard, ¼ size, cases 50 tins, per 100	....	4 00
Haddies, per doz	1 10	1 00
Kippered herrings, domestic	....	1 20
" " imported	1 35	1 60
Herrings in tomato sauce, domestic	....	1 00
" " " imported	1 30	1 40

MEATS, ETC.		
Beef, corned 1s, per doz	....	1 400
" 2s, "	....	2 6
" 6s, "	....	7 50
" 14s. "	....	17 50
	Per dozen tins.	
Chicken, 1's, boneless	....	3 00
Turkey, 1's, "	....	3 00
Duck, 1's, "	....	2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet	....	1 95
" 2's, tomato	1 00	....
" 3's, "	1 45	....
Pig's feet, 1's, boneless	....	1 40
" 1½'s "	....	2 50

ONTARIO MARKETS.

POINTERS—

Sugar—Stiffening.
Currants—Very strong.
Canned Goods—Heavy demand.
Potatoes—Dropped again.
Strawberries—Canadians in good supply.

Toronto, July 4, 1907.

The grocery trade maintains the quiet level of last week. The improved deliveries of berries at a more reasonable price has had some effect on the sugar situation, but retailers are still hanging back, and are apparently determined not to come in until their own stocks are practically cleaned up.

An advance of 1½ cents per lb. has taken place within the last three weeks on medium grades of Japan teas. Orders placed in Japan with prices similar to the basis of last year, cannot be filled. Consequently, most Canadian importers, who are not in the habit of giving carte blanche to their correspondents abroad, will have to take poorer teas and pay more money.

The currant situation is becoming more interesting every week. A Montreal firm recently received a communication from their Patras correspondent stating that currant prices have advanced to a point level with the highest fixed rates of the Retention Co., owing to the total exhaustion of stocks on the open market. As a direct consequence of this all shippers are obliged to buy prompt goods from the above-mentioned company. They also state that large transactions have been closed lately for the continental and American markets. This year's crop of currants is expected to exceed that of last year by about 5 per cent.

TEA.—Ceylon green tea is on a basis of 2c per lb. higher than last year, but for both leaf and liquor still shows better value than Japans in the judgment of people who are not prejudiced in favor of the Ceylon product. In black teas, fine-flavored Ceylons are very scarce. The production of the gardens for the last few months has been of much inferior quality to that produced in the earlier months of the year. Prices for stand-out lots are therefore on a high basis. There seems little prospect of lower prices from present high basis for common grades. June, the month of the greatest production in Ceylon, has passed without any very great depreciation in price, and as the quantity produced from month to month will be smaller for some time with the improved quality, there can be no relief of any importance in the price of common tea until it is seen what the production of Indian during the months of August to October will effect. One of the chief factors in the present condition of tea is the increased consumption.

COFFEE.—Coffee, so far as the Brazil product is concerned, is on a low basis, and with the usual market fluctuations, is likely to remain so, the most optimistic admitting that no important advance can take place unless something unforeseen should affect the prospects of the new crop.

SUGAR.—The market shows some improvement over last week. There is increased business passing, but though prices are stiffening in other markets, they have not advanced here yet.

The Journal of Commerce, commenting upon the situation on Tuesday, said: "The sugar market was steady, and the tendency was toward a higher range of values, partly by reason of the attitude of holders, who appeared willing to keep their stocks, believing in a steady improvement. A sale of 7,500 bags Cuba centrifugals was made at 2 15-32c. c. and

f. last half July shipment, basis 95 degrees, and another of 6,500 bags molasses sugar, Cubas, at 1 13-16c., basis 87 degrees, in the same position. The offers of Saturday were repeated, and they were at 2½ and 2 9-16c. c. and f., basis 95 degrees, for Cuba centrifugals, last half of July shipment, but buyers hesitated. The lots were of small proportions, however. The London beet market was quiet. It closed at 9s. 7d. July, equal to about 4c. duty paid basis 96 degrees for Cuba centrifugals. Withdrawals in the refined market were good, and brokers received several discretionary orders, as an early advance to 5c. is expected, probably after the holiday. Refiners quote 4.90c. less 1 per cent. cash for granulated."

Extra lumps, in 50-lb. boxes	5 25
" in 100-lb. "	4 95 5 15
St. Lawrence granulated, barrels	4 60
Redpath's granulated	4 60
Acadia granulated	4 60
Berlin granulated	4 50
Phoenix	4 60
Bright coffee	4 49
Bright yellow	4 45
No. 3 yellow	4 45
No. 2 "	4 30
No. 1 "	4 20
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES—Business is satisfactory for the time of year. Prices remain unchanged.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38
Corn syrup, bbl., per lb	0 0
" -bbls "	0 03½
" kegs "	0 03½
" 3 gal. pails, each	1 60
" 2 gal. " "	1 15
" 2-lb. tins (in 2 doz. case) per case	2 25
" 5-lb. " (in 1 ") "	2 55
" 10-lb. " (in ½ ") "	2 50
" 20-lb. " (in ¼ ") "	2 45
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95

DRIED FRUITS—The market for prompt shipment of currants from Greece is very strong, and comparatively little fruit is available for export. Under present conditions, sales have been made to a greater or less extent in all the consuming countries for new crop for September and October shipments at quite half a cent per pound below the price for prompt shipment. Cables from Patras to-day advise market for new crop also strong, with a higher tendency, and only offers of limited quantities, good for 24 hours, are being made.

The crop of Valencia raisins, though somewhat late and subject to bad weather during the spring, promises well and an average crop is expected. Last year's crop was much below the average. Sultanas, of which there was a short crop last year, will be in much more plentiful supply during the coming season.

	Per lb		Per lb.
Prunes, Santa Clara—			
100-120s	0 05		
90-100s, 50-lb boxes	0 05½ 0 05¾	60-70s, 50-lb boxes	0 07½ 0 07¾
80-90s "	0 06 0 06¾	50-60s "	0 08
70-80s "	0 07	40-50s 25-lb "	0 09 0 10

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 03½ 0 03½		
Bag Figs	0 04½ 0 05		
Currants—			
Fine Filiatras	0 07½ 0 08	Vostizzas	0 09½ 0 10
Patras	0 08½? 0 0?		

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½ 0 15
" Fancy	
" Extra fancy	
Valencias, selected	0 09 0 09½
Seeded, 1-lb packets, fancy	0 11 0 11½
" 16 oz. packets, choice	0 10½ 0 11
" 12 oz. " "	0 09 0 09
Dates—	
Hallowees 0 05 .... Fards choicest	0 09
Sairs 0 04 .... " choice	0 08½
Domestic evaporated apples	0 09 0 09½

NUTS—Prospects for all nuts from Europe, are not good, and future sales have been made, generally speaking, at about 15 to 20 per cent. above the figures ruling at this time last year.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 13½ 0 14
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES—Prices continue very firm, with a tendency in some commodities to firmer prices.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 45	0 25
Cloves, whole	0 25	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—Tapioca prices are still away up, with no immediate prospect of getting back to the old figures.

	Per lb.	
Rice, stand. B	0 03¾	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 04½	0 05
Seed tapioca		0 07½
Carolina rice		0 10
Tapioca, medium pearl	0 07½	
" double goat		0 07½

BEANS—Prices are unchanged.

Beans, hand picked, per bush	1 50 1 60
" prime No. 1, "	1 45 1 50
" Lima, per lb	0 06½ 0 07

HIDES AND WOOL—This is the dullest season of the year, but, regarded from that point of view, trade may be considered satisfactory. Wools, coming in more plentifully.

Hides, inspected, cows and steers, No. 1	0 09½
" " " " No. 2	0 08½
Country hides, flat, per lb., cured	0 07½ 0 08
Calf skins, No. 1, city	0 13
" " No. 1, country	0 11 0 12
Sheep skins	1 70 1 80
Lamb skins	0 25 0 35
Horse hides, No. 1	3 25 3 50
Rendered tallow, per lb	0 05½ 0 06
Pulled wools, super, per lb	0 24 0 25
" " extra	0 27
Horse hair, per lb	0 28 0 30
Wool, unwashed	0 13 0 14
" washed	0 23 0 24
" rejections	0 18

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, July 4, 1907.)

Business is reported satisfactory by the Winnipeg wholesale houses, there having been a marked revival of confidence and a great increase in activity during the last two months. Country shipments show a marked improvement.

CANNED GOODS — Stocks of several lines of canned fruits are reported very low. We quote:

	Group No. 1.	Group No. 2. & 3
FRUITS.		
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 [illegible]
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syrup "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 [illegible]
" " 2½ "		4 5[illegible]
" sliced, 2 "		3 85
" grated, 2 "		4 40
VEGETABLES.		
Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 [illegible]
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 64
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 80
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 93
MEATS.		
Pork and beans 1's, per doz		1 25
" 2's, "		1 90
" 3's, "		2 60
Clark's 1 lb. plain, per case		2 25
" 2 " " "		1 80
" 3 " " "		2 25
" 1 " tomato sauce, per case		2 [illegible]
" 2 " " "		1 80
" 3 " " "		2 25
" 1 " Chili "		2 25
" 2 " " "		1 90
" 3 " " "		2 25
Soups, per doz		1 25
Canned chicken (Man. Can, Co.) per doz		3 25
" turkey " "		3 25
" chicken, per doz		3 30
" turkey "		3 30
" duck "		3 30
Corned beef " 2's per case		2 75
" " 1's "		2 55
Man. Can. Co. 2's per doz.		2 50
" " 1's "		1 35
Roast beef (Man. Can. Co.), 2's, per case		2 50
" " 1's "		1 35
(Clark's), 1's, per doz		2 75
" 2's, "		2 55
Potted meats, ½'s, per doz		0 55
Veal loaf ½ lb., per doz		1 25
" 1 lb. "		2 50
Ham loaf ½ lb. "		1 25
" 1 lb. "		2 50
Chicken loaf ½ lb. "		1 85
" 1 lb. "		3 50
Lunch tongue 1's, "		3 65
Sliced smoked beef ½-lb. tins, per doz		1 80
" " 1-lb. tins, "		3 10
" " 1-lb. glass, "		3 35
Chipped " ½-lb. tins, "		1 45
" " 1-lb. tins, "		2 50
" " 1-lb. glass, "		3 05
Sliced bacon, 1-lb. tins, "		3 10
" 1-lb glass, "		3 25
Corned beef 1-lb. tins, per doz		1 55
" 2-lb. " "		2 75

SUGAR — Values have been steady since the decline noted last week. We quote:

Montreal granulated, in bbls	5 10
" " in sacks	5 05
" yellow, in bbls	4 70
" " in sacks	4 55
Wallaceburg, in bbls	5 00
" in sacks	4 95
Berlin, granulated in bbls	4 90
" " " sacks	4 95
Icing sugar in bbls	5 70
" " in boxes	5 90
" " in small quantities	6 30

Powdered sugar, in bbls	5 50
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls	6 05
" " in ½-bbls	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 60
" " ¼ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 30
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12½
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES — Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails.,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS—As noted last week, prunes have been sharply advanced and apricots are quoted now at an advance beyond the prohibitive price quoted during the winter. It is said that the apricot crop this season is almost a complete failure. We quote:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 08½
Sultana raisins, bulk, per lb	0 13½ 0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ¼-lb. packages per package	0 10½
" " fancy seeded in ¼-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07⅞
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10½ to 11c. per lb., and dried at 9¾c. per lb. Evaporated apples imported from St. Louis are quoted by some houses at lower prices.

HONEY — Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ⅔-doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	7 50 7 75
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 95
" 40 " "	1 00
" 20 " "	0 51½
" 8 " "	0 23½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	1 60

GROCER CORRESPONDENCE.

(Continued from page 37.)

been fortunately situated as compared with the eastern part of the province. The rainfalls have been abundant and the pastures good, and the refreshing showers and of late the warm atmosphere, have been most favorable for growth. The result is, the make of cheese for this season is now at its flood, and every factory in the Oxford dairy district is running to its full capacity. The prices are weakening a little, and a drop is anticipated. Last week, the ruling price was eleven and a quarter cents.

That Condenser.

A decision has apparently not yet been reached as to the location of the new milk condenser for this district. Woodstock is urging favorable consideration of its claims for recognition, and hopes are entertained for the success of the negotiations. Some of the directors of the company were in the city last week, and met the municipal authorities, talked over terms and plans and inspected probable sites. They also similarly visited Tillsonburg, Listowel, St. Marys and other places which are after the industry.

Bread Delivery.

In an editorial, the Sentinel-Review protests against the prevailing method of delivering bread. It says:

"In some parts of the country there is a demand that all bread offered for sale or delivery shall be enclosed in sealed paper bags immediately after leaving the oven, as a guarantee against contamination in handling. Such a demand was bound to come, and is bound to grow. With the popularization of knowledge with reference to disease germs people's stomachs are becoming much more sensitive than they used to be, and greater precautions are demanded in the handling of food. It is quite natural that bread should come in for some attention. Vegetables may be washed, meats may be rendered harmless by cooking; but bread is usually served as it is received. When one considers the history of a loaf of bread from the time it leaves the oven till the time it reaches the table, is it any wonder that the stomach sometimes feels a little squeamish?"

FOR SALE TO CLOSE ESTATE.

THE old and well established grocery and fruit business of the late S. J. Johnson, of Amherstburg, Ont.; brick block and one of the best business stands in Western Ontario. Apply to W. J. Smith or F. M. Falls, executors of the estate, Amherstburg, Ont. [28]

FOR SALE.

FOR SALE at a bargain — coffee roaster, fan and cooler. Apply Geo. Marshall & Co., London, Ont.

TEA;
Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

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TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,

10 Front St. East, - - TORONTO. CAN

A Boy's Bank Account

Any boy—in his spare time after school and on Saturdays—can earn in a few weeks enough money to start

A Bank Account

Write us and we will tell you how we will start you in business by providing you with capital.

Then you will make a good profit on every sale thereafter.

IN ADDITION

we will give you a watch for good work.

Write at once.

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10 Front Street East, Toronto

EDMONTON

WAREHOUSE SPACE TO LET

Best Storage in the West

One or Two Flats

Suitable for wholesale house or light industry, on spur track in wholesale section.

Shipments received for Storage or Distribution.

NICHOLSON & BAIN

DRAWER 42

EDMONTON, - ALBERTA

ARRIVING THIS WEEK

Ex. S.S. REPUBLIC

Our first shipment---200 cases

EARLY JUNE FRENCH PEAS

consisting of all grades, viz.:

Sur Extra Fine **Extra Fine** **Fine**

Mi Fine **Moyen**

W. G. PATRICK & CO.

MONTREAL TORONTO WINNIPEG

THE WORST.

Rumor tells this story of a banquet held some years ago by the representatives of various periodicals. Many clever speeches were made and cheerful the occasion until a certain publisher began to enumerate certain troubles peculiar to the business. The troubles of getting good stories and good presswork were but two in a long list; and the speaker made the "hit of the evening" by closing his speech with the remark that all other troubles were as nothing compared to the trouble of getting advertising copy in before the forms close.—Star Monthly Solicitor.

FINE CONFECTIONERY STORE.

It is conceded by all successful merchants that grocery and confectionery stores in particular, should be neat and attractive outside, as well as in. The trouble has always been, to secure the desired effect at a reasonably small expense. That problem has been solved by Robert Henning, the proprietor of "The Hub," Preston, a cut of whose confectionery store is shown on this page. Being situated at the electric railway junction, where cars come in every half hour from Galt, Berlin and Hespeler, "The Hub" attracts a good deal of favorable comment from passengers. It is finished, both inside and out, with sheet metal, and, while inexpensive, this construction imparts a distinctive character that would be impossible in any other manner, except at a much greater cost.

The exterior of this building is covered with stone siding and rock-faced brick siding, with metal cornices and trimmings. It is roofed with metal Spanish tiles, which, on a pagoda-shaped roof, add greatly to the general appearance. As the exterior is all of galvanized steel it does not require to be painted.

The interior is finished with metal ceilings and walls and is equally as handsome as the exterior. The building was designed and the material manufactured by the Metal Shingle & Siding Co., Preston, Ont.

The Hub, Preston.

NOTES.

The Farmers' Trading Co., general store, of Gretna, have dissolved.

R. J. Campbell, of Campbell Bros. & Wilson, Winnipeg, has returned to his desk, after a trip around the world lasting several months.

The Quebec Spice Mills report for the past year an excellent increase in their

Are You Able to Meet the Demand for Canned Fruits and Vegetables?

Don't answer this too quickly, Mr. Grocer.

The demand for canned fruits and vegetables is bound to go on increasing. All reputable concerns see to it that their goods are pure and canned under sanitary conditions; but—if you want the best trade you must stock

FARMER BRAND CANNED FRUITS AND VEGETABLES

Big talk! Here's our reasons for it. Owing to climatic conditions, the nature of our soil, and the strict supervision from field to can, we are able to secure the best of the best fruits and vegetables. The cleanliness of our methods is on a par with the excellence of our product, and our goods retain all the goodness and energy - building qualities of ripe, juicy fruits and fresh vegetables.

Mr. Grocer! the women of Canada *know* these facts. They want Farmer Brand. Can you meet the demand?

FARMERS' CANNING CO., Limited, BLOOMFIELD. ONT.

business. The firm have been manufacturing and putting up very attractively spices of every description, and they seem to be gaining ground every day in capturing new trade. Their warehouse at 74 Sous la Cap, Quebec, is a constant scene of activity.

E. M. Levins, confectioner, of Teulon, has sold out.

R. J. Brown, of Hamilton, confectioner and grocer, has sold out.

The assets of F. Villemure, general store, St. Paulin, have been sold.

Shaw & Co. are starting a fruit and confectionery store at Keewatin.

F. B. Hare & Co., of Winnipeg, have been succeeded by W. H. Lapthorn.

R. J. McKelvie, confectioner, etc., Petrolia, has sold out to Geo. M. Kirby.

Geo. W. Dow, Montreal, manager John Robertson & Son, has left on a business trip to Winnipeg.

Andrew Yule, grocer and crockery merchant, of Listowel, has suffered some small loss by fire.

Bed Bug and Roach Killer

The South African Bed Bug or Roach Killer (Registered) is the most effective thing on the market.

Non-poisonous, but sure in results. Thousands of testimonials. Retails at 25c. Is being largely advertised and grocers will do well to have it in stock.

For sale by leading wholesalers

A. NATHAN, 149 ONTARIO STREET WEST MONTREAL

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Ridgway's Celebrated Teas

Sold in ¼, ½ and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	In very
Five o'Clock Tea,	60c.	attractive
Her Majesty's Blend,	1.00	tin packages

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To John Robertson & Son, Ltd.

41 Common St., MONTREAL

SOLE AGENTS FOR CANADA

Our New Improved No. 30 Scale

This scale is especially adapted for use in a grocery store.

Range of prices, 4 to 32 cents per lb. and capacity of scale 24 lbs.

Price $120—$20 cash and $10 per month.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET WINNIPEG, MAN.

HERE'S A PROPOSITION

That Will Interest You

No matter whether your customers buy goods of high quality or low price, they will all be pleased with

Gold Standard Baking Powder

Because the quality could not be better (we guarantee that) and the price is within the reach of all. That's why the sales are universal, making a quick turnover of profits.

BUT HERE'S THE POINT: We are spending a lot of money advertising GOLD STANDARD BAKING POWDER and we want your co-operation.

Therefore we are making a special proposition that WILL PAY YOU BIG to push this article.

It will be worth your while to write for particulars to-day.

The Codville-Georgeson Co., Ltd.,

WINNIPEG, - MAN.

Battle Creek Toasted Corn Flakes

The Flavor that grows in Favor

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg. WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East ***WINNIPEG, MAN.***

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Breakfast Bacon

Buy The Best

MADE BY
FEARMAN
HAMILTON

Your Reputation's Valuable

The most potent asset in your business, Mr. Grocer, is your reputation —that and that alone is the real source of your bank account. Most grocers know that our famous lines of provisions not only read direct profits—but they also enhance the merchant's reputation. There are reasons—besides the A1 quality of our lines—why you should place your orders with us.

We Don't Compete With You

because we've no retail stores. Think over it. We sell to the trade only.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

THE SHREWD GROCER only stocks that brand of provisions which adds to his reputation while it boosts his bank account.

RYAN BRAND

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

is demanded by particular housewives because it's their surety of purity and wholesomeness.

Can you afford to stock inferior brands?

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

The cheese market this week is dull and featureless. The general tone, however, is by no means weak, export demand still being sufficient to prevent stocks accumulating. The British market is in a healthy condition, stocks going into consumption as quickly as they arrive. The quality of late June Ontario cheese is reported excellent and above the average of early made stock.

Receipts last week were about on a parity with the corresponding week last year, being 103,018 boxes, as against 106,345 in 1906.

Official quotations for cheese and butter are:

Finest Creamery Butter—	
Townships	20¾-21
Quebec	20¼-20½
Ontario	20
Dairy Butter—	
Ontario	17½-18
Cheese—	
Finest Ontario	11⅞-11½
Townships	11¼-11⅜
Quebec	11⅛

The tone of the butter market is weak and business is reported generally dull.

Following are some comparative recipts of cheese and butter for 1906 and 1907:

Butter.

	Pkgs.
Week ending June 29, 1907	1,795
Week ending June 30, 1906	32,502
From May 1, 1907	108,301
From May 1, 1906	175,308

Cheese.

	Boxes.
Week ending June 29, 1907	103,018
Week ending June 30, 1906	106,345
From May 1, 1907	465,568
From May 1, 1906	546,074

THE PROVISION SITUATION.

In keeping with the tendency of the market and the expectations of packers here prices in England last week sagged 2s. 6d. again, and this week the price of live hogs has been pressed down to $6.40, to more nearly equalize conditions. This does not nearly meet the packers' difficulty, however, and unless the Old Country market much improves or live hog prices much recede, packers will continue to export their product at a loss.

In view of the present situation figures showing the course of the Old country market are interesting. The bacon stocks (including hams) in Liverpool on May 1 totalled 24,692 boxes of bacon; imports in May, 46,165 boxes, making a total of 70,857 boxes. The 1st of June saw 18,757 boxes remaining in stock, showing a consumption of 52,100 boxes in May, equal to 11,760 boxes weekly, against 13,500 boxes weekly in May, 1906, and 15,240 boxes weekly in May, 1905. The imports for the five months from January 1 to May 31, were: 1907, 272,835 boxes; 1906, 330,203 boxes; 1905, 315,125 boxes. During May American receipts of hogs at western points totalled 1,834,000, against 1,680,000 in 1906, and 1,590,000 in 1905. In former years the June receipts ran still heavier, so that the chances for large supplies of American product on the English market appear to be good. The determining factor in the Old Country market, however, has been the large and continued heavy receipts of Danish. During May stocks of Canadian in the Old Country market were such as to enable sellers to get practically Danish prices all the month. At the moment the market is in buyers' hands. The unusual season has favored this condition and warmer weather may help to put matters in better shape for Canadian exporters.

TORONTO.

PROVISIONS—The midsummer trade is proverbially quiet, and this year is no exception to the general rule. Little meat of any sort is wanted, and the market is passive under heavy deliveries. The weakened market in the Old Country and the recent drop in Chicago has naturally affected the local situation. Stocks can be laid down in Montreal from Chicago cheaper than they can be bought in Canada, and one does not need to look further than this to account for the decline in the former city.

Hind and front quarters are lower this week, and veal is also somewhat easier.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 11	0 11½
Backs, plain, per lb	0 16½	0 17½
" pea meal	0 17	0 17½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 11½	0 11
" tubs "	....	0 12
" pails "	0 09½	0 12½
" compounds, per lb	0 09	0 10
Plate beef, per 200-lb. bbl	12 00	13 00
Beef, hind quarters	9 00	10 00
" front quarters	5 00	6 50
" choice carcases	7 50	8 50
" common	6 00	7 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	9 00	9 50
Veal	0 08	0 09½

EGGS—Prices are about the same, 17 cents, however, being quoted by some dealers. Consumption is not great. The outside tone is somewhat weaker.

Eggs	0 17½	0 18

HONEY — Prices remain normal.

Honey, strained, 60 lb tins	....	0 11
" " 10 lb tins	....	0 12
" " 5 lb tins	....	0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz	....	1 50

BUTTER — Business is light on account of the holiday, but is better than usual under these conditions. Prices are still somewhat high for storing, though a considerable quantity was being stored last year at the same figures. Creamery prints are firmer. Choice and ordinary dairy prints are slightly higher.

Creamery prints	0 21	0 22
Creamery solids	0 19½	0 20
Dairy prints, choice	0 18	0 19
" " ordinary	0 17	0 18
" tubs choice	0 17	0 18
" tubs, ordinary	0 15	0 16
Baker's butter	0 14	0 16

CHEESE—Quotations are practically unchanged from last week. The market is firm.

Old cheese	....	0 15
New "	0 12	0 12½

POULTRY — Prices are about unchanged. There is little business passing.

Live Weight.

Spring chickens, per lb	0 15	0 20
Old fowl	....	0 10
Ducks	....	0 10
Spring ducks	....	0 20

Dressed weight.

Spring chickens, per lb	....	0 20
Old fowl	....	0 10
Ducks	....	0 10
Spring ducks	....	0 25
Tom Turkeys	....	0 12
Hen "	....	0 14

MONTREAL.

PROVISIONS — Business in provisions has been fair during the week. Owing to the warm weather, smoked meats are moving freely. Since a week ago the following advances in price of pure lard took place:

Lard, pure, tierces	0 12	0 12½
" 56-lb. tubs	0 12⅝	0 12⅞
" 20-lb. pails, wood	0 12½	0 12⅝
" cases, 10-lb. tins, 60 lbs. in case	0 13½	0 13⅝
" " 5-lb. "	0 13⅝	0 14
" " 3-lb. "	0 14	0 14½
Lard, compound, tierces, per lb	0 10	0 10½
" " tubs	0 10½	0 11½
" " 20-lb. pails, wood	2 10	2 28
" " 20-lb. pails, tin	2 00	2 18
" " cases, 1 -lb. tins, 60 lbs. in case	0 10½	0 11⅝
" " " 5-lb. "	0 10⅝	0 11⅞
" " " 3-lb. "	0 10¾	0 11⅞
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	....	22 00
American short cut clear	....	24 50
American fat back	21 25	24 00
Breakfast bacon, per lb	0 15	0 15½
Hams	0 14	0 16
Extra plate beef, per bbl	15 50	16 50

BUTTER — Since last week the prices on butter have experienced a slight decline. So far this season the export demand has only been fair with local trade to the fore.

New creamery, choice, boxes	0 20½	0 21
" " pound prints	0 21½	0 22
Dairy, tubs	0 18	0 20

CHEESE — The present demand for cheese is good on local stuff. New stuff not quite so active as before. New stuff continues to arrive. Prices remain steady with one change over last week, as follows:

Cheese, old	0 15	0 16
" new, large	0 11½	0 11⅝
" " twins	....	0 12½

EGGS — There is an easy tone to the market, and not much business is passing.

Wholesale lots	....	0 16½
Small lots	0 17	0 17½

HONEY—There is, practically speaking, little or no demand at present, as

fresh fruit, to a great extent, is taking its place. Prices remain as below:

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10½
Buckwheat	0 07	0 08

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

DECREASING TEA CONSUMPTION.

To the Editor of The Canadian Grocer:

A circular recently issued in the States by a prominent grocer makes references to the price of the new crop teas and concludes by advising the retail grocer to load up with old tea to protect himself against advanced prices. For the benefit of those who have received such a circular, it is nothing more or less than a ruse, meant to excite buyers into over-stocking on tea.

At the outbreak of the Russo-Japanese war, similar circulars were issued with advice to buy freely, which resulted in many merchants over-buying and in some instances supplying their needs for many years. It is a lack of good judgment on the part of an importer, of a jobber, or a retailer, to anticipate too much his wants on tea. Aged tea rapidly deteriorates, and while the merchant thinks he is saving a cent or two, he is over-loading on old teas to save this extra profit, thereby driving a nail into his coffin. Boiled down, merchandising resolves itself into a question of supply and demand. If a grocer cultivates the taste of the consumer, and buys tea on an honest grading and cup value, he increases the demand. If a grocer buys old teas or permits himself to become panic stricken through prevarications or misrepresentations on the part of salesmen or jobbers, he is curtailing the demand and keeping in stock the supply. It does not take a wise man to appreciate the importance of this argument, but it is not until you adopt the principle of values, sold at legitimate, fixed profits, that you will reap the harvest.

The tea consumption in Canada and the United States is rapidly decreasing. Why? Because frequently we hear the comment, "I cannot get good tea at my grocer's. We like a good cup of tea at our table, but it seems a hopeless task to find the right flavor and quality, consequently, we have taken to other beverages." This is a daily story and a quick answer to the many time question of the retail grocer, "What has become of my tea trade?" Let Mr. Merchant buy teas for what they are, not how cheap or what he can save, and then sell them at their true values, not for what he can get, and let Mr. Merchant study the tastes of his customers, sell them teas of a suitable flavor, whether an Oolong, an India-Ceylon, a Japan, a gunpowder, or a Young Hyson, and he will gradually make many tea friends and eventually enjoy satisfactory and prosperous tea sales.—George Lewis, George Lewis & Co., Chicago and Yokohama.

HOW CANADA GROWS.

The way Canada's purchasing capacity is growing is shown by a dip into the current Blue Books almost anywhere. For the eleven months ending Feb. 28, the past three years the imports have been:

Of dried fruits and nuts:

From	1905.	1906.	1907.
Great Britain	$ 33,035	$ 55,957	$ 50,759
United States	830,830	911,050	1,385,719
France	136,598	171,683	259,890
Greece	198,663	241,762	299,571
Spain	379,326	498,567	517,740
Other countries	202,012	232,951	372,548

Of green fruits:

From	1905	1906.	1907.
Great Britain	$ 107,528	$ 120,415	$ 169,645
United States	2,241,607	2,746,401	3,406,050
Italy	274,062	149,131	189,296
Other countries	106,076	134,185	282,723

Of canned and preserved fruits:

From	1905	1906.	1907.
Great Britain	$92,020	$124,687	$193,894
United States	41,003	56,178	71,941
Other countries	38,242	42,488	61,236

The totals for fruit show up thus:

From	1905	1906.	1907.
Great Britain	$ 233,583	$ 301,059	$ 414,298
United States	3,113,440	3,713,630	4,863,710
Other countries	1,334,979	1,470,767	1,983,004
Totals	$4,682,002	$5,485,456	$7,261,012

WILSON'S
FLY PADS

Keep a box where it will be seen by your customers, and my advertising will do the rest.
ARCHDALE WILSON, - HAMILTON

SATISFIED CUSTOMERS

No grocer can give his customers satisfaction unless he has the best canned meats on the market.

Years have shown that **Clark's Canned Meats** lead all others and guarantee Satisfied Customers.

CLARK'S

CORNED BEEF, LUNCH TONGUE,
SLICED SMOKED BEEF,
OX TONGUE, HAM LOAF, ROAST BEEF,

are a few lines that are wanted now that summer is here. Write for Prices.

WM. CLARK, MONTREAL.

O'Mara's Bacon

Quotations cheerfully given by the following

Selling Agents:

J. C. ADAMS	TORONTO
F. M. HANNUM	OTTAWA
McDOUGALL & LEMON	OWEN SOUND
A. E. SILVERWOOD	LONDON
H. W. HOFFMAN	MONTREAL
D. RATTRAY & SONS	QUEBEC
W. S. CLAWSON & CO.	ST. JOHN, N.B.
NICHOLSON & BAIN	WINNIPEG
" "	CALGARY
" "	EDMONTON
C. E. JARVIS & CO.	VANCOUVER, B.C.

O'MARA'S PORK AND PORK PRODUCTS ARE THE BEST

JOSEPH O'MARA

Manufacturer and Exporter of BACON, HAMS, LARD, Etc

Palmerston, Ont.

The Manitoba Canning Co.

LTD.

Grande Pointe, Ma .

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRANDS **Preferable**

Saleable TRURO QUALITY BRANDS **Profitable**

Truro Condensed Milk Co., Limited
TRURO, N.S.

CEREALS AND CONFECTIONERY

Favorable Outlook for Ontario Spring Wheat—Manitoba Crop Reports Conflicting — Brisk Export Enquiry for Flour — Grocers Should Handle Confectionery.

As far as can be determined, crop prospects for Ontario winter wheat are satisfactory. The spring wheat, though still late, is coming along nicely with the help of the recent heavy rains. Reports as to the Manitoba crops are conflicting, but it is certain that the prospects are not so bright as they have been represented. No matter how favorable the weather, it is now certain that the Ontario fall crop cannot exceed two-thirds or three-quarters of a full yield, and some opinions place the probable amount considerably below this. The New York markets closed 1½ higher for wheat on Tuesday, notwithstanding the break on Saturday. This looks as though Europe took little interest in the bear campaign for lower prices, but wants cash wheat and wants it quicker than she can get it, on account of the light offerings.

The flour trade is only fair, though millers declare that five times as much business is being done this year as last. Newfoundland continues to take a considerable quantity of Canadian winter wheat flour. Export enquiry is good but the millers cannot get together. The big fellows are getting all the business, some of the smaller millers being completely cleaned out.

Confectionery.

One argument advanced by a small retail grocer the other day against handling confectionery is sufficiently amusing to repeat. He said: "If I started to handle that stuff I would never get any time for my regular business." Never was there a more erroneous idea. Confectionery well displayed sells itself. The trouble to the grocer consists chiefly in keeping the show case filled with attractive goods; and the higher the class of confectionery he handles, and the more prominently it is displayed, the more often will he find the silent salesman empty and his cash register full. Think it over.

MONTREAL.

FLOUR—The demand continues very good locally with prices unchanged over preceding week. Export demand, while satisfactory, is rather quiet in most cases.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 20
Straight rollers, bags, 90 per cent	1 75	2 40
Royal Household		5 30
Glenora		4 70
Manitoba spring wheat patents	5 10	5 30
" strong bakers		4 40
Five Roses		5 10
Buckwheat flour	2 25	2 30

ROLLED OATS — The demand for rolled oats, during summer months, is not expected to be large, still a fair business is reported. According to an agreement between various mills, it is generally expected that there will be a further advance shortly.

Fine oatmeal, bags	2 60	2 75
Standard oatmeal, bags	2 60	2 75
Granulated " "	2 60	2 75
Golddust cornmeal, 98 lb bags	1 70	2 00
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 40	2 50
" 80-lb. bags	2 30	2 37½
" bbls	5 05	5 35

FEED — Mills continue oversold in feed. Only a small proportion of de-

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

NAP. G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., QUEBEC.

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. DELHI, ONT.

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

SANITAS TOASTED CORN FLAKES
have
"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

BATTLE CREEK TOASTED CORN FLAKE CO.
LONDON, ONTARIO

Carman, Escott & Co., Winnipeg, agents from North Bay to Edmonton.
Shallcross, McCauley, Vancouver and Victoria, agents for British Columbia
F. H. Hodgson, Montreal Agent.
Robt. Jardine, St. John, N.B., Agent for Maritime Provinces.

mand can be filled. Prices, while stationary, remain firm.

Ontario bran	24 00 25 00
Ontario shorts	23 00 24 00
Manitoba shorts	23 00 24 00
" bran	21 00
Mouillie, milled	23 00 30 00
" straight grained	28 00 30 00
Feed flour	1 35 1 45

TORONTO.

FLOUR — Prices remain the same as last week, showing, if anything, a slightly firmer tendency, though there are no immediate prospects of a rise. Demand locally is not great, but export enquiries are increasing.

Manitoba Wheat.

60 per cent. patents	4 90 5 00
85 " "	4 50
Strong bakers	4 30 4 40

Winter Wheat.

Straight roller	4 25 4 35
Patents	4 45 4 65
Blended	4 35 4 40

CEREALS — There is a fair demand for all wheat products, quotations remaining stationary.

Rolled wheat in barrels, 100 lbs	2 75 3 00
Rolled oats, in wood, per bbl	5 25
" " in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, per bbl	5 55
" " " in bags 98 lbs	2 65

CAMERON & HEAP, REGINA.

Cameron & Heap, Limited, are opening on July 1st as wholesale grocers in Regina. The members of the company have nearly all been connected with Cameron & Heap of Kenora, but the Regina business will be run entirely separate.

The directors of the new firm are: W. G. Cameron, M. K. Heap, J. T. Andrews, S. C. Burton and F. Wills. G. S. Stevenson, who has represented the Codville-Georgeson Co. in this territory for the past few years, has also become connected with them, and will act as sales manager.

NOTES.

Brownstone & Wesserman, general store, Fillmore, are removing their stock to Herbert.

Joseph Carrier, of Richmond, is offering the shoe department of his grocery store for sale.

P. Rochon & Co., general store, Sheppard, have been succeeded by the Ellis Trading Co.

The Goldstone Cheese and Butter Co., of Drayton, commenced operations in their newly remodelled factory on June 4th. The premises have been thoroughly overhauled and brought up-to-date by the installation of modern equipment and machinery.

There was a meeting of the Keewatin Flour Mills Co., controlled by the Lake of the Woods Milling Company, in Montreal, recently The usual routine business was transacted. Vice-President F. E. Bray from Winnipeg, attended. Mr. Bray is also secretary of the Lake of the Woods Milling Company.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Words are Good—If Backed up by Deeds.

The claims we make for

Perfection Cream Sodas

would be puerile and foolish if we didn't back them up by the proofs. Better Biscuits than

are not marketed to-day for the simple reason they are not baked.

Perfection Creams

are immensely satisfactory. They are the best biscuits made and they retain their goodness —all of it.

We have something particular to tell you.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
n Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

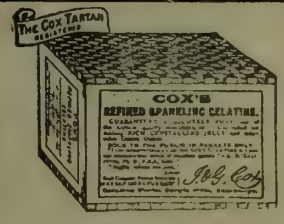
THE BEST BY ACTUAL TEST

It has been proven to the satisfaction of all particular grocers that

McLAUCHLAN'S CREAM SODA BISCUITS

are just as perfect as Soda Biscuits can be baked—and they hold their goodness.

McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.



COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co.,
A. P. Tippet & Co.

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

EXPRESS RATES IN THE WEST

Express Companies Schedules of Rates for Non-competing Points Differ Widely —Business Men Indignant—Investigati on by Railway Commission.

As compared with the rates charged in Eastern Canada and in the western states, the express rates charged in our western provinces are unreasonably high. Western business men have a real grievance in these excessive rates but up to the present time they have attracted little attention as people have been more interested in the more important question of freight rates. However, at the recent convention of the Associated Boards of Trade of Western Canada, held in Prince Albert, this subject came up and the discussion that followed made it very plain that western business men are becoming keenly alive to the disabilities under which they suffer. H. W. Laird, of Regina, made a very strong speech on this subject and through his kindness this paper is permitted to quote herewith some very interesting figures which he has compiled. These figures are taken from the official schedules of rates issued by the express companies and they afford some very interesting comparisons.

Companies' Rates Differ.

One complaint that is made is that the express companies in the west charge different rates for non-competing points, the Canadian Northern Express Company's rates being considerably higher than those of the Dominion Express Company. As illustrating this point, the following schedule of rates is interesting and instructive:

Place	Miles from Winnipeg	Dominion	C.N.
Altona	62	.75	
Burnside	63	.75	
Walldon	61		1.00
Woodridge	65		1.00
Vassar	84		1.25
Holland	85	1.00	
Morden	81	1.00	
Swift	120		1.50
Douglas	121	1.25	
Cartwright	148	1.50	
Souris	150	1.50	
Laurier	149		1.75
Barwick	181		2.00
Dauphin	178		2.00
Virden	180	1.75	

In contrast with this, note the uniformity of rates charged in the east by the Dominion Express Co. and the Canadian Express Company to non-competing points.

Place	Miles from Toronto	Canadian Express	Dom. Express
Sarnia	177	1.00	
Sharbot Lake	172		1.00
Orillia	91	.75	
Norwood	94		.75
Brockville	208	1.00	
Smiths Falls	209		1.00

Eastern and Western Charges.

But the principal grievance is that rates are invariably much higher in Western Canada than they are either in Eastern Canada or the United States. There would be little complaint if the scale of rates were only slightly in advance of eastern charges for there is a general disposition to be fair in these matters and it is freely recognized that conditions in the west are different from the east and probably warrant a slightly higher rate; but the following figures show a state of affairs that calls for explanations:

EASTERN CANADA

Dominion Express.

Place	Miles from Toronto	Rate
Brampton	29	.40
Guelph	48	.50
Norwood	94	.75
Ivanhoe	121	.90
Perth	197	1.00
Beaconsville	323	1.00

WESTERN CANADA

Dominion Express

Place	Miles from Winnipeg	Rate
Lasalle	18	.50
De Wit	49	.75
Darlingford	94	1.00
Treesbank	120	1.25
Birtle	193	1.75
Qu'Appelle	324	2.75

C. N. Express.

Place	Miles from Winnipeg	Rate
White Plains	21	.60
Marchand	47	.90
Berton	94	1.25
Baldur	116	1.50
Gilbert Plains	198	2.00
Mafeking	321	2.75

A comparison with the rates charged in the western states is equally interesting. Conditions in Minnesota are much the same as in Western Canada and yet the rates charged are considerably lower.

Rates in Western Canada and Western States.

Winnipeg to Birtle, 137 miles, Dom. Ex. 1.75.

Minneapolis to Cloutoub, Minn., 138 miles, G. N., 1.25.

Minneapolis to Brainerd, Minn., 138 miles, N. P., 1.25.

Winnipeg to Broadview, 264 miles, Dom. Ex., 2.58.

Winnipeg to Bruno, 264 miles, C. N., 3.25.

Minneapolis to Mapleton, N.D., 263 miles, N. P., 2.00.

Minneapolis to Durbin, N.D., 263 miles, G. N., 2.25.

Railway Commission to Investigate.

These figures indicate a real grievance which requires investigation. An Ottawa despatch the other day stated that the Railway Commission are about to commence an investigation into the question of express rates. The business men of the west welcome the announcement and hope that there will be no unnecessary delays in getting down to business. Owing to the long distances and delays in getting goods by freight, the express companies in the west handle a large amount of business that in the east they do not get. The express bills of the western business man are very heavy in the course of a year and the figures quoted certainly show that an investigation is necessary.

UP-TO-DATE CANNING.

The Napanee Canning Co., Napanee, Ont., has this year added two new buildings to their already large premises and have installed six new machines for handling peas, greatly increasing their possibilities of producing better quality. They have also installed a 75 h.p. Corliss engine.

This company have spared no expense in securing expert help, and special advantages are enjoyed by employes, the buildings being large and airy, with cement floors throughout, ensuring best sanitary conditions. The firm is represented in Montreal by Wm. Galbraith & Son, in Toronto by Kyle & Hooper, and in Winnipeg by Ashley & Lightcap.

CURRANTS.

Thos. Bell, Sons & Co. have received the following from their Patras correspondent:

"Currant prices have advanced to a point level with the highest fixed rates of the Retention Co., owing to the total exhaustion of stocks on the open market, so that, in the absence of other fruit, we and other shippers are obliged to buy prompt goods from the abovementioned company. Large transactions have been closed lately for the continental and American markets.

"New crop—All advices coming in from the currant district report that the prospective quantity this year will exceed that of 1906 by about 5 per cent., but there are no complaints heard about the Pelonosporo.'

J. K. ARMSBY CO.'S NEW CIPHER CODE.

The J. K. Armsby Co. have announced their new 1907 cipher code for delivery about August 1st. This code is now used universally by the grocery and kindred trades, canners and dried fruit packers, and is recognized as the standard code for California cured products and canned fruits, vegetables and salmon.

In publishing their new edition the J. K. Armsby Co. have deviated from the old style and have adopted an adjustable cover which permits the insertion of new and the elimination of old pages. This will obviate the necessity of new editions in the future, and, instead, revisions will be made each year and forwarded to subscribers for insertion.

A. P. Murray, sales manager Edwardsburg Starch Co., Montreal, was in Toronto last week attending the annual convention of the American Chemical Society.

Paul Hamel, manager N. K. Fairbanks, Montreal, was a caller upon the jobbing trade of Toronto last Friday. Mr. Ashworth, Toronto representative, accompanied him on his perigrinations of the Street.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kā-lay)

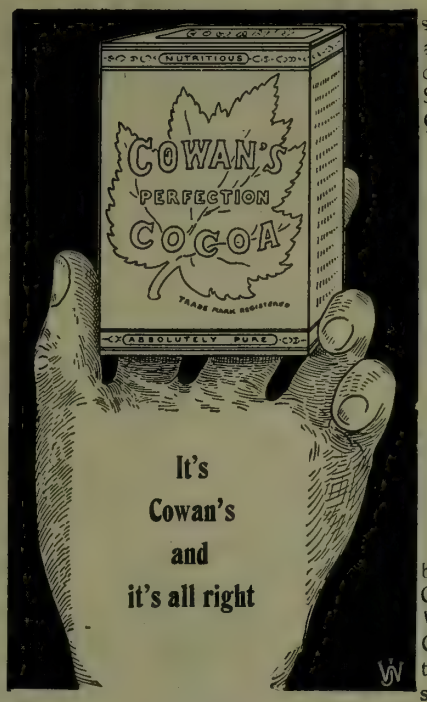
To "those who know" what perfect Chocolate is the success and popularity of

CAILLER'S
SWISS MILK
CHOCOLATE

is no mystery—There can be nothing better—Why sell other brands?

General Agent for Canada
William H. Dunn, - MONTREAL
394-396 St. Paul Street

The Maple Leaf



stamped on a package of Cocoa or Chocolate is the buyer's Surety of Purity and Quality.

Cowan's Cocoa and Chocolate

are the best by any test on the Canadian market. When you stock Cowan's you stock a trade builder of assured reputation.

The COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Every Canadian grocer of any lengthy experience in business knows that

Mott's

"Diamond" and "Elite" brands of

Chocolate

have no superior and few equal. Why buy anything but Mott's?

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

ALBERT SOAPS vs. DRYSALTERS.

Court Finds in Favor of Albert Soaps —The Judgment.

The Albert Soap Company recently brought an action against Drysalters for infringement of their trade mark. This being a matter which is of general interest to all manufacturers, we print below the finding of Judge Burbidge in this case in full :

Between Albert Soaps, Limited, plaintiffs, and Drysalters, Limited, defendants.

"The action is brought by the plaintiffs, who are manufacturers of soap, to restrain the defendants, who are in the same business, from infringing certain registered trade marks that the plaintiffs own and use in connection with their business.

"The plaintiffs manufactured a soap known as "Baby's Own Soap," the defendants a soap known as "Mother's Favorite Soap." Both use in this connection labels that have been registered as trade marks and which are in general appearance very similar, although there are a number of differences. The defendants deny that the label they use is an infringement of the plaintiffs' trade mark. That issue, so far as it relates to the specific trade mark registered on the 21st day of January, 1890, and which consists of a label, shown in exhibit No. 4, I find in favor of the plaintiffs and against the defendants.

"The defendants also allege that the plaintiffs are not entitled to any relief because for several years they forebore taking action against the defendants' predecessors in the business they are carrying on, although the latter were doing the same thing that the defendants are now doing and were infringers of the plaintiffs' trade mark as the defendants are now infringing. The plaintiffs' answer to that is in substance that the interference with the rights and business by the defendants' predecessors was not considerable enough to make it worth while to take action against them ; but when it was learned that their business was about to pass into other hands, the plaintiffs gave the intended purchaser, Mr. Watson Jack, who bought and sold to the defendants, notice of the infringement and asked him when he was reorganizing the company if he would consider the changing of the offending label, so that the unscrupulous dealers would not substitute the dedendants' soap for the plaintiffs. Mr. Jack does not deny having had this notice, but replies that when he received it he was committed to the purchase of the business.

Judgment for Plaintiffs.

"The plaintiffs ask for a declaration that the acts of the defendants in placing their soap on the market with the labels at present used and in the manner at present adopted, constitute an infringement of their trade marks, and for an injunction to restrain the defendants from continuing the use of such labels in the manner mentioned.

"They do not ask for an account or for damages, and that narrows the question to be determined. With respect to the relief asked for, there has not, it seems to me, been such delay or larches on the plaintiffs' part as would justify the court in refusing such relief, and it will be granted.

"There will be, in respect to the specific trade mark hereinbefore mentioned, judgment for the plaintiffs, with costs, and the injunction asked for will be granted."

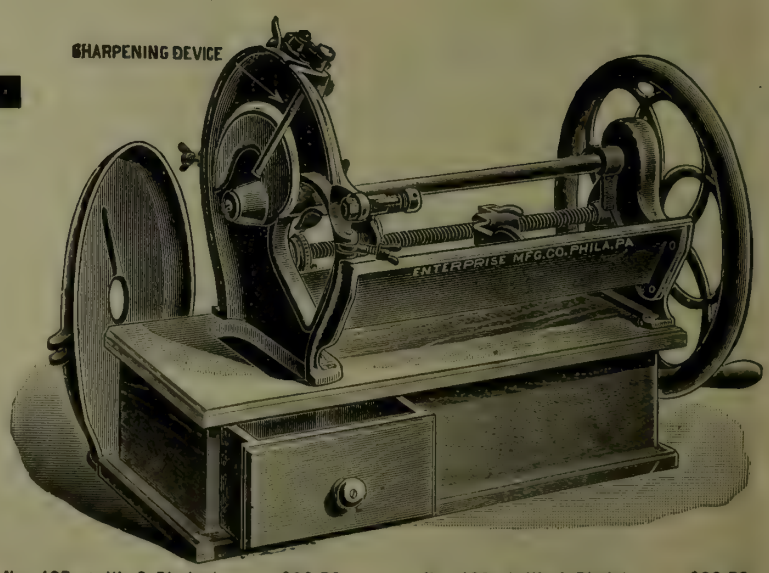
ANOTHER VETERAN GONE.

Chas. Wesley Price, late traveler for the Alberta Nursery & Seed Co., of Calgary, died very suddenly on the morning of June 2nd, at his rooms in Calgary, the immediate cause of his death being heart failure. Mr. Price was a traveler for thirty-five years and had covered in that time nearly every state in the United States and every province in Canada. In the older provinces he was better known as the representative of D. M. Ferry & Co., of Detroit and Windsor, whom he represented for fifteen years. After leaving them he was for a few years with the Steele, Briggs Seed Co., of Toronto. After leaving their employ he went west and settled in Calgary. There he was joined by W. H. Rampton in the real estate business and spent part of his time traveling for the Alberta Nursery & Seed Co.

He was a faithful, industrious and successful traveler, and possessed in a large degree the faculty of winning and keeping friends, and many all over Canada and the United States will mourn his departure.

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—

"ENTERPRISE"



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"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co., of Pa.
PHILADELPHIA, U. S. A.

No. 125, (with 2 Blades) . . $22.50
No. 129, (with 1 Blade) . . $22.50

LEA AND PERRINS'

SOLD
BY
FIRST-CLASS
GROCERS
ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

When You Want a Supreme Test

of high grade Patent Flour, ask yourself these questions—Is it superior for Baker's and Household use? Is it dependable in the Baking?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' trade and general Household use.

Western Canada Flour Mills Co., LIMITED

WESTERN CANADA FLOUR MILLS COMPANY — Purity — MANITOBA HARD WHEAT

Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

CANADIAN STRAWBERRIES

are now supplying the market.

Cherries also arriving

LATE VALENCIA ORANGES

we recommend as the best summer Orange offering.

LEMONS
NEW VERDILLI STOCK

we know will please you.

WATERMELONS

The best Georgia stock now arriving.

PINEAPPLES

will soon be over. Do not delay ordering longer.

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Mc. AND E.
EVERIST

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TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES.

Satisfaction Guaranteed.
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

500 Bags French Peanuts.

Prices and samples on application.

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PRODUCE BROKER
91 Place d'Youville, MONTREAL
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Do you use Cream of Tartar

or Tartaric Acid in your Baking Powder or Self Raising Flour? If you do, you are not using the best up-to-date materials. You should use our

Calcium Acid Phosphate

Better for health and cheaper to use. Write for samples and quotations.

CHARLES C. BRYCE & CO.

43 and 45 Great Tower Street

LONDON, E.C. - - - ENGLAND

FRUITS, VEGETABLES AND FISH

Potatoes Take Another Unexpected Drop—Supplies Still Coming in—Lemons Slightly Easier—Canners Offering Liberal Prices for Berries.

"The unexpected always happens" is a proverb that is no respecter of persons, applying to potatoes no less than to potentates. Not a dealer on the street but thought that Delawares had found bottom, at any rate for the time being, at $1.25. Not a dealer but would have staked his last bag that Ontarios were a safe proposition at $1.15. All this was before Thursday, June 27th. On Thursday came indications that the drop was coming, and on Friday came the drop itself. It may be said that the second slump in prices was as unexpected as the first, which occurred ten days ago. The impression at that time was that the farmers had unloaded all their stocks on a market none too strong, but that when the market had recovered from the depression caused by this abnormal supply, prices would rise again to somewhere near their former level. The barns of the New Brunswick farmers, however, are not yet empty, if the way stocks are still coming in is any indication. One dealer in Toronto has five cars on his hands, which he bought, with pathetic faith, at $1.35. He is now looking for some companion in misery who will take them off his hands at $1.10. Few dealers will now touch potatoes on anything but a liberal commission basis. There is no difficulty in getting supplies. Ten cars can be secured at a moment's notice—only there are no takers.

The feeling in Verdilli lemons is a shade easier, but the price remains practically unchanged, the difference amounting to not more than 4 or 5 cents a box. The weather has been consistently favorable for this fruit and big business has been done in consequence.

It is reported that the canners are thoroughly canvassing all the strawberry growers in Ontario, and that prices ranging from 6 to 7½ cents are being offered for the entire season's yield. This looks bad for the consumer—the only individual who will be seriously affected. The jobbers would sooner handle a small crop at big prices than vice versa, and the growers naturally look upon 7 cents as a very flattering offer. It is unlikely that the home berries will be marketed at less than 8 cents this year.

The vegetable trade was spurred up a little by the holiday, but has again resumed its quiet level. The late spring has kept back all local stuff, and very seriously affected the market.

MONTREAL.

GREEN FRUITS—The demand just now is good. The selling is general. The state of the market continues fair, with prices firm. Local stuff is arriving, and to a certain extent, is replacing American goods. Montreal strawberries are now on the market, and a large crop is promised. As compared with last week prices remain stationary.

New dates, per lb	0 01½	0 07
Bananas, fine stalk		2 00
" jumbos	2 25	2 50
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	3 50	4 75
Apples, bbl	3 00	8 50
Lemons	3 25	4 50
California oranges	3 00	5 00
Jamaica oranges, per bbl	4 75	5 50
Valencia oranges, case	5 00	5 75
Sorrento oranges	3 25	3 50
Messina oranges		4 25
Strawberries, quart	0 14	0 18
New figs, per lb	0 08½	0 12
Florida grape fruit, box		7 50
Limes, crates		1 00
California cherries, 10 lb. box	2 75	3 00
" grape fruit, half box		5 00
" peaches, box		2 50
" apricots, box	1 75	2 25
" plums, box	2 50	3 00

VEGETABLES—After one of the most backward spring seasons in years, with the warm weather now at hand vegetables are to the fore again. Dealers find trade good. Mushrooms and sweet potatoes are absolutely off the market. The price situation remains firm, with a few changes over figures ruling a week ago.

Parsley, per doz. bunches	0 35	0 40
Sage, per doz		0 60
Savory, per doz		0 60
New cabbage, crate		2 50
Florida tomatoes, crate	5 00	6 00
Turnips, bag	1 25	1 50
Green beans, basket	2 00	4 00
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 25	0 40
Boston lettuce, per doz		0 50
Asparagus, doz. bunches	4 00	6 00
Radishes, doz	0 10	0 15
Spinach, per box		1 00
Cucumbers, per doz	1 00	1 25
" basket	3 25	3 50
Parsnips, bag	1 25	1 50
Potatoes, whites, per bag	1 20	1 25
New potatoes, lb		0 03½
" " bbl		4 00
Jersey sweet potatoes, basket	3 75	4 00
Egyptian onions, lb	0 02½	0 03
New beets, doz. bunches		0 60
Carrots, bag	1 75	2 00
New carrots, doz. bunches	0 40	0 60
Mushrooms, lb		0 85
Horseradish, lb		0 15
Rhubarb, doz. bunches	0 15	0 25

FISH—Choice stocks of halibut have predominated throughout the past week with prices fair. Salmon have not been so plentiful as expected and price is firmer, with a tendency to advance. Haddock and cod continue in good supply, with prices lower than usual. Brook trout are scarce and mackerel are not so plentiful. On account of warm weather, the demand for new haddies and bloaters is falling off.

Fresh and Frozen Fish.

Haddock, express, per lb		0 04
Halibut, express, per lb	0 12	0 09
Mackerel, " "		0 10
Dore, "	0 09	0 12
Smelts "		0 08
Steak cod, lb		0 06
Brook trout lb		0 22
Market cod, lb		0 04
Pike, lb		0 06
Lake trout, lb		0 09
Grass pike, lb		0 08
White fish lb		0 09
Gaspe salmon, lb	0 14	0 15
Flounders, lb		0 10
Smoked and Salted—		
New haddies, box s, per lb	0 09	0 10
Kippered herring, half boxes		1 00
Smoked herring, per small box		0 11
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp., qt tins, sealed		0 40
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		2 75
No. 1 N.S. herring, half bbls		2 50
No. 1 sea trout, bbls		10 50
No 1 sea trout, kegs		5 75
Labrador salmon, in bbls		12 50

TORONTO.

FRUIT—A well-posted fruit man who has just returned from a short trip through the Niagara peninsula, says

that the raspberry crop is likely to be small, the frost having killed off a great many of the new shoots. Peaches will be a fair crop.

There are a few cars of large sized navels still offering, showing that these oranges are not yet completely out of the market. Pineapples are practically finished. Watermelons are now coming in from Georgia in fine condition.

Oranges—		
Navels, fancy, 64's, 80's, 96's, 112's, 250's, 288's	3 00	4 00
Late Valencia Californias, all sizes	4 50	5 00
Bloods, 80's, 100's, 150's, ½-boxes	2 75	3 00
Ovals, 80's 100's, 150's, ½ boxes	2 25	2 50
Sorrentos, 200's, 300's	3 50	3 75
Lemons, No. 1's 300, 360	4 25	4 50
" Verdillis, 300's	4 50	5 00
" " 2s 300, 360	3 75	4 00
" Messinas and Sorrentos, 300's	4 50	5 00
Pineapples, 30's, per case	4 00	4 50
" 36's, "	3 50	4 00
" 42's,		3 00
Bananas, Jamaica firsts, per bunch	1 50	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, Canadian per qt	0 10	0 15
Cherries, Canadian	1 00	1 50
Limes, per crate		1 00
Watermelons, Florida, each	0 50	0 55

VEGETABLES—A number of price changes are noticeable this week, while Canadian green peas are quoted for the first time. New potatoes are not expected before the 20th of July, although some growers are already using them in their own houses. Delawares dropped again on Thursday and some dealers expect to see them reach 75c. before the week is out.

Potatoes, Delawares, per bag	0 95	1 15
" Ontario	0 90	1 10
Sweet potatoes, per hamper		2 75
New potatoes, per bbl	3 75	4 00
Onions, green per doz		0 15
" Egyptian, 110-lb. bag		4 00
Onions, Bermuda, per crate		4 00
Cabbage, new Canadian, per case	2 75	3 00
Beets, new, per doz. bunches	0 35	0 50
Carrots, Canadian, per doz bunches	0 75	0 85
Lettuce, Canadian leaf, per doz. bunches	0 25	0 35
Spinach, fancy, per bush	0 40	0 50
Radishes, Roseland, per doz	0 25	0 30
Cucumbers, hot house, per doz., fancy Boston		1 10
" per hamper	3 00	3 50
Beans, green, per bushel		2 50
Green peas (Canadian), per basket	0 75	0 85
Tomatoes, Texas, 4-basket crates	1 35	1 60
Parsley, per doz		0 25
Asparagus, per doz	0 75	1 00
Rhubarb, per doz	0 40	0 50

FISH—The fish trade is quiet, a little stimulus having been given it by the holiday, Trout and whitefish are now very scarce, the former being almost impossible to obtain at a reasonable price. There is probably five times more halibut used in Toronto now than in any previous year, and the supply is scarcely equal to the unusually heavy demand.

Perch, large, per lb	0 06	0 03½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb		0 10
Whitefish, winter caught, per lb	0 03½	0 10
Haddock, fresh caught, per lb	0 05	0 07
Herring, per 100 count		1 50
" medium, per lb	0 06	0 07
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 17	0 18
Trout, fresh, per lb	0 08½	0 09½
Ciscoes, per basket	1 00	1 25
Finnan haddie, per lb.—fresh cured		0 08
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 07	0 08
Halibut, fresh caught	0 08	0 09
Shredded cod per lb		0 08
Shredded cod per doz		0 90
Flounders, per lb		0 05
Halifax fish cakes, case		2 40
Live lobsters	0 17	0 18
Mackerel, per lb	0 15	0 17
Bluefish, small white, per lb		0 06½

OPENING OF SALMON SEASON.

The sockeye salmon season on the Fraser River opened on July 1. The fish do not commence to run well until about the third week of the month. For the first time in the history of the industry, gasoline boats will be used to collect the catch. About one-third of the boats so employed will be operated by this power. The local dealers will this

THEY'RE HERE

Fine New

Verdilli Lemons

Every Lemon sound and perfect and of the celebrated "Home Guard Brand"

No more trouble with wasty Lemons. Buy these and be happy.

WHITE & CO., Limited

TORONTO AND HAMILTON

ROOM ABOVE

"There's always room on top," it is said, and in Lemons on top and alone stand

TRACUZZI'S "ST. NICHOLAS" and "HOME GUARD"

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

FRUITS AND VEGETABLES

We are in touch with the leading shippers and can supply the best at closest prices.

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

YOU ALWAYS GET THE **BEST GOODS**

obtainable when you send your orders to us. We have arriving daily

FRESH Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

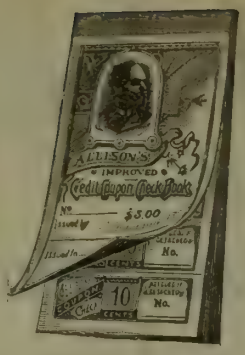
Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON

Established 1861 Guelph, Ont.

THE GREAT PACIFIER



between the retail merchant and his grouchy customers is the adoption of the

Allison Coupon Books

It's mighty hard for a man to pick a quarrel with you about his account when he always pays as he goes---and that is exactly what he does when you use the Allison System---he pays you in coupons just as he would in cash.

For sale by the jobbing trade everywhere

Manufactured by

ALLISON COUPON CO.,

Indianapolis, Indiana.

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters —Wholesale only

year have to get their fish through the canneries, as the collecting boats formerly owned by them were turned over to the canners at the opening of the season.

Up to the present, 262 sockeye licenses have been granted. This is 12 more than last year.

CAPE BRETON CO. AMALGAMATES.

The Atlantic Fish Company, whose headquarters are at Lunenburg, Nova Scotia, have bought the property and business of the Cape Breton Fish Co. The Atlantic people are already operating branches of their establishment at Canso, Barrington, Lockeport, La Have, Ingonish, and Bay of Islands, although the business was organized only two years ago.

The Atlantic Co. acquired some time ago the boneless fish business conducted for many years in La Have and Halifax by Black Bros. In nine months last year the company's business at Canso amounted to $120,000.

HOLIDAY LAND.

Anyone who has spent a summer in Nova Scotia, or has enjoyed even a week's holiday among its rivers and forests, will recognize with a delightful sense of reminiscence a goodly number of the scenes which illustrate "Vacation Days in Nova Scotia," a little booklet, written by Thomas Anderson and published by the Dominion Atlantic Railway. The booklet is profusely illustrated with photographs of many scenes among the murmuring pines and hemlocks of Evangeline's land. Mr. Anderson has done his work well, since from a literary, as well as an illustrative standpoint, the contents are out of the ordinary.

The jaded tourist who is looking for "fresh fields and pastures new" is recommended to obtain a copy of "Vacation Days in Nova Scotia" from the Dominion Atlantic Railway, Kentville, N.S., and to study it alike for the instruction of his mind, the betterment of his health and the fuller enjoyment of his holidays.

JAPAN TEA TRADE.

The function of exporting Japanese products is being gradually removed from the hands of foreigners in Japan, especially in respect to the tea trade. It appears that the opening of Shimizu as a special port of export was effected for the purpose of facilitating the direct exportation from that port of tea produced in Shizuoka, which furnishes 70 per cent. of the total output in Japan. This plan has proved successful, and 3,930,000 pounds of tea refired in Shizuoka was exported from that port last year.

An inspection fee is imposed by the tea merchants' guild on tea to be exported through Yokohama at the rate of 11 cents per box, but no such fee is required for the exportation from Shimizu. Under these circumstances it is anticipated that of teas hitherto exported from Yokohama, at least the Shizuoka tea will eventually cease passing through this port. The future of trade in Yokohama should not be regarded as promising, for the quantity of tea exported from Shimizu last year reached nearly 4,000,000 pounds, against 18,838,000 pounds from Yokohama, which market had commanded the situation for years.

EUROPEAN PRUNE CROP SHORT.

Latest advices on the European prune crop indicate a considerable shortage in comparison with former years. A letter from Hamburg, Germany, states that that market is looking to California to make up the deficiency in the European market, and that a considerable quantity will be required if the total is to compare favorably with that of an average season.

The letter said in part:

"This market is very closely cleaned up on old crop prunes and importers are much disturbed over the outlook so far as stocks are concerned. We do not look for more than two-thirds of a crop in Bosnia and Servia. Some of the larger interests here are already buying for import from the New York market, and cables sent to the Pacific coast bring back the advice that practically all the old prunes of desired sizes are held in New York."

Stiff Prices for Growers.

In this connection it may be noted that the unsold portion of the coming prune crop of the Santa Clara valley which remains in the hands of the growers does not exceed 7,000,000 or 8,000,000 pounds, about 25 to 30 per cent of the entire crop. Most of this stock is in the hands of firm holders, who every year are the last to sell. The growers are getting stiff prices from the packers, and it is thought that the small quantity remaining unsold is being held in the hope of an even higher market. The packers hold all the unsold old prunes. Altogether it looks like a banner year for the California fruit grower.

SALT

Constantly receiving New Stocks.
All lines.

VERRET, STEWART & CO.

LIMITED

MONTREAL

BLUENOSE
BRAND
CODFISH

PREPARED FOR FAMILY USE.

Packed in 10, 20 and 40lb. Boxes. Sold by leading wholesale grocers and fish dealers.

PRICES ON APPLICATION.

Sole Packers

Atlantic Fish Companies,
Nova Scotia

AGENCIES

A. H. Brittain & Co., Montreal **Stuart, Watson & Co., Winnipeg** **Chas. Milne, Vancouver**

Every fish canned isn't a Sardine, but every fish in a tin of

"King Oscar" Sardines

is the real thing.

It is so real that those who "know" can't be persuaded to use any other. There's something so rich, clean, and flavory about a King Oscar Sardine that one can't get away from the desire for more.

That's the kind to sell to your customers They will use a lot this summer.

For sale by all jobbers.

John W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents HAMILTON.

We are now packing the

"FAMOUS BRUNSWICK BRAND"

SARDINES,
CLAMS
SCALLOPS
AND
FINNAN HADDIES

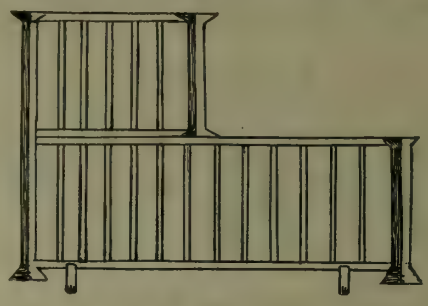
We guarantee every tin we pack
Yours respectfully,

Connors Bros., Limited
Black's Harbour, N. B.

EFFECTIVE WINDOW DRESSING

An Interesting Winnipeg Display—Suggested Means for Dividing Windows Into Sections—Partitions Being Generally Adopted by Other Lines of Trade.

Why should dress goods and store clothes and boots and shirts, and collars and ties make better or more interesting window displays than foodstuffs. They don't, it's the men behind the glass who make it so. Of course one can't drape tea or canned goods or smoked bacon into folds and flounces, but they can be put forward to look very inviting. Ingenuity counts for much in dressing a grocery window. Herewith in picture is a Winnipeg sample. This is the window of J. Robinson & Co. It shows an array of Gold Standard goods that would arrest the attention of all passers. This is a window in the conception of which ingenuity, rather than artistic sense, is evidenced, and the results are certainly attractive.

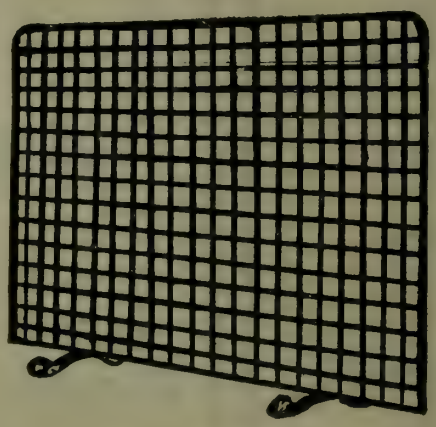


Window Partition of Wood.

Window of J. Robinson & Co., Winnipeg.

WINDOW PARTITIONS.

Movable window partitions are a device of improved window-dressing which the grocers should adopt. The movable partition has many advantages. It enables the grocer to make very effective displays of various lines of goods in the same window. That is its principal purpose. The chief fault of most grocery window displays is, that they are too much mixed up. The ordinary grocery window is fair sized, and it is difficult or inconvenient to make a display of a single line, but by using the partition two or three sufficiently large displays can be made. Very often a grocer would have time to change one section, when he would not have time to change his whole window. Changing one section at a time would keep the window looking fresh.



Metal Window Partion.

Two illustrations of partitions are here shown. These are sketched from partitions actually in use, but are intended as merely suggestive. One is of wood and looks very handsome in the window. The other is of iron. Sometimes the latter has brass trimmings and is of different shape, but these are matters of choice. For some purposes an even more effective partition than either of these is made of two sheets of plate mirror back to back. Sometimes the bar iron is used for the near wall of the window also.

NOT ALL BEER AND SKITTLES.

It is not all "beer and skittles" with the packet tea men these days.

The cost of tea itself has advanced from the point it was eight months ago fully 4c per pound, and in some grades more than this.

The price of lead with which the tea is wrapped has advanced 40 per cent. or 50 per cent., and one firm in Canada uses fourteen tons weekly.

Labels, cardboard-ends and labor have advanced fully 40 per cent., and the price of boxes 50 per cent.

A prominent packet tea man stated a few days ago that every man in the packet tea business in Canada must be losing money heavily every day, that is, if he does only a Canadian trade.

The soap people are having it pretty nearly as bad, as they are "up against" an advance on crude cotton oil of from $95 to $165 per ton.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about $3,000. Address Box 145, CANADIAN GROCER

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

FOR SALE.

FOR SALE—Grocery, crockery and seeds business (dwelling and store also) in a good village east of Toronto; first class farming section; established 22 years; stock, $2,500; annual turnover, $25,000; this is a rare chance to secure a good paying business; satisfactory reason for selling. Address Box 152, CANADIAN GROCER. [28]

A SNAP—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

TRURO REAL ESTATE MART—Profitable business opening in Truro, N.S. A large double store, four flats, besides basement, will be empty soon on account of business change of owner. Exceptional chance for a departmental store, wholesale or retail business or factory. Correspondence is solicited, price is right. Further information promptly given. W. D. McCallum, Truro, Nova Scotia. [27]

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

GROCERY CLERK, thoroughly experienced; old country trained preferred; good window dresser; able to look after advertising; state age, experience, salary expected. Box 151, CANADIAN GROCER. [27]

SITUATIONS WANTED.

WANTED — A position in wholesale liquor and grocery; have had experience in both wholesale and retail trade. Box 149, CANADIAN GROCER, Toronto.

AUSTRALIAN RAISINS.

In connection with the statement recently published in The Canadian Grocer about sultana raisins from Australia, the following from the London Produce Markets' Review is interesting:

"The sultana market, which has recently shown a tendency to advance, has been temporarily steadied by the arrival of small quantities of Australian fruit. The quantity marketed is insignificant and has been rapidly sold and distributed at good prices, but buyers are naturally asking what quantity there is to come, and operations in other kinds for home trade are very small and will probably remain so, until there is some definite information on the point. On the other hand, export business has been good and it is probable that the market can absorb any further quantity which Australia can send. Fresh shipments of Australians landed this week contain some exceptionally beautiful parcels of fruit packed in the more desirable style of boxes containing 28 pounds."

B.C. FRUIT CROP.

W. J. Brandrith, a fruit-grower of wide knowledge and experience and a government official to boot, asserts positively that the British Columbia fruit crop will be considerably behind the average, and that of cherries, plums, and other small fruits there is not more than a third of a crop.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

You can slight some articles in the grocery business ; but—don't slight your cigar counter. You do not need to carry a big stock, but it is necessary to carry a good one. Make sure by stocking

PHARAOH and PEBBLE

Cigars—cigars which have won a reputation for honest goodness second to none, and won that reputation pitted against some mighty good cigars.

Pharaoh makes an ideal smoke and retails for ten cents, although universally acknowledged to be worth fifteen.

Pebble is a marvel for quality when compared to any other cigar ever sold at five cents.

N.B.—The Payne Plan of doing business says more for the sterling quality of my Cigars than all the words we could print. Do you know that plan ?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The man who smokes any other brand of tobacco does not know the virtues of ***T. & B.***

The Grocer who pushes any other brand of tobacco is not pushing Canada's first favorite, nor does he know the profit that's in

T. & B.

A smoke that soothes and satisfies with never a nip—the only smoke the man who knows will insist on. You have a friend at the High Court of Finance just as soon as you stock ***T. & B.***

T. & B. sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON CANADA

GROCERY TRADE NEWS OF NOVA SCOTIA

(Special corrrespondencee of The Canadian Grocer.)

Halifax, N.S., July 1, 1907.

The grocery markets are quite active, and a good business is passing. Prices in several lines are advancing and with the decreasing supply of canned goods some of the retailers have put up the prices. There is no scarcity of any lines, but these retailers feel that the stocks they hold are worth more money at the present time, and they put up the price. The demand for canned goods is quite brisk, as the picnic season is now on.

The condition of the meat markets is now attracting considerable attention. Prices continue to soar upwards, and the retailers have again advanced the price, the second within three months. The new quotations went into effect on July 1st. The new figures are as follows:

	Old.	New.
Sirloin roasts	.18	.20
Sirloin steaks	.18	.20
Rib roasts	.15	.17
Steak (top round)	.15	.18
Steak (cut through)	.15	.16
Rattle ran	.12	.14
Corned beef (plate)	.10	.12
Corned beef (brisket)	.9	.10

In a circular issued to their customers the dealers say:—

"In past summers local cattle could be obtained when western beef became very high. Not so this year, as there is not enough local cattle to half supply the demand, and western beef is going across into the States on account of the shortage there caused by last winter's severe storms; hence the unprecedented advance in prices."

All the dealers have not entered the combine, some having declined to increase the prices, and in consequence the new figures may not stand very long.

The prospects for a big crop of fruit in Nova Scotia this year are very bright. The apple trees have blossomed well, and some predictions are being made that the crop will total a million barrels. All small fruit will be late this year, owing to the backward season, but a good crop is expected, as the fruit will escape the late frosts which usually cause great damage. The commission men here are looking forward to a big crop of strawberries.

The fisheries give promise of being most successful this year. Though the season was very late and the catches at first very small, there is an abundance of fishing now being taken. All along the coast good catches of spring mackerel have been made, and the prices fairly well maintained, considering the large quantities of fish placed on the market within a few days. For about a week the market was glutted with mackerel and there was a slump in prices, but during the past week there has been a sharp recovery and prices are again firm. Record quantities of fish have been shipped to the American market and during last week the local markets were almost bare. One dealer who had shipped two refrigerator cars of mackerel to Boston ordered them back before they reached their destination, the prices on the local market being much better than in the United States. One firm alone in Halifax has purchased upwards of 100,000 fresh mackerel since June came in, and a large quantity of them have been placed in cold storage.

The cod fishery also promises well, and some good catches are reported from the banks, many of the French and American bankers, having full fares. The French fleet fishing out of St. Pierre, Mig., is having better success this season than for many years. One trawler, the Imbrim, took 1,600 quintals of fish in fifteen days on the banks.

Breadstuffs and butter and eggs are unchanged.

NEW TEA COMPANY.

N. S. Croker, A. V. Boucher, A. W. Macalister, C. M. Cotton, and H. H. Brodie have been incorporated as a company under the name of The Castle Blend Tea Company. Objects: To do business as tea and coffee importers and blenders, and to buy and sell tea, coffee, cocoa, baking powder and essences. Capital, $100,000, in shares of $50 each. Headquarters at Montreal.

A permit has been issued to C. Dannacker, of Stratford, for the erection of a brick addition to his store and bakery at a cost of $900.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Tow
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS, CHAMPLAIN } 5c.
E SERGEANT 10c.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

GROCERY TRADE NEWS OF THE PACIFIC COAST

Small Strawberry Crop—Canned Goods May Be Scarce—Canadian Imports of Rice Have Increased Largely—The Fruit Situation.

(Special Correspondence of The Canadian Grocer.)

Vancouver, B.C., June 28, 1907.

With the very best weather for business that the province could possibly have had for the past three months, it is not surprising to learn that every line of trade is on the most prosperous footing. There are few, if any, drawbacks in the general round of commercial life and activity at the present season. In each of the coast cities and in all the mining centres up-country as well as throughout the rapidly-growing farming districts, the tone of business is healthy and progressive.

There have been some differences from other years. In the fresh fruit trade there have been no preserving fruits to market, of any consequence, and indications are that the strawberry crop will not be large enough to permit of reasonable preserving prices. The extremely small quantity of fruits offering has depressed the price of sugar, demand being low in comparison.

In northern trade, since the opening of navigation on the Yukon there has been a good deal of freight sent north, but nevertheless, the indications point to the usual delay in the purchasing of stocks for winter's supply. The northern dealers have almost got into the way of waiting till the last minute to avail themselves of the commodity rates which are allowed till August 15 each year. This year they may be badly fooled in some lines. The advices from eastern packers are that the pack of canned fruits and of canned vegetables will be extremely short. This will be a serious matter to the Yukon. From California, too, the outlook is stated to be unfavorable to any large pack of dried fruits. Here again the northern trade is greatly interested. In produce lines, never have prices continued steadily so high and stocks so low for many years. In fact, it is doubtful if ever this market found it more difficult to stock up, and especially in butter. As the Yukon depends entirely on supplies forwarded from here, the interest the dealers there should feel is obvious.

In grocery staples there have not been many changes of importance recently. The rice market has bulged till the price for fine quality Japanese rice is now $82 per ton. The importations of this staple to Canada have very greatly increased in the past year. For the first three months of this year the rice importations were almost three times the amount imported for the same three months last year. Rather oddly, the Japanese purchases of flour from Canada have in the same time gone up in even greater proportion. The action of the Japanese Government in substituting flour in a large degree for rice in the rations of the Jap army has resulted in a much greater demand for flour, and Canada has had the benefit of the increased demand.

* * *

Just when the California market was bare of raisins, a staple almost entirely supplied to this market from California, the introduction of raisins from Australia relieved the shortage. The last Australian steamer brought some liberal consignments, some of which were for wholesalers as far east as Winnipeg. The price is very much less than present California basis. The latter are now quoted at 13 and 14 cents, and very scarce. The consignment of Australian raisins sold out, while it lasted, at 8 cents per pound to the trade, and the dealers report that the quality is much better than that of the California article.

* * *

Dried fruits are selling actively, mostly for out of town trade. Prices are strong in most lines. Figs have been advanced half a cent to 6 cents per pound. What few lots are in stock have been selling at 22 and 23 cents. Prunes, from 5½ cents for 90's and 100's, to 8 cents for 40's and 50's, and 9 cents for 30's and 40's. Peaches, 15½ cents. Pears, 11½ cents.

* * *

Canned fruits are practically cleaned off this market at present, and from advices from the packers, the stocks will be very limited this fall, and prices correspondingly high. In canned vegetables stocks are still equal to demand. Prices have been advanced on peas, beans and corn, the present quotations being: Corn, $1.20; peas, $1.10 to $1.15; beans, $1.25. Green peanuts are quoted at 10 cents; roasted, at 12½ cents.

* * *

The sugar refinery this week quotes a reduction in price of sugar, the base being now $5.40. The very great slackness in preserving fruits accounts for the lowering in price of sugar at the present season. The small importation of Oriental sugar has not materially affected the market.

* * *

In produce, prices and stocks are both unsatisfactory. The supply of local butter is not nearly up to usual quantities, especially in dairy goods, little or none of which reaches the jobbing trade. The stock of creamery is always all in demand, though the creameries are turning out a good supply. Eastern butter has been very limited. Present prices: Eastern, 25 and 26 cents; local dairy, 28 cents; local creamery, 30 cents. Local fresh eggs are scarce and firm, at 30 cents. Eastern select stock is 26 cents per dozen, while straights are 24 cents.

* * *

Strawberries are still leading in the local market though the present week will see the clean-up of the bulk of the crop. Victoria has sent in large quantities, from Vancouver Island growers and Burnaby municipality, next to the city of New Westminster has been second in point of quantity. Quality has been very good all round this year. The present price is $2.50 to 3.00 per case of 24 baskets. The end of the week will see some raspberries in. The crop of this fruit promises to be the only heavy berry crop of the season. Currants are now beginning to come in and some gooseberries, at 10 cents per pound. Sweet cherries are selling at $1 to $1.25 per ten-pound box. Preserving cherries will be in next week and will likely be high.

The first car of California mixed fruits is to arrive next week. This will comprise peaches, plums, apricots and apples. There have been some shipments of peaches and plums, selling at $2.75 per box.

Oranges are at present confined to Med. Sweets and Valencies. There will be no more St. Michaels this season, though a car of late navels is expected by one dealer. Med. Sweets are $3.75 to $4.25 and Valencias, $4.75 to $5.25. Lemons, $6 and $7.

* * *

Local potatoes, old stock, are almost cleaned up and the price is anywhere up to $50 per ton. New potatoes are 5 cents per pound, and scarce. Most green vegetables are now local. Cabbage is 5 and 5½ cents per pound; cucumbers, $1.75 per dozen; cauliflower, $1 per dozen; bunch vegetables, all sorts, including beets, carrots, onions, etc., 25 cents per dozen; green peas, 7 cents per pound; lettuce, $1 and $1.25 per crate. Tomatoes, Mississippi stock, $3 per case; Victoria grown, $4 per case. Okanagan tomatoes are not yet market (open air grown), but will be in next week.

A VALUABLE BOOK.

"The Port of Hull and its Facilities for Trade," is the title of a 219 page book officially issued in the interests of the trade and commerce of Hull, England. For Canadian manufacturers who are looking for an Old Country market for their products, or for a port through which they may introduce their goods into other parts of England, this work will be found a valuable compendium of information and statistics. Even the advertisements, with which the book is filled, are in themselves of interest. One on page 62 shows a photograph of the advertiser's fish-drying establishment, the grounds of which have a capacity of spreading to dry nearly 100 tons of fish at one time.

The book is sold at two shillings and sixpence—about 60 cents—and may be obtained from the publishers, 10 Bishop Lane, Hull, at this price.

W. and J. Belfie, grocers, of Gananoque, has dissolved. Joseph Belfie continues the business.

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:

GILLARD & CO.,
LIMITED
London England

Manufacturers of Sauces and Pickles to

HIS MAJESTY THE KING

H.R.H. THE PRINCE OF WALES

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

The makers of **"Gillett's Goods"** started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.

Gillett's Cream Tartar.

Gillett's Perfumed Lye.

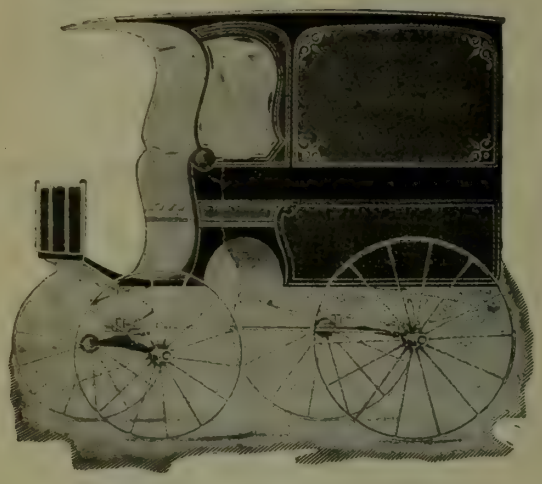
Royal Yeast Cakes.

Good Goods with a Reputation.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Merchants should recommend food-products that are produced in **clean** factories.

The Waggon Tells Its Own Story.



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. ***EWART'S*** waggons are easily the best on the market.

Write for prices ***Phone 1188***

J. A. EWART, 257-9 Queen St. E. TORONTO

WALKER BIN

Fixtures are designed for the complete equipment of the modern grocery, securing prompt, efficient and economical service.

GROCERY

Fixtures that display the stock temptingly and invitingly, are a large factor in business-building.

FIXTURES

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET *ALL* THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,

BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson, Winnipeg; Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

IF YOU WANT AN AWNING,

WHY NOT TRY

The Tobin Tent & Awning Co., Ottawa?

IT'S WORTH CONSIDERING.

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

THE SHREWD GROCER

knows that there's just one ***Best Laundry Soap*** on the market, viz.:

Canadian Castile Soap

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The Bowser Costs You Nothing

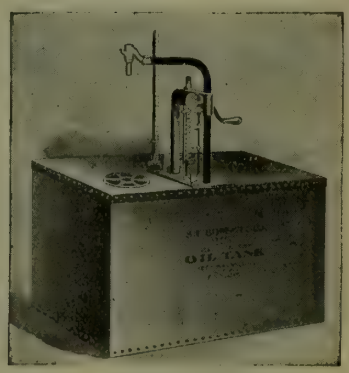
Why? Because it pays for itself by its own saving of oil. Without one, **you lose the price of a Bowser every year,** through losses resulting from leaks, evaporation and waste.

Why not instal a Bowser Self-Measuring Oil Tank and let it repay its own cost within a year? Its convenience, cleanliness and safety are from the first all clear gain.

Write us for Catalog B, which describes our many different styles.

S. F. BOWSER & CO., LIMITED
66-68 Fraser Avenue, - - - TORONTO

If you have an old Bowser and want a new one, write us for our liberal exchange offer.



Cut No. 19
One of many styles

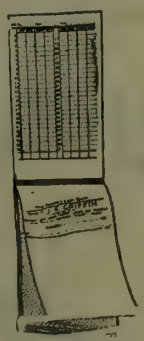
Eliminate Loss

If we didn't know how you could we wouldn't make the suggestion.

Instal our

"Duplex" Counter Check Book

and if that doesn't make your balance healthier at the end of the year, it will be up to us.



The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Dried Fruits and Nuts

Currants,	W. Meyer & Co.,	Patras
Valencias,	Julian Monfort & Co.,	Denia
Sultanas & Figs,	C. J. Calothi, Esq.,	Smyrna
Malaga Raisins and Almonds,	Thornton & Co.,	Malaga
Green and Dried Fruits, Nuts, etc,	P. Macajone & Co.,	Malaga
Shelled Walnuts Olive Oil, etc.,	P. M. Loubrie & Co.,	Bordeaux
California Fruits,	Guggenhime & Co.,	San Francisco
Fruit Pulp, Nuts, Cocoa Butter, etc.,	Henry A. Bragg,	Liverpool

We respectfully solicit enquiries from the Wholesale Trade by Telephone or Telegraph at our expense

MACLAREN IMPERIAL CHEESE CO., Limited

AGENCY DEPARTMENT.

TORONTO, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 5, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

Ocean Baking Powder,	Per doz.
¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ¼ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ¼ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 15
Gillett's Mammoth, ¼ gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" in pepper boxes, according to size	0 05 to 0 10

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

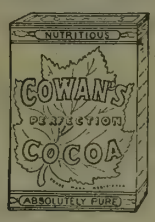
Cereals

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ¼-lb., per doz.	$2 40
" ½ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb	0 20
" No. 2. 5 and 10-lb. tins, "	0 18
Special quotations for Cocoa in bbls., kegs, etc	



Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 35
Vanilla, ½'s	0 30
Parisian 8s per lb.	0 30
The following sweetened for household purposes:	
Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30
The following unsweetened:	
Perfection, ½'s, per lb.	
" ¼'s	0 30
" Flat cakes, per lb.	0 30

Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per dos.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homeopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ 90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'s

R. S. McInnes, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 53
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, ½, ¼ 1 and 5-lb tins	0 44
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 28
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 42
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5 in, per box	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	40c.
5-lb. boxes, 12 boxes in case, 1-5-lb. tins,	41c.
6-lb. boxes, 12 boxes in case	45

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	30c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins,	32c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	34c.

Milk chocolate—	
50 5-cent pieces to box, per box	$1.65

Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs. 12 bxs., in case, ½-lb. tins	28c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	27c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	24c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	24c.
6-lb. " 12 " " ½-lb. "	24c.

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	33c.
10-lb. tins, 10 tins in case	35c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case	32c.
10-lb. tins, 10 tins case	30c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquette (20)	1 50
20c. " " (20)	2 00

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 35
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

$0 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

BORDEN'S BRANDS

Mean

BEST BRANDS

"EAGLE BRAND" Condensed Milk and **"PEERLESS BRAND" Evaporated Cream**

With these to sell your customers' confidence is held—For sale by all Jobbers

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

The Keystone

of your business is your stock of Tea and Coffee. If these most important items are right you have trade winners.

BRAID'S BEST marks the acme of the coffee blender's art.

Packed in 1, 2, 5, 10, 25 and 50 lb. cans, also in fancy iron drums and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	....	$1 25
" " "	1-lb. tins	....	2 25
" " groats	½-lb tins	....	1 2[illegible]
" "	1-lb tins	..	2 25

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate... .....per lb. 0 07
7 and 14-lb. wood pails.....per lb. 0 07
30-lb. wood pails ..... " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
7-lb. tins, 2 doz. in case per lb..... 0 07½
5 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails..... " 0 06½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60 1 90
5, 7, 14 and 30-lb. pails, per lb...0 09 0 12

Lard.

HB N. K. FAIRBANK CO. BOAR'S HEA LARD COMPOUND.

Tierces	.....	$0 11½	
½-bbls.	.....	0 11¾	
Tubs, 60 lbs	..	0 11¾	
Pails	.....	2 33	

20-lb. tins	.....	2 23	
Cases 3-lb.	"	..	0 12½
" 5-lb.	"	..	0 12
" 10-lb.	"	..	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 [illegible]
Dulce large cent sticks, 100 in box...	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " " 1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.
Quart bottles, 2 doz., per doz..... 2 90
Pint " 2 " " 1 85

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S

D.S.F.,	lb. tins.....	...per doz.	$1 40
"	½-lb. tins	"	2 50
	1-lb. tins	"	5 00
Durham	4-lb. jar.....per jar.		0 75
"	1-lb. jar.....	"	0 25
F. D	½-lb. tins.....per doz.		0 85
	-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins.....per lb.	$0 35	
½-lb. tins..... "	0 35	
1-lb. tins..... "	0 32½	
4-lb. jars.....per jar	1 30	
4-lb. jars..... "	0 35	
"Old Crow," 12-lb. boxes—		
¼-lb. tins.....per lb.	25	
½-lb. tins..... "	0 23	
1-lb. tins..... "	0 22½	
4-lb. jars.....per jar	0 70	
-lb. jars..... "	0 25	

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—		
Minerva, qts. 12's ...	.....	$5 75
" pts. 24's	.....	6 50
" ½-pts. 24's.....		4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.
½-pint bottles, 3 & 6 doz., per doz 0 90
Pint " 3 doz..... ..... 1 75

Soda.

"DWIGHT'S" BRAND

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....			$2 75
No. 2, "	120 ½-lb.	"	..... 2 75
No. 3, "	30 1-lb.	"	} 2 75
	60 ½-lb.	"	

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case.....	2 85
5 cases.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross	$10 20	
" " black..... "	15 30	
Oriole soap..... "	10 20	
Glorioia soap ..... "	12 00	
Straw hat polish..... "	10 20	

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No 1 white, bbls. and kegs.....	0 05¾
Canada White Gloss, 1-lb. pkgs...	0 06
Benson's enamel... per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

AMERICAN PURE FOOD COMPANY.

	Case
Japanese Starch.	
1 case, 5 doz.	$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50

Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 5[illegible]0
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 05½
Kegs, 100 lb.....	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60

"What's in a Name?"

Of course, "the rose by any other name would smell as sweet."
A Coffee by another name might smell as sweet as

"WOOD'S COFFEES"

but it would not unless perfected like them.
Richest aroma means unchallenged superiority, and both are found in "WOOD'S."

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

Culinary Starches—

Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.

pkgs., cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

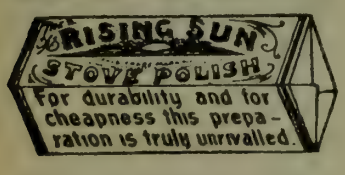
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Argon Gloss, 1-lb. packages, 40 lb	0 06
Coldwater Ivorine Starch, per box, 40 pkgs	2 50

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 15 each
3 " " 38½ lbs	1 60 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts.	2 50	Cases 24 qts.	4 80
" 12, ½-gal	4 80	" 6 gals.	4 50
" 1, 5-gal	4 00		

54 lots prepared up to 40c. rate

Empire Golden Syrup—			
Cases, 24—2's	2 25	Bbls. per lb.	0 03
" 12—5's	2 55	½-bbl. "	0 03½
" 6—10's	2 50	Kegs "	0 03½
" 3—20's	2 45	Pails, $1.50 and	$1.60

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 15 each
3 " " 38½ lbs	1 60 "
2-lb. tins, 24 in case, per case	2 25
5-lb. " 12 " "	2 55
10-lb. " 6 " "	2 50
20-lb. " 3 " "	2 45

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, 1's	0 40	0 60

THOS. LIPTON

Lipton's Teas, cases 50 lbs.	Ceylon and Indian green or black	retail wholesale
"A," Pink label, ½'s & 1's, tins	0 50	0 35
"B" Orange " ⅛'s, ¼'s and 1's	0 40	0 30
"C," Blue " ¼'s and 1's	0 30	0 22
"D," Green " 1's	0 25	0 20
"E," Orange " mixed, ½'s only	0 40	0 30

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 20	0 25
" " ½ lbs.	0 21	0 26
Black, green, mixed, 1 lbs. & ½s.	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs., & ¼s.	0 35	0 50
" " 1 lbs. & ⅛s.	0 40	0 60
" " ⅛s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea in 1 and ½-lb. lead packages, black or mixed

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c	0 23
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

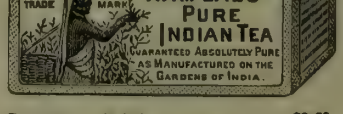
Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 ½-lb.	$0 35
" " 160 ¼-lb.	0 35
" " 80 ½-lb.	0 36
" " 120 ¼-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor"	I 40-lb. boxes	$....
"	II 40-lb. boxes	....
"	III 80-lb. boxes	....
EMD AAA Japan, 40 lb "	at	....
AA "	40 "	....
Blue Jay, basket fired Japan, 70 lbs.,		....
"Condor"	IV 80-lb. "	....
"	V 80-lb. "	....
"	XXXX 80-lb. boxes	....
"	XXXX 30-lb. "	....
"	XXX 80-lb. "	....
"	XXX 30-lb. "	....
"Condor"	XX 80-lb. "	....
"	XX 30-lb. "	....
"	LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
Yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 60-lb. cases retail	0 50 at 0 54
White Label, ½s, ¼s and 1s, 60-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. caddies. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 11
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 78
" " 1-lb "	0 0

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 22½
Condor, pure distilled	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 26
" XX	0 20
" X	0 16

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz. in case	1 10

Batger's

Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice, quality is everything

Batger's has it

Rose & Laflamme

Agents

MONTREAL and TORONTO

Some Seasonable Sellers

Cunningham & De Fourier Co.

LONDON, ENG.

Pickles—Small Vegetables and well packed.

Soups in Glass of the very finest quality.

Dried Herbs—Full English strength.

Potted Meats that have the real, true flavor which the label denotes.

AND MANY OTHER LINES

All Big Sellers with Good Profits

AGENTS

Rose & Laflamme, Montreal - Toronto

THE TWENTIETH CENTURY FLY-CATCHER

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

1D. FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS

LARGE SALES

COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Ltd., Bury (Lancs) Eng.

MARGE VERMICELLI

The manufacturers of this excellent product are one of the oldest firms in the business, being founded in 1837.

Mill capacity 75,000-lbs. daily. Entire plant under one ownership, casing, printing, etc. This has been the first brand imported in America and holds the diploma of honour at the Exposition at Philadelphia, 1876.

These conditions give all security to the dealer and enable us to guarantee satisfaction.

Pastes with 13% to 14% gluten—only hard wheat.

SOLE AGENT IN CANADA

LEON FONTANEL

6 St. James St., - Montreal

Phone Main 4817.

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Awnings, Tents, Rope, Etc.
Gourlock Rope Exporting Co., Montreal.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.
National Drug Co., Montreal.

Beer—Non-Alcoholic
Kops' Breweries, London, S.W.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mansell, Hunt & Catty Co., Montreal.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Box Strapping.
Warminton, J. N., Montreal

Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Canners, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co. Hamilton.
Warminton, J. N., Montreal

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Bearns, John, Ltd, Winnipeg.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co. Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Co, Hamilton, Ont.
Ingersoll Packing Co., Ingersoll, Ont.
Pearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.
Ewart, J. A., Toronto

Egg Trays.
Star Egg Carrier & Tray Mfg. Co. Rochester, N. Y.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.

Fly Coil.
Brown's Fly Coil Co., Bury, Lancs., Eng.

Foreign Importers.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
MacDonald, Gordon & Co., London, Eng.
Methven, James London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton. Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Alexander Milling Co., Ltd. Brandon.
Battle Creek Toasted Corn Flake Co., London, Ont.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
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Nicholson & Bain, Winnipeg.
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Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

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Balfour, Smye & Co., Hamilton.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
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Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
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Enterprise Mfg. Co., Philadelphia, Pa.
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Modern Canner Co., St. Jacobs, Ont.
Sprague Canning Machinery Co., Chicago

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Keen, Robinson & Co., London, Eng.

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Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

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Ashley & Lightcap, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
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Tew, Richard & Co., Toronto.
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Watson, Andrew, Montreal.

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Improved Match Co., Montreal.

Mince Meat.
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Fearman, F. W., Co., Montreal
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Fabien, C. P Montreal.
Hanson, J. H., Montreal
Hillock, John, & Co., Ltd., Toronto.

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Empire Salt Co., Sarnia, Ont.
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Douglas & Ratcliff, Toronto

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VOL. XXI. MONTREAL, TORONTO, WINNIPEG, JULY 12, 1907. NO. 28.

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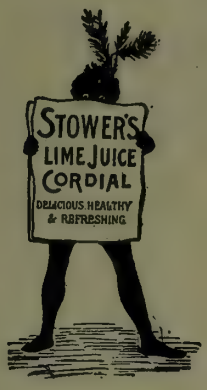

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Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle isthe centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of2,000,000 within a 20-mile radius.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

This is the season when Chinese Starch proves itself **the Best** of all laundry starches.

Write for particulars.
Big profit to you.

OCEAN MILLS, MONTREAL

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

"There is nothing in it for the well-located grocer to handle cheap canned goods," remarks a New Haven grocer. "I speak from experience," he says, "because I often bought a lot of this truck as a sort of leader. It would have led me into the insolvency court if I had persisted. Canned Corn at 8c. a can may look attractive on the bargain handbill, but that's all. It is not intended to leave a good taste in the consumer's mouth, and it doesn't. It gives the grocer who sells it a reputation for handling cheap goods, and frequently it loses him a good customer. And the only possible gain is the possible temporary acquirement of a few bargain-hunting patrons."

Think this over a bit and you will be inclined to agree that **cheap goods at any price are not what you want as a reputation builder.**

If you handle Canadian Canners goods you will keep your old customers and make new ones.

"Aylmer," "Little Chief," "Log Cabin," "Horse-shoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," and "White Rose" Brands are all **guaranteed as to quality.** They have been popular brands for over a quarter of a century.

Fruits and vegetables of these brands are canned only when at their best for table use.

There are more than a few reasons for the preference, so unanimously expressed by the women of Canada in favor of

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

The climate, where our products come from, is ideal for the gradual and thorough nourishment of the vegetable kingdom. Too sunny lands and sultry winds mean premature growth and quick decay and nowhere else on the globe are climatic conditions just right for the best fruits and vegetables. Then we better nature's work by eliminating all fruits and vegetables showing the least symptoms of coming taint, and, mind you, the scrutiny of our experts is microscopic in its severity.

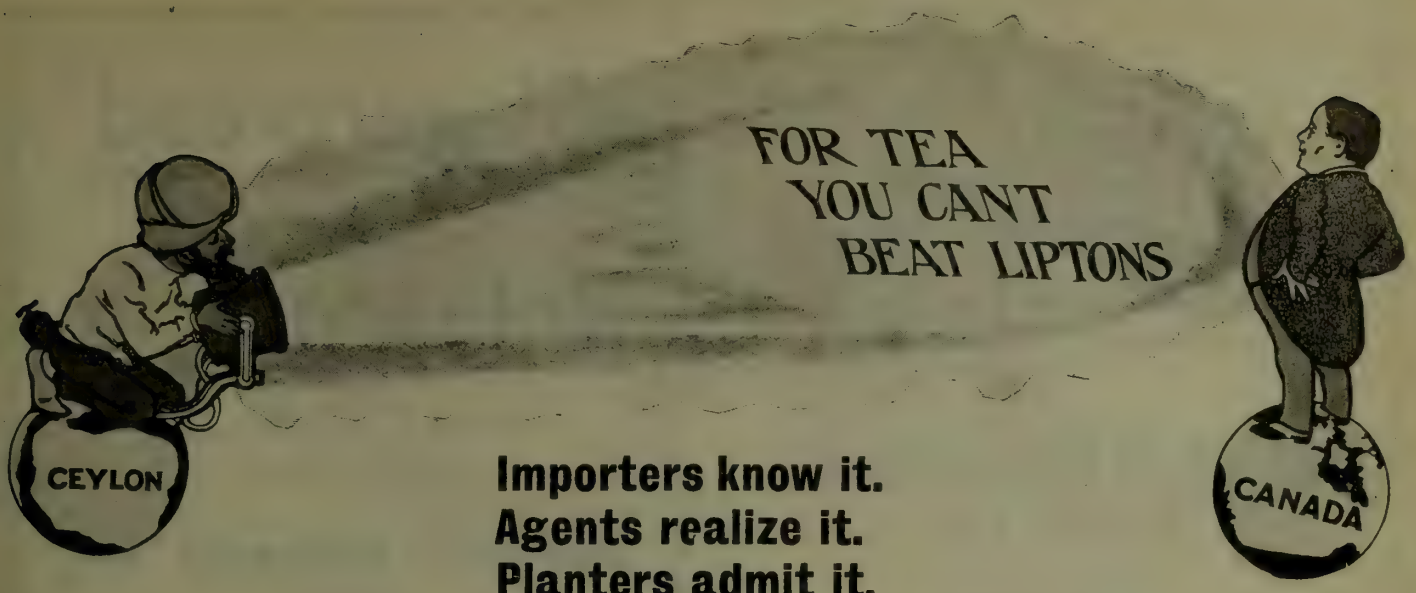
Canada's Ideal Canning Factory.

Home of Old Homestead Brand

And there you see Canada's best canning factory—in fact, the ideal one. The ultra cleanliness of the place goes without saying. Numerous devices, making for perfection, obtain therein. Extravagant! No sir! We had simply determined to give you the concentrated goodness of fruits and vegetables in cans—a goodness so unapproachable by even the next best brand that the particular women of Canada called **OLD HOMESTEAD BRAND**—"Incomparable." People who want fruit and vegetable goodness condensed, order **OLD HOMESTEAD BRAND.** Can you supply the demand?

The Old Homestead Canning Co.

PICTON, ONTARIO



Importers know it.
Agents realize it.
Planters admit it.
Ceylon and India are proud of

LIPTON'S TEAS

A writer in the Canadian Grocer says:

"Tea loses its flavor when exposed to the air and no matter what price you pay or how meritorious the tea, if you do not keep it in air-tight packages, the tea loses its virtue and its flavor."

The writer was addressing a gathering of grocers. He struck the nail on the head. The best tea in the world cannot keep its flavor unless it is protected from outside air and disagreeable aromas. The best tea in the world does keep its flavor, because it is Lipton's, and every ounce of it is packed in sealed air-tight tins.

All orders and correspondence in future should be sent to our Toronto office, 75 Front St East, where an able staff of men will give them the same attention they would receive at our principal headquarters.

THOMAS J. LIPTON

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St.,
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - - KINGSTON
GEO. MUSSON & CO. - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
CARMAN, ESCOTT CO. - - WINNIPEG
C. E. PARADIS, - - - - QUEBEC

When buying your

Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M.D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—

ROSE & LAFLAMME MONTREAL TORONTO

When Buying Californian
Prunes,
Evaporated Fruits,
Seeded Raisins
Loose Muscatels
Etc.

Specify

"Pansy" and "Daphne"

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents:

Rose & Laflamme, Montreal
MacLaren Imperial Chesse Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N. S.
G. B. Thompson, Winnipeg.

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts,
74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,
LONDON, Eng.

Telephone. Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

LOBSTERS

This season's pack now in stock

Mephisto, ½s, 4 doz. cases **Laird's, ½s, 8 doz. cases**

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

The "Quality" Salt

Since "the proof of the pudding is in the eating" we think that Windsor Salt has proved up by facts, by sales, by test. It passed the "comparison" stage long ago—now other salts are proved by "Windsor".

If "other salts" prove up, 50 per cent. that means they are 50 per cent. as pure, white, crystalline as Windsor Salt.

Windsor Salt is the so-called weather gauge —the testing glass —the "prover" — ***the one hundred per cent salt.***

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

JAPAN TEAS

A few lines of earliest picking are still on hand. I have a large variety of Standards of Second Crop, season for which is now in full operation. Samples will be mailed immediately on application.

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. **Japan Tea Firing Co.** **Ito's Tea Firing Dept.** **Nakamura's Tea Firing Dept.** **Fuji Company**

Black—Green—Mixed

"QUERY"

Some dealers have volunteered the remark that they just sell "SALADA" because of the demand.

Well, if it sells without effort would it not be good business policy to assist a greater sale by keeping it right to the front and introducing it.

There isn't a dollar invested in the grocery business that yields as good a percentage of actual protected profit without shrinkage.

Then why sell it only on demand? Yes, why, indeed ?

Correspondence solicited.

Address: "SALADA"
Toronto, Montreal, New York.

PHENIX WASHING POWDER

Is saleable because of its unquestionable quality. The unprecedented sales we have made would be surprising if they were of any other powder.

Are You Selling PHENIX ?

SOLE CANADIAN DISTRIBUTORS:

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

You are finding a large demand these days for summer drinks. Make good with your customers by offering them

LYTLE'S
LIME FRUIT JUICE
AND
RASPBERRY VINEGAR

They'll come back again for more. Such is the value of keeping a good article.

MADE IN CANADA BY

The T. A. LYTLE CO.
Limited

TORONTO, - CANADA

E. NICHOLSON. D H BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG.

CODES, A B C. 4TH EDITION WESTERN UNION: ARMSBYS 1901.

BANNATYNE ST. EAST. TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Winnipeg, June 27th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

If you care to intrust to us the pushing of your interests in Western Canada, we can place at your command exceptional facilities and a wide and thorough knowledge of the trade in this territory.

We have been successfully prosecuting the business of general selling agents and manufacturers' representatives for many years. There is no better known house in Western Canada, or one possessing a larger or more loyal circle of clients.

Our facilities for storing and handling goods are excellent. We have three warehouses- --one each at Winnipeg, Calgary and Edmonton---- from which points we can readily and quickly reach all towns in this region.

We should like to receive some consignments from you, and believe you would find a connection with us very profitable.

A reply from you would be greatly appreciated.

Very truly yours,

NICHOLSON & BAIN,

CALGARY **WINNIPEG** **EDMONTON**

Mr. Grocer! Are You Sure That You Are Safeguarding Your Profits?

I am aware of the fact that no Grocer would deliberately endanger his margin of profit; but unless you stock and recommend the famous

E. D. S. Brand
JAMS and JELLIES

you are not taking the necessary precautions. ***E. D. S. Brand Jams and Jellies*** are the wholesomest, purest and best manufactured in Canada. Government inspectors say so. ***Ask for the proofs!***

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

THE BEST SUMMER BEVERAGES

Kops Ale and Stout
(NON-ALCOHOLIC)

These are scientifically brewed from the finest Kentish Hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

This is our first season in Canada, and we would like to make arrangements with you to supply a sample lot.

THE BEST FOR YOUR TRADE

KOPS BREWERIES, ***LONDON, S.W. ENGLAND***

AGENTS: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS. BELL, SONS & CO., Montreal

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

GOODS WELL BOUGHT ARE WELL SOLD

That's why Greig's White Swan Coffee is so popular—it sells.

A delicate blend of the finest Mocha and Java, roasted JUST RIGHT and packed HOT into parchment bags, then sealed and put into handsomely decorated square pound tins—"the Coffee in the bag—the bag in the tin." The Strength and Aroma cannot escape.

It is a Coffee prepared for particular people—the kind that sells and STAYS SOLD. The kind critical customers come back for—the kind that can be sold to people you never sold Coffee to before, and a sure REPEATER.

Two dozen tins to a case. Nothing better.
See if it won't go well with you!

THE ROBERT GREIG COMPANY, Limited
Toronto

Just Tear Off the Coupon

and you have within reach an endless variety of valuable articles (not trashy premiums) but goods of A-1 quality.

"The Fairbank Plan" method of rewarding the clerks for their co-operation in selling the great Fairbank Specialties:

Gold Dust Washing Powder
Fairy Soap
Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

is based first of all on *quality*. We want the first article received to be an incentive to work for more—and we know that we must give good value to accomplish this result—which is just what we are doing.

"The Fairbank Plan" premium list contains an assortment of goods of real value that we defy any one to excel—because The Fairbank Company realizes that "the man behind the counter" is an important factor in developing and extending the trade on their products. We believe in rewarding effort, and we know the retail clerks of this country have done much for us.

Send for a copy of **"The Fairbank Plan"** premium list and find out all about it

The N. K. Fairbank Company
Montreal, Canada

WILLIAM GALBRAITH & SON

Wholesale Grocers

80 AND 82 ST. PETER ST., - - - MONTREAL

"CANADA'S PRIDE" CANNED GOODS

THE BEST IN THE WORLD

"HOME SWEET HOME" CEYLON TEA

TRY IT

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined Sugars	Walnuts	Raisins
Molasses	Almonds	Currants
	Filberts	Shelled Nuts

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal.

SYMINGTON'S EDINBURGH COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

Tartan BRAND

SIGN OF PURITY

Special Prices on Raisins for Harvest Time

Our men have the biggest values on the road.

Also big list of summer goods and camping supplies.

Wagstaffe Goods

We have placed an extensive contract for these goods and they are acknowledged to be the finest ever packed in Canada.

Place your future order for Sealed Fruits, 20 oz. glass, and Jam in 12 oz. and 1 lb. glass, and 2, 5 and 7 lb. sanitary pails.

The entire pack is contracted for in these goods. Get your fall order in while you can. For further particulars use our Long Distance Phone **596**, free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

BEE JELLY POWDER

The greatest Hot-Weather Seller of the day.
Six delicious flavors to a box.
Retails 25 cents with good profit.

BOX ASSORTED FLAVORS, OR TO YOUR ORDER.

SEND FOR SAMPLES AND PRICES . . .

PACKERS OF THE BEE PRODUCTS, ALL OF GUARANTEED EXCELLENCE.

SNOWDON, FORBES & CO.

449 St. Paul Street - MONTREAL

Look Here, Mr. Grocer!

Do you think the C. P. R. would order

"ROYAL CROWN"

Witch-Hazel

TOILET SOAP

for use in their magnificent hotels—on their trains and steamships—if it wasn't mighty good soap?
It's bound to please your customers, and the profits will please you.

Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm H. Dunn, 394-396 St. Paul St., Montreal, Agent for Quebec and Lower Provinces

RED FEATHER

The Sign of Good Quality.

When you want a guarantee of purity—the very acme of superiority—Buy **Red Feather** goods. Nothing finer can be had.

SPICES,
SUGAR ICINGS,
JELLY POWDERS,
FRUIT EXTRACTS,
CANNED GOODS,
and
B. B. C. Sugar for the Bar, Berries, and Cereals.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

VINEGAR

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Hello, Mr. Trade!

What about Canned Goods?

FARMER BRAND CANNED FRUITS AND VEGETABLES

has meant a bigger and better business to every grocer who has stocked it.

We simply appealed to the commercial sense of grocers when we started business. We didn't pretend to be the only Canning Company on earth, but we did do something original and results have more than vindicated our undertakings. Our methods beat the DUTCH for cleanliness and the excellency of our products is universally acknowledged. The Housewives of Canada are demanding Farmer Brand.

Can You Supply the Demand?

Our motto, "While price may change, quality ALWAYS remains the best."

it DOES pay to stock the best.

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Some Reasons Why!!!

McLean's "White Moss" is Chemically Pure.

Prepared by cleanly and scientific methods.

From strictly first class and fresh nuts.

No adulteration.

By a strictly **Canadian** firm employing Canadian labor and circulating **your** money in Canada.

Cocoanut is a luxury, therefore get the best "White Moss."

Write or Phone us or our Agents.

Canadian Cocoanut Co.

Montreal, Canada

NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Ridgway's Celebrated Teas

Sold in ¼, ½ and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	In very
Five o'Clock Tea,	60c.	attractive
Her Majesty's Blend,	1.00	tin packages

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To John Robertson & Son, Ltd.
41 Common St., MONTREAL
SOLE AGENTS FOR CANADA

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged Sauce of the Premier the World

Holbrooks Limited
Canadian Branch:
26 FRONT ST., E. TORONTO
Canadian Manager, - H. GILBERT NOBBS

Balmoral

New Season's

STRAWBERRY JAM

Now Ready

QUALITY DELIGHTFULLY FINE

Make Your Contracts Now for All Kinds

Prices from

J. W. WINDSOR

MONTREAL

Sole Agent for Canada

THE

MOST BEAUTIFUL

Line of

Xmas Cracker Novelties
Table Decorations and
Xmas Stockings

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.

London, W.C., England

ARTHUR E. BOWRON

Hamilton, - - Canada

Canadian Agent

It won't take long for us to satisfy you that our

Pure Apple Juice

is the most perfect, clearest, cleanest and most satisying drink for young and old—Our method of manufacture has no equal in Canada to secure absolute purity—

Drop us a line for sample or send trial order—

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

We wish to impress upon Total Abstainers and Temperance Dealers the fact that

KOPS ALE, STOUT AND WINES

are

STRICTLY NON-ALCOHOLIC

notwithstanding their names.

They are the most palatable and healthful temperance beverages put on this market—Highly recommended by the medical faculty of Great Britian, and used there for over thirty years.

All first-class grocers should stock these goods—

KYLE & HOOPER

Wholesale Agents for Ontario - 27 Front Street East, TORONTO.

Every pound of

Crystal Granulated Sugar

is guaranteed to be unsurpassed by any sugar in the world for PRESERVING PURPOSES.

Insist on getting CRYSTAL granulated

MANUFACTURED BY

The Wallaceburg Sugar Co.

LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

We have just received a large shipment of

FORMOSA OOLONGS

and have also to arrive shortly

BLACK and GREEN CEYLON and INDIANS

For the wholesale trade only

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

The average person thinks that Baked Beans are all alike, but anyone who has ever tried

ESSEX PORK AND BEANS

finds them appetizing beyond comparison, and different entirely from the usual canned beans. They have the genuine flavor of good old-fashioned cooking—the result of the most rigid care and inspection in preparing food products.

The Essex Canning and Preserving Co. LIMITED

28 WELLINGTON STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

ARE YOU one of our EASTERN TOWNSHIPS SHARP BUYERS?

If so GET OUR PRICES. Think of the freight you "DON'T" have to pay.

SEND US YOUR ORDER, and we'll guarantee satisfaction.

T. A. Bourque & Co., Wholesale Grocers **Sherbrooke, Que.**

Our New Table Syrup

named **"GOLDENETTE"**

(Sugar Cane Syrup)

is the acme of perfection in Syrup making.

Our years of experience and our whole reputation are behind it.

A delicious wholesome golden syrup, extracted from the highest grade Sugar Cane, unequalled in flavor or quality.

Let us send you samples and prices, or ask your grocery traveller about it.

☞ ***Free samples given with five case orders***

Imperial Syrup Company

88 Grey Nun Street,

Montreal

Sell The Best

That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package).

Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.

J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

The Canadian grocer has only **one** reply to inquiries as to why he prefers

Rowat's Pickles

He finds that in every **pickle requisite** they are the best value on the Canadian market, and give more general satisfaction to the consumer than any other imported pickle.

Let it be

Rowat's

when next you order

A STEADY SUMMER SELLER

Go after the hot weather business.

Thousands and thousands of bottles of

"MONTSERRAT" LIME FRUIT JUICE

are being sold this summer.

Why aren't you making some of this profit?

Order MONTSERRAT now, and let your customers know you have it.

Your wholesaler will supply you.

National Drug & Chemical Co. of Canada, Limited, - Montreal

CANADIAN AGENTS

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There's lots of pastes and liquids marketed to-day under the name of shoe polishes which should be promptly railroaded back to the maker. Because they eat leather as rust eats metal.

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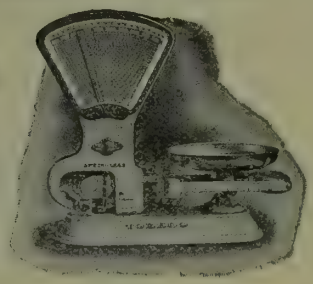
will add to the bank account of a Grocer who instals them. Besides, they please your customers better than the old ones. Let us prove just why you should instal our scales at once!



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There are other Vinegars on the market, but for purity and delicacy of flavor you'll find none to surpass our

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For table or pickling. Get a sample lot—NOW.

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ANNOUNCEMENT

THE J. K. ARMSBY CO.'S

NEW CIPHER CODE

1907 EDITION

The J. K. Armsby Co.'s **New Cipher Code** will be **ready for delivery about August 1st.** It will be completely revised and adapted for use by Grocers, Commission Merchants, Exporters, Importers, Canners, Dried Fruit Packers and kindred trades.

New Style: The new edition will be bound in an adjustable cover of leather, permitting the insertion of revised pages each year and obviating new editions in the future.

Notice: All editions of the J. K. Armsby Co.'s Cipher Code prior to this year **will be retired** from use and superseded by the **New 1907 Edition** on **September 1st.** This becomes necessary on account of the reclassification of contents in the new code. Orders should be placed in advance to insure delivery prior to the retirement of the old edition.

Price $5.00 per copy, prepaid, and $1.00 per year for revisions. Orders must be accompanied by remittance in New York, Chicago, or San Francisco Exchange; Express or P.O. Money Order.

THE J. K. ARMSBY CO.

Armsby Building, SAN FRANCISCO, CALIFORNIA

Retail Merchants in Convention

Eighth Annual Gathering—Met in Hamilton, But Only a Few Delegates Attended—Sixty Per Cent. of the Members Are Behind With Their Fees and in Consequence a Poor Financial Statement was Presented—Those present Were Enthusiastic—Strong Appeal for Support of Organization.

Less than forty delegates assembled in Hamilton last Wednesday to attend the annual convention of the Ontario division of the Retail Merchants' Association of Canada. But neither the association nor the convention is to be judged by numbers. The men assembled were for the most part men of exceptional intelligence and energy, progressive men.

A delegate blew into the closing session from Simcoe and he was pretty hot under the collar. He thought the announcement regarding the convention had been very inadequate. Arrived in Hamilton he had had to ask a dozen times before he had found any one who even knew where the convention was being held. Then it surprised him to find it was being run with open doors. He was G. Williams, a boot and shoe dealer, and can express himself fluently, very much to the point and with gingery aggressiveness. He said they had a pretty good branch of the association at Simcoe, but had been considering for a long while whether to continue with the Retail Merchants' or resolve themselves into a Board of Trade. Finally they had decided to try the Merchants another year, and he had gone out the morning before and collected twenty membership fees to put the branch in good standing. His first impression of the convention was that it did not "cut much ice," and he judged the association accordingly. His mental resolve seemed to be "The Board of Trade for mine." But when he had heard enough of the discussion to get the measure of the delegates he seemed to be satisfied that the association might do after all.

At the opening session, Adam Ballentine, grocer, and president of the Hamilton branch, took the chair, and introduced Mayor Stewart, who, in his plain, hearty way, welcomed the delegates to Hamilton. The mayor was followed by Capt. R. A. Roberston, president of the Board of Trade, who very neatly tacked on the business to the administrative welcome. President H. C. Ellis, Ottawa, then took charge of the proceedings and the convention dipped into business.

Before leaving the platform, Mr. Ballentine suggested as a subject for discussion before the convention closed, the early closing of stores on Saturday night. It would not curtail consumption by a farthing, he asserted, and laboring till midnight and after was a very poor preparation for the enjoyment of the Sabbath. It was the reason why the retail merchants of Hamilton were not present. They could not get young men as clerks so as to be able to get away from their businesses. Saturday afternoons when young men in other lines were going off to enjoy themselves, the grocery clerks were starting in on a hard day's work of 10 to 12 hours. Mr. Ballentine was very much in earnest about it.

A. L. Geen, Belleville, a druggist, president of the Dominion Board, spoke briefly, and Elisha Winters, of Boston, organizer for the Retail Merchants' Association of the United States, talked awhile on lines similar to the address to the grocers on the day before.

An American Leader.

John A, Green, secretary of the National Association of Retail Grocers of the United States, arrived unexpectedly and was very heartily greeted. Mr. Green is the most prominent personality in retail organization in America. He had been expected for the grocers' meeting on Tuesday, but had been unable to get away. His address was listened to with rapt interest, and it is not too much to say it was inspiring. He is a quiet man of retiring disposition and would not go upon the platform, but spoke from the floor of the hall. He is a very effective and fluent speaker. His splendid address appeared in last week's issue of The Canadian Grocer. At its conclusion Mr. Mather, of Stirling, expressed very heartily his appreciation, and moved a vote of thanks to Mr. Green, which was carried with much enthusiasm, and it was ordered that the address be furnished The Canadian Grocer for publication.

H. C. ELLIS, Ottawa, Re-elected President

Finances in Bad Shape.

After luncheon, Treasurer M. Moyer presented his financial statement. It was very far from encouraging. The total receipts for the year amounted to $4,583, and there was a balance of $783, but the salary of neither the secretary nor the treasurer had been paid. Mr. Moyer presented very strongly many reasons why merchants should be members of the association and why they got by organization many times the value of the small annual fee. The statement was referred to a committee to be reported upon the following morning. Out of 5,233 members, Mr. Moyer said, only 2,068, less than 40 per cent., had paid their fees, leaving 3,165 unpaid. The association has now in Ontario 142 branches.

Mr. Watters, of Ottawa, complimented Mr. Moyer upon having presented the first business-like financial report the association had ever had.

Secretary Trowern did not have a report prepared, and President Ellis suggested that hereafter it would be well to have it in writing.

Resolutions.

The secretary then presented a lengthy list of resolutions for consideration.

"That whereas we have prepared by-laws licensing abd regulating pedlars and transient traders and put them into operation in a great many cities and towns throughout the province, and we have found that the act upon which they are based requires amending, that we authorize the legislative committee to prepare the necessary amendments, and that we endeavor to secure the passage of the same at the next session of the Provincial Legislature."

This resolution involved considerable discussion, the result of which was simply to demonstrate the unworkable and tangled nature of the present act. The present act had been amended along lines suggested by the association, and the opinion prevailed that what was now wanted was not more amendments, but a new act. Various delegates reported that their respective municipal solicitors had been befuddled by it. The law provides different treatment for pedlars and transient traders, and sometimes the distinction was not understood. The motion was carried.

"That whereas, there is a clause in the municipal art empowering city councils to put the early-closing bylaw into operation without the consent of the merchants we ask that this clause be repealed."

This resolution came from Ottawa and had resulted from one stage of that city's complicated struggle with the early-closing movement. Now peace reigned and President Ellis, who is from Ottawa, opposed it and it was finally withdrawn. It, however, furnished occasion for an interesting discussion of the early-closing movement. Chairman Ellis stated that the clerks in Ottawa had taken the matter up and circulated a petition on the basis of a six o'clock closing for everyone. The merchants got up a counter petition for seven o'clock. The clerks had won out with the council, it being near election time. Then the struggle turned upon the right of a merchant to withdraw his name from a petition he had signed, and the bylaw was quashed. In the meantime, however, even those opposed to early-closing had enjoyed the practice of it and they were willing to continue closing at six ordinarily and nine on Sat-

urday. This had been confirmed by bylaw and was working out splendidly, the president stated. The question of whether or not a person who signed a petition had the right to later withdraw his name had been appealed and an authoritative decision was being sought in the courts.

Saturday Night Closing.

Adam Ballentine is deeply interested in securing an early Saturday night closing for Hamilton. Business was not, now, he said, in the shape it was a few years ago. Classifications were not so well marked. All grocers sold fruit, many sold fish and meat. It was impossible to define any class of business and an attempt to do so would make the law ineffective. He hoped for a law that would require all places of business, with the exception, perhaps, of druggists, to close at a reasonable hour, especially on Saturday night. It would be a great reform. He thought it would be well to have the whole question carefully considered by a committee.

No action was taken.

"Whereas, railway companies very frequently charge much greater weight on freight bills than the articles really weigh and that we desire this board to take the matter up and lay the same, through our Dominion Board, before the railway commissioners."

Several delegates reported experience corroborative of the stated fact of the resolution. It was carried.

The following resolutions were passed rapidly and practically without discussion:

New Tariff Fault.

That, whereas, under the new tariff regulations, a duty of 15 per cent. is charged on British packings and wrappings, and 20 per cent. on foreign; and, whereas, these wrappings and packages in most cases are almost valueless when they come here and they cost four or five times there what they are worth here; therefore, we ask this convention to instruct our Dominion Board to have some action taken in the matter.

That we request the Dominion Board to look into the registered mail laws and see that we get the same protection from the Dominion Government as we do from express companies in case of loss.

That, whereas, demurrage is charged to the coal dealers on all railway cars that are not emptied within 48 hours, therefore, we think that it is only right that railroads should be compelled to pay the same rate when they hold and detain cars laden with coal for dealers; and we desire that this board request the Dominion Board to call the attention to the Dominion Railway Commission to this matter.

That, whereas, a change is being made in the publication and sale of school books, by the Ontario Government, we, therefore, request them to have the retail price so fixed that price-cutters and departmental stores cannot use them for advertising purposes.

That, whereas, a bill was introduced in the Ontario Legislature by Mr. Gamey to amend the Assessment Act whereby all retail merchants in the Province of Ontario will be assessed on the value of the stock owned by them instead of on the business assessment as at present; and, whereas, it is proposed to exempt all stock that is not paid for and thereby go back to the old syetem, it will, therefore, in our opinion, be unfair to those who own their stock and benefit those whose stock is purchased on credit; and, whereas, the Provincial Board opposed this bill, it was laid over for further consideration.

Department for Business.

That, whereas, no provision has been made by the Dominion Government to keep a record of information to tabulate facts relative to the retail trade of the Dominion, and as the laboring and agricultural classes have well equipped departments and have large sums spent upon them each year, we consider it advisable that our association take such steps as to have provision made under the Department of Trade and Commerce so that the retail interests of Canada can be looked after as well as the above named classes.

E. D. SMITH, M.P., Winona

Mr. Mather, of Sterling, was not clear as to the usefulness of the proposition and Mr. Trowern made it clear.

That, whereas, considerable trouble has been experienced by some retail merchants in employing assistance, we, therefore, request the Provincial Board to prepare and submit to the branches a form for employes to sign that would safeguard the interests of both employer and employes.

That, whereas, the Dominion Government propose introducing legislation to regulate the sale of patent and proprietary medicines; and, whereas, we believe that a well-considered measure would be of benefit to the general public and to the trade, we are also of the opinion that any attempt to place a special tax on any preparation to pay the expense of carrying out such legislation, would be the beginning of perhaps special taxation on other lines of the retail trade; and, we, therefore, ask the Provincial Board to use every effort to oppose this unfair proposal.

That, whereas, if the present Gold and Silver Marking Act should become law it will very injuriously affect the retail jewelry trade of Canada; and, whereas, through the efforts of the Retail Merchants' Association of Canada an extension of its operation was secured for eight months from July 13, 1907, we consider it absolutely necessary that every retail jeweler in Canada should assist the association in preparing proper legislation and securing the same at the next session of the Dominion House.

Against Co-operative Trading.

The following resolution was made the occasion by Treasurer Moyer of an appeal for association support. He asserted that the proposed law would demoralize the retail trade and that it was simply a plan to furnish work for promoters. Such co-operative undertakings would flourish as long as people continued to pay their money in, just as the defunct York Loan had. The resolution was passed as follows:

That, whereas, a bill was introduced at Ottawa at the last session and will likely be brought forward again at the coming session by the Hon. Mr. Monk, asking the Government to endorse co-operative societies and to give them special privileges to the detriment of retail trade; and, whereas, this measure was successfully opposed by our Dominion Board, that this meeting endorse their action and give them every possible assistance if any further attempts are made to have its provisions made law.

The evening was given over to a band concert, which was a rather novel plan of entertainment.

A Musical Evening.

The band concert proved a musical entertainment of extraordinary merit. It was tendered the delegates by eleven of the wholesale firms, Balfour, Smye & Co., Lucas, Steele & Bristol, James Turner & Co., MacPherson, Glassco & Co., W. H. Gillard & Co., the W. E. Sanford Mfg. Co., Coppley, Noyes & Randall, John Lennox & Co., Wood Vallance & Co., Buntin, Gillies & Co., and Tucketts. These firms, in a very nicely printed invitation and programme combined, requested the pleasure of the delegates' presence in the Alexandra pavilion. This is a new roller rink and one of the finest in Canada. It would comfortably accommodate a couple of thousand people. The accoustic properties of the hall are faultless. The brilliant electric lighting was augmented for decoration purposes by vari-colored Chinese lanterns and potted plants decked the gallery railing. A large motto, specially made, read, "Success to you in the great work of lifting your trade to a higher moral plane." The pro-

gramme was furnished by the band of the 91st Highlanders, assisted by Miss Gertrude Stares, Geo. Allan and Edward Pearce. The band was under the baton of H. A. Stares. The programme was as follows :

National Hymn, "O Canada," by the band ; overture, "Oberon," by the band; grand selection, "Gems of Gounod," by the band ; song, "Good-bye," by Miss Gertrude Stares ; song, "Loraine, Loraine, Lorel," by George Allan ; fantasia, "Anglo American," by the band; suite, "Gipsy Girl," by the band ; song, "Angus MacDonald," by Miss Gertrude Stares ; song, "When Thou Art Near," by George Allan ; part song, "Robin Adair," by the Ninety-First Kiltie choir ; Down South, "Descriptive Piece," by the band ; overture, "William Tell," by the band.

Fred. Smye, of Balfour, Smye & Co., was charged primarily with the arrangements, but serious illness in his family prevented his taking the active part he would like to have done, and the duties were shouldered by H. C. Beckett with characteristic heartiness. The retailers of Hamilton found time to get to the concert, even if they could not attend the convention, and there was a large audience, including many ladies. The concert was greatly appreciated and every number, save the last, evoked a demand for an encore.

The Closing Session.

On Thursday morning, the closing session, the remaining resolutions were dealt with. Mr. Watters, of Ottawa, moved a pure food resolution as follows :

That the time has arrived for the Federal Government to enact and enforce a rigorous law to protect the public against impure and harmful foods and drugs, and to deal with misleading or untruthful designating names or statements of composition and to prohibit the manufacture or sale of any such articles and to prohibit the manufacture or sale of any compounds purporting to be and designed to lead the consumer to the belief that they are pure and wholesome representative articles of food or medicine and that the Government be petitioned to establish standards of quality for all spices, condiments, vinegars, baking powders, canned or preserved meats, vegetables or other foods and medicines sold under proprietary or trade names, and to otherwise enforce the intention of the Food and Drugs Act, and that this resolution be placed before the Federal Government and the whole question be dealt with by a committee of our association and the Inland Revenue Department.

The impression prevailed that the situation turned largely upon the question of standards.

Unfair Government Methods.

H. C. Beckett was present and spoke in regard to maple products, holding that the Government authorities were not acting fairly in the matter. A pure sugar syrup, maple flavored, was preferred by many people to the maple syrup. His firm had got in a shipment of maple flavored, but the labels did not bear the word "compound" in conformity with the act. They had had the word printed on separate slips and pasted across the original labels and had submitted this labeling to the Department of Inland Revenue. The officials there had approved this label. Later, officials took samples of the syrup from customers of Gillard & Co., and because of the technical infringement of the law in the labeling taxed the retailers the cost of the analyses, about $9 each, notwithstanding the fact that the department had approved the label. Gillard & Co. were asked to pay, but refused, and with a view to testing the matter, asked the department to sue for the amount. That the department did not do, but collected the fines from the retailers who paid rather than appear in court. Mr. Beckett thought it was not fair for the department to allow a big firm, that was prepared to fight, go, and collect from retailers sums for which they were not legally liable.

Mr. Beckett stated that last year the Wholesale Grocers' Association of the United States had engaged an expert for pure food work and the information gathered was at the disposal of the Retail Merchants' Association for the asking.

The motion was carried unanimously.

To Keep the Home Trade.

The following resolution, intended primarily to combat mail-order business, occasioned considerable talk :

"That our branches should make united efforts to secure all the possible trade in their respective localities and see if some means can be adopted to secure much of the business now going to mail order and other houses."

Mr. Taylor, of Hanover, the mover of the resolution, explained that people in the country often wanted something they felt was not worth going to town for and sent to the mail order house. He thought that if all the merchants in a town combined in their advertising they could collectively retain a good deal of trade that has now got away from them.

Ald. Farrar, Hamilton, said the department store campaign was largely educative. Those houses made large reductions at certain seasons of the year which gave the impression through the country that they were always low in price. But their expenses were very heavy, and he was convinced that the retail merchant who took his discounts could beat the mail order houses by good values, kind treatment, and up-to-date goods.

Secretary Trowern said they were not opposed to the catalogue house as such, but they were opposed to fraud and misrepresentation, and when the law enabled the public to deal with fraud and misrepresentation as they were dealt with in England, the mail order unfair competition would be stopped. In England if a firm made false statements on display cards about the price or quality of goods shown in the windows, anyone could call a policeman, hand him his complaint card and have the merchant appear next morning in the police court there to prove his statements correct.

Mr. Moyer spoke very strongly in favor of educating the farmer along the lines of supporting local merchants. Years ago he had undertaken work of educating farmers in regard to butter. Out of his efforts had grown the present farmers' institutes. The institute meetings were open to merchants and addresses along the lines suggested would, he believed, be productive of excellent results.

Upon motion of Messrs. Trowern and Moyer, the following resolution was passed as a substitute:

That the local branches be instructed to make an educational crusade amongst the farming community, dealing with this important matter.

Partnership Registration.

L. O. Pearson, of St. Thomas, submitted a resolution from his local branch objecting to the compulsory registration of partnerships. It was occasioned because a man looking for an easy way of getting money had laid information against a number of St. Thomas firms who, ignorant of the law, had not registered.

Ald. Farrar, of Hamilton, said merchants, of all people, should respect the law. If a man didn't know it and got into the police court, he should wake up.

The motion was withdrawn.

At this juncture E. D. Smith, M.P., Winona, the pure jam maker, was introduced, and Mr. Trowern told the delegates Mr. Smith had rendered very material assistance to the association at Ottawa. Mr. Smith said, "I will do all I can to advance legitimate and honest trade. He had invited the delegates to take a trolley trip to his farms and factories, and as he went out was heartily cheered.

Fee Remains at $2.

The rest of the session before the election of officers was given over to a discussion of the report of the committee on finance. The committee recommended that the annual fee be raised from $2 to $5. Of that amount $2 was to be remitted to the head office for general expenses and the balance was to pay for collection and go to make up the local funds. The impression prevailed that a $5 fee would kill the association and that the locals did not need as much as $3 a member. It was agreed, however, that the general fund needed $2 per member per year. It was finally decided to make the fee $2, that same to go to the central association and each branch to remain free to levy what sum seemed fit for local expenses. This also throws the onus of collecting the fees and organization work upon the local branches. It also enables any single merchant in a small place to become a member by remitting $2 to the central office.

The Officers.

When it came to the election of officers, H. C. Ellis was unanimously elected president for another year. Adam Ballentine and B. W. Zieman were nominated but withdrew in favor of the young man from Ottawa. Mr. Ellis modestly wanted to retire and give other members a chance for preferment, but when the convention would not have it so he promised to do his best, which, in view of his first year's record, was more than satisfactory.

The other officers elected were: Vice-

presidents, B. W. Zieman, Adam Ballentine; treasurer, M. Moyer; secretary, A. M. Trowern; auditor, F. C. Higgins. Mr. Higgins was re-elected as second vice-president but positively declined.

Trip in the Fruit District.

The invitation of the Galt delegates to hold the next convention there was accepted and June 16, 17 and 18 fixed as the dates.

In the afternoon the delegates and their wives, as the guests of E. D. Smith, M.P., went in a private trolley car the 25 miles to Beamsville through the greatest fruit district in the Dominion, where land is held at the modest figure of $1,100 an acre. The company visited the factory of the Beamsville Preserving Co., which is one of the largest and finest in Canada. Canning of strawberries was in full swing and the grocers were immensely interested. The factory was as clean and sweet as a model kitchen. But what wonder! for everything—floor, tables, trays and kettles—are all thoroughly scoured every night. The visitors saw the entire process, from the washing of the fresh fruit in perfect condition to the final cooling of the tins in pure running water. They then visited the fine large warehouse; saw the handsome new office building under construction, and the large boarding-house for the hands just completed.

On the return journey the company stopped off at Mr. Smith's jam factory near his home at Winona. There the capacity for pure product is seven tons of jam a day and only pure goods are put up. Mr. Smith has met with splendid success in this department of his business. His northwest customers wanted to take the whole of this season's output, but he couldn't leave his trade in the east in the lurch. Each visitor took away a jar of jam as a sample. Before leaving a hearty vote of thanks was passed to Mr. Smith.

VALENCIA RAISINS.

Emilio Monfort, representing Julian Monfort & Co., Gata, Spain, and Liverpool, England, is at present in Canada in his firm's interest. He was in Toronto this week making the acquaintance of the trade here through C. L. Marshall, manager of the brokerage department of the MacLaren Imperial Cheese Co., Canadian representatives of Monfort & Co. Mr. Monfort stated to a representative of The Canadian Grocer that the crop of valencia raisins this year, while a little late, perhaps, today, would be up to the average in quantity and very good in quality. The opening price was about 2s. above that of last year. Before returning home Mr. Monfort will appoint a representative in New York.

S. H. Ewing & Sons, Montreal, have some low price gunpowders on which they will be pleased to submit prices and samples.

Stewart Burton has left for Regina, where he will assume the managership of Cameron & Heap, Kenora, who are establishing a new wholesale house in that city.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

BELLEVILLE.

If there is one class of people in this beautiful City of the Bay who are happy, pleased and contented it is the grocer class, both retail and wholesale. and they have good reason to be contended, according to the statements made to your correspondent by a number of the leading members. They say that it is many years since trade was so good, and the same thing can be applied to all branches of merchandise. The reason for this is certainly seen, and is owing to the increased influx of new citizens into the city. The greatest difficulty at present is the lack of living accommodation. It is no exaggeration to say that in the whole city there are not half a dozen empty houses and the rest of these are being renovated to meet the requirements of the parties who have rented them. New dwellings are being erected in various parts of the city, and at the present rate of increase Belleville's population is likely to be doubled in a few years.

Naturally the grocers, who will always be the first visited, are taking the advantage, and who can blame them for the satisfied but tired look they are wearing ?

* * *

But the housing problem is really a serious question and one that is not to be lightly overlooked. Even the Board of Trade at its last meeting brought up for discussion, "What can be done to provide suitable homes for the many workingmen coming into the city ?" There were various theories advanced, but, of course, nothing further could be done.

It was, however, agreed that it was the duty of the monied men to get busy and invest some of their wealth in building homes suitable for workmen, as they could feel assured that Belleville was on the verge of a boom unprecedented in its history. Some of the men whom the board hoped to reach, instead of building new dwellings, bought up several properties, and by adding a few improvements, increased their rent in some cases 50 per cent. This may be regarded as sharp business, but it is not considered so by the community in general.

The coming in of the big cement works of the Lehigh Portland Cement Company is making things lively here, as many of the men employed in the erection of the plant, which will be when completed, the largest and most up-to-date of its kind in Canada, reside in this city, and many of them are newcomers, and nearly all of a very fine class of people. The works are situated about three miles east of the city, and the company recently purchased a large steamer in Montreal, which conveys the workmen and material to and from this city. At present there are about 300 men of all branches of trade employed, so this will give a slight idea of how the city is building up, and will also provide a reason why the grocer, who helps feed all these people and their families, is happy.

* * *

An important change has recently taken place, of interest to the grocery trade, especially in this district. Washburn Palmer, who for over forty years has conducted the leading grocery store in the village of Campton, three miles north of this city, the nearby neighbor to Corbyville, where the big fire recently destroyed the famous Corby distillery, has sold out his business to Mr. Story, his next door neighbor, who was also a grocer. The latter is an enterprising young man and has been a storekeeper there for some years. He will combine both stores into the one which he conducts at present. This is perhaps one of the oldest villages in Ontario and at present there are living there descendants of the first families, named Canniff, after whom the place was named. Everyone predicts success for Mr. Story.

* * *

Harry Maylor, city traveler for the Wm. Patterson Biscuit and Confectionery Company, has just purchased a handsome residence in the centre of the city. He says he is tired of paying rent. Harry is a member of the Board of Education, and don't be surprised if he is an alderman soon.

T. R. Temilliger, the ranger for this district of the William Patterson Company, who broke his ankle so severely some time ago, is once more able to be around, much to the pleasure of his many friends. In addition to his duties in the interests of his firm, he also finds time to help push along the Belleville fair, which promises to give Toronto a hard run this year.

The local canning factories began operations in this district the first week in July in real earnest. Peas are coming in fast and they promise to be a good crop, despite the poor outlook earlier in the season. They seemed to come on with a rush. This district was without a drop of rain from May 26th until June 30th—over one month—there was good reason for anxiety. From newspaper reports, almost every other part of the country was blessed with copious showers. The canners are looking forward to a good supply of peas, beans and strawberries, while corn does not look so well. Tomatoes also promise well.

The two wholesale grocery firms, Kenny, Walmsley & Co., and John Sloan & Co., report business very satisfactory.

CALGARY.

The retail clerks of this city, and more particularly the grocery clerks, have come to the conclusion that a weekly half holiday should be coming to them, and have prepared a largely signed petition which they will present to the city council asking them to pass the necessary bylaw.

Several of the merchants were prosecuted and fined under the early-closing bylaw this week for keeping open after 6 o'clock.

The trade are anxiously watching eastern tomato and fruit crop reports, as orders for canned fruits and vegetables are now being made up and the rise in British Columbia prices has naturally turned the attention of the merchants towards the east with renewed interest. The demand for these goods in a ranching and farming country such as is comprised in the Calgary district is, of course, very great.

Lots of sunshine and a sufficiency of warm rain has placed the hay and grain crops ahead of last year in spite of the cold, late spring. Fall wheat is from 24 to 36 inches high and the grass growth is luxuriant. Butter is coming in plentifully and of good quality. There is a shortage, however, in the supply of eggs, and the demand has exceeded the supply during the whole season. Farmers do not give enough attention to egg and poultry raising and there is plenty of room for big money to be made in this line.

The commercial travelers of America meet in convention here next year.

Good prizes are being offered during fair week for windows dressed with Calgary manufactured goods, and the grocers of the city are promising to eclipse all the other trades.

The export trade of flour to Japan from here is assuming very large proportions and several large orders have been filled during the past week.

KINGSTON.

Strawberries—strawberries—nice and large! What a joyful sound! No fruit so welcome, but alas, what small boxes! A great many dealers loosen them up and make more boxes. Some dealers carry a stock of pint boxes which are unlawful. Government inspection is a failure; a lot of money thrown away on inspectors who come around once a year. Just about as simple as seal inspection. American boxes hold a full imperial quart, our boxes hold a little over a pint.

When a small boy steals an orange the owner gives chase, yelling stop thief! stop thief! and others join in the race to run him down. But merchants use ways and means to receive and rob people by deliberately giving short weight and measure, changing figures on packages, making X vinegar XXX by the use of a stencil, getting manufacturers of soap and other products to make light weight goods so that they can give trading stamps or coupons. Stop thief! stop thief!

In the long run the merchant who does the right thing will win out. He gains the confidence of the people. That's the secret. The dishonest merchant loses the confidence of the people. That's why he goes to the stone wall. Sometimes inside of it, like some bank managers. Let us all try and do better, for our little systems have their day. They have their day, then cease to be.

In counting up the cash one night, the same as thousands of other merchants do, I noticed a face on one of the bills looking at me and I wondered where I had seen a similar one. Why, yes, that looks like the pickle man, Mr. McDonald, who is great on powdered horse radish. Heinz's, of course. The face was on the right-hand side of the Merchants' Bank five dollar bill, and under it was written H. Montagu Allan, who, when a small boy, used to make little boats with paper sails to carry freight across the pond.

He's now a man of noble gait,
Of steamships he is very fond,
He loads them up with precious freight,
And sails them in a larger pond.

Who owns that beautiful mansion up near Mt. Royal, fit for a king to live in? Look at the lovely garden, trees, shrubs, everything to make the journey from the go-cart to the hearse a pleasant one. Beautiful, beautiful, beyond pencil or pen description. Who lives in it? Why Allan. How did he make his money? On whisky? Not much. He made it on water, salt and fresh.

By the way, what about Kops ale and stout? That don't make you drunk and crazy, and can be sold without a license by any grocer. Will it help the temperance cause or weaken it? Question for debate. File it.

The usual bunch of grocers met on the market square and talked of things in general, and then they talked of hair. Fair-haired Jim took off his hat and so did several others and all heads were as smooth as plymouth rock eggs. The Englishman said he had tried every thing, even Hair's 'air renewer. The bald-headed druggist standing near the group said he had a good English preparation, a sovereign remedy, worth a guinea a dozen and guaranteed to cure thirteen cases out of a dozen. The Irish grocer said, "Ye had better try it on yer own crown first." This was a capital joke and the meeting broke up with three cheers for the Queue or Chinese pig tail.

William McCullough, the faithful employe of Gilbert's grocery, has severed his connection with that store. He may go west, where he will have more room to expand. It does a young man a lot of good to get away from the home circle and run up against the rough edge of western society.

No movement whatever has been made in Kingston yet regarding the half holiday during July or August. Even regular holidays, such as Dominion Day, are only half observed. Two anxious for the dollar, I guess. Our population, according to last directory, has increased 600 during the year and for a population of 22,500, we have about 125 grocery stores.

Joseph Lemmon, Montreal St., is selling off his stock and will either close up or sell out to his son. He is cutting on all his stock, which means a lot of trouble for the grocers in the neighborhood. Seems to me there are better ways of selling stock so as not to injure brother grocers. But everyone don't think alike. Joseph did a large business with farmers and was well thought of. He bought out several bankrupt stocks through the country and disposed of them. He likes variety and change.

LONDON.

The Retail Grocers' Association have won the first round in the little game with the coterie of grocers forming the Niagara Falls excursion syndicate. Last year the latter waited until the association announced the date of their excursion, then they came out with the announcement of the same date for their own picnic, the result being the holding of two excursions to the same place on the same day, but by different railroads. This year the association proved the better waiters, succeeding in tiring out the other fellows, who finally announced Wednesday, the 24th inst., as the date of their event at the Falls. This was what the association wanted, and they promptly followed by announcing Wednesday, the 17th, just one week earlier than the opposition's. Meanwhile, a committee of the association had visited Toronto and made all arrangements for their visit there, and at a meeting of the executive reports presented from all quarters were found to be most satisfactory, and the prospects are that the affair will prove the biggest ever held. Committees were appointed to look after every detail of the excursion, and no pains are being spared to ensure the convenience and enjoyment of those who patronize it. Invitations from Christie, Brown & Co., the Red Rose Tea Co., Cowan & Co., and the Sunlight Soap Co. were read, each company offering to do all in its power to entertain the grocers and their friends when they go to Toronto. It was announced that tickets for the attractions at Scarboro Beach would be given away free on the train on the morning of the excursion. The management of the beach privileges has given the grocers a thousand tickets to sell, but the executive decided to pay for the tickets out of the picnic funds and to give them away as stated. The C.P.R. train conveying the excursionists will leave London at 7 a.m. and Toronto at 8 p.m., but excursionists may return on any regular train the day following. The fare is $2.35 for adults and $1.30 for children. All the grocery stores will be closed on the 17th and open on the 24th as usual, so it is easy to see which of the two is the genuine grocers' excursion. It is likely that the syndicate will go out of the excursion business after this year.

W. T. Merrick, of Toronto, Ontario representative of Rose & Laflamme, commission merchants, Montreal, is in the city to-day calling on the trade. Mr.

Merrick's special line is Malaga fruits. He reports the crop normal and ahead of last year. During his trip through Western Ontario Mr. Merrick found business particularly good. He also notes a demand for a better quality of foreign fruits than in the past.

Berries and early vegetables are now coming in quite freely, which fact, if it does not bring good profits to the grocer, certainly keeps him busy.

INGERSOLL.

Out of the rain and frosts of a backward summer have come one of the finest crops of strawberries that this section has ever known. Large, juicy berries, all of them thoroughly ripened, are now being placed on the market in plentiful quantities. The prices have been about the same as ordinarily for early berries. First quality berries are selling at three boxes for a quarter, but occasionally four boxes are to be had at the same price. The way in which the berries have been brought to the market during the past few days has upset the calculations of all who predicted a short crop. The rains of a week ago did much to develop the fruit, for, as a rule, it is larger than a year ago, and the bright sunshine which followed has ripened them perfectly. It is the general opinion that with a continuance of the favorable weather the crop will be one of the largest in this section in years and that there will be a material reduction from present prices.

With the coming of the strawberries many pleasant functions are held. Strawberry festivals in both town and country are now the order of the day. To the housewife they also usher in a period of activity, and the grocer's thoughts turn to advertising sugar and glass jars for the preserving season.

In catering to a whimsical and exacting public the retailer is confronted with many perplexing problems. Some times it is a very easy matter for a grocer to win a new customer, and at other times it is just as easy for him to lose a customer. Probably in no other branch of the retail trade is so much tact and uniform courtesy essential as in the grocery business. The busy grocer is constantly called upon to fill rush orders and it is in this regard that serious complaints often arise which eventually result in the loss of a permanent customer. Sometimes the fault is entirely with an exacting customer, and again it it due to indifference or partiality on the part of the grocer. Here is one way in which the difficulty is frequently precipitated. The customer, very frequently the bread-winner of the home, walks into a grocery store while on his way to dinner or tea, and, as his time is limited, he wishes as prompt a service as possible. He may be followed into the store by some lady who has remained out late in making her society calls and is anxious to get her purchase and proceed homeward, or it may be someone from the country drives up to the door and they can't "possibly wait" for their order. Here is the dilemma that the grocer or his clerks are placed in. The man who entered the store first has never been given a chance to make known his wants and the grocer or his clerk will often turn to him and say, "You are not in a hurry, Mr. ——, will be with you in a moment." This is where the harm is done. The man's time is just as important, probably more so than that of the customers who have "pushed him to one side," and he cannot swallow the treatment he has received without a grimace. True, there are times when the person who feels that he has a grievance may not be as important a customer as the one who has received the preference, but the old rule, "first come, first served" should not be deviated from if general satisfaction is to be given. The person who once receives this kind of treatment is very apt to think that very little importance is attached to his or her trade, and they will leave the store with the resolve to patronize some other dealer. This is a common experience, as many merchants could testify, and it is a safe prediction that the merchant who treats all his customers with equal consideration is the one that makes permanent customers of them.

It is a matter for regret that enthusiasm seems to be wanting among the members of the Ingersoll branch of the Retail Merchants' Association. When the association was first organized many important matters were taken hold of in a businesslike manner at each regular meeting, which, as a rule, was well attended. Last week a meeting of the association was called for the transaction of important business, and strange to say, no one turned out. The warm weather of the summer months should not be allowed to put a damper on the work of the association. There are many important matters to be dealt with at this season of the year as at any other time, and furthermore, if the aims of the association are to be realized consistent and united action is necessary. The retail interests in a flourishing town like Ingersoll are too important to be overlooked or neglected in any way. The merchants should bestir themselves and make it a point to give the same attention to the meetings of the association as they do to their respective businesses during the day or to their lodge meetings. When they have done this all will share the fruits of successful work.

The merchant who advertises systematically and conscientiously is the one who is usually to the front with the largest volume of trade nowadays. No one will dispute that advertising is the greatest business-getting lever at the present time and the shrewd merchant never loses an opportunity to advertise. It may be over the telephone, with an attractive window, a conspicuous display card, or in the newspaper, but any of these ways will bring business and the merchant who does not rely on any one of them but adopts them all is invariably described as a "hustler" and business is sure to drift his way. To illustrate the force of this contention it would not be out of place to mention an instance that was brought to the notice of your correspondent a few days ago. For some time past potatoes have been fairly scarce and at one time the price jumped to $1.50 per bag. One of Ingersoll's leading stores was fortunate in getting in a large quantity of potatoes at prices which enabled them to sell them at $1 per bag. They asserted their enterprise by so stating in the papers, by a large card on samples of the potatoes at the store door and by another large card on their delivery wagon. The last mentioned card was somewhat of a departure from the many methods of advertising, but it was nevertheless effective. As the wagon visited all parts of the town the potato advertisement was brought forcibly to the notice of many who might not have been down town to see the advertisement at the store or who may have overlooked the "ad" in the papers, and as a consequence considerable new business was gathered in this simple way to the mutual satisfaction of buyer and seller.

The merchant who is sincere and enthusiastic in his business should make it a point to keep the public acquainted with his stock, and especially the fluctuations in prices. There are many legitimate methods by which he can bring new customers to his store for a trial order at least, and it may be that they will remain with him.

The egg situation here remains practically unchanged. The present prices, sixteen and seventeen cents per dozen, are almost unprecedented for this season of the year, and the consumer is naturally wondering what will be the outcome. In orther years at this time the price of eggs has been from a shilling to fifteen cents, but there has been no drop in the price this season for the past two months. The market supply is usually limited owing to the fact that the eggs are gathered up by the traveling buyers. Unless the price soon takes a drop it is safe to say that there will not be the usual amount packed for home consumption this fall.

The Board of Trade will endeavor to bring to the town a large steel plant, which, from what little information has been obtained, it is thought would give employment to about one hundred hands. The probable industry was brought to the notice of the Board of Trade by a communication from Charles L. Bailey, of Toronto, representative of the Jessup Steel Co., and who would like to see his home town expand industrially. The matter was freely discussed by the Board of Trade at a special meeting and the industrial committee will make immediate efforts to secure further information.

REGINA.

The early establishment of a spice mill in Regina is the proposal of a number of citizens of this place, and at a meeting held the other night it was decided to go ahead with the erection of buildings and installation of a plant to cost several thousand dollars.

The meeting was held in the offices of Honeyman, Haultain & Co., agents for the Canada Spice Company, and was well attended by representative citizens. After the proposition had been carefully

discussed and had received general support, a formal resolution was passed committing those present to the establishment of a factory to roast and grind coffee and to manufacture spices, essences, baking powders and other lines incidental to such a business.

The trend of the discussion at the meeting was that no more opportune time than the present will ever present itself for the establishment here of such an industry. Already there are two wholesale grocery firms in the city and before many months are passed there will be at least two more established, for plans have been prepared and the sites secured. There will thus be provided a good market for the product right at the start.

The proposition is that the factory shall employ at least 20 hands and it is proposed to install the most modern machinery, all of which will be run by electric power, with separate motors for each plant. The company will apply for incorporation under the laws of the Province of Saskatchewan immediately, and will capitalize at $50,000.

* * *

Regina has been having a great deal of trouble securing proper spur tracks to wholesale warehouses, but at last a system has been outlined which will provide accommodation for some years to come. Immediately north of the present Canadian Pacific Railway yards several blocks have been set aside as the wholesale district, and there the majority of the firms are erecting their warehouses. Two rows of tracks are being run, one doing down the centre of the block to serve a warehouse owned by Thomas Wilkinson, and which was erected before the comprehensive warehouse scheme was outlined, and the other going through the lane. It is proposed that as the wholesale district grows, this scheme will be extended back through several blocks.

The city council has also contracted with the C.P.R. and J. M. Young for the construction of a warehouse spur through the eastern annex, thus providing accommodation for a couple of warehouses already in use, and more, it is expected, will be erected shortly.

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The much vexed question of providing track accommodation for the H. W. Laird Company's wholesale grocery warehouse, on Dewdney street, has at last been settled by an order of the Railway Commission, although the settlement is not along the lines of that desired by the city. The Canadian Pacific was asked to lay the spur, but refused on the ground that they were not given permission to cross Dewdney St. The Canadian Northern, then, offered to build the spur, as by so doing they would gain possession of Smith street. They built the track, placing a blind end at Dewdney street.

But now the Railway Commission has upset all the plans by ordering the annulment of any former arrangement, and instructing the Canadian Pacific people to build a spur along Smith street, serving the Laird Company's warehouse and crossing Dewdney street.

As the point upon which the city and the C.P.R. disagreed was the crossing of Dewdney street, the order of the railway company is not pleasing to the corporation, although the Laird Company is satisfied, because they get track accommodation.

A new block was started in Regina the other day for R. H. Williams, proprietor of the Glasgow House. Mr. Williams, it is understood, intends moving a portion of his business to the new structure, and it is likely that the grocery trade will be brought around to new quarters.

George Mickleboro: going out of dry goods and men's furnishings and in future will handle only groceries. He has leased the front portion of his building to a banking house, and will carry on the grocery business from his Scarth street store.

F. C. Carrothers, one of the proprietors of the Star grocery and meat market, has been elected secretary of the Retail Butchers' Association, recently formed in this city.

* * *

Wholesale and retail business men in the city are pleased at recent reductions made by the city council in the price of electric current for lighting purposes.

For years the matter of lighting city stores has been one which gave a great deal of trouble, because, although admitted to be the best illuminant, the electric light was too expensive. This week, however, the city council made further sweeping reductions in the prices to be charged, and now in place of twenty cents per thousand kilowatt hours, which was the amount charged two years ago, the merchant pays only eight cents—making a considerable reduction in the monthly expense account of the store.

HAMILTON.

The great retail merchants' convention did not create any great excitement in this city, in fact, the local merchants should feel heartily ashamed of the welcome they gave. Hamilton people are always complaining about excursions and conventions going to other places. Well, when they have the opportunity to give the outsider the glad hand they simply ignore the chance presented.

Now, as to this convention. There were invitations sent out to over 400 merchants, who were right at home and were not asked to spend five cents to help entertain these very worthy delegates from the best towns in Ontario. Seven or eight grocers made up the Hamilton audience for the three days' session of the convention.

The president of the Board of Trade, who keeps a book store, made a brilliant address of welcome and then subsided. That settled his part of it, although he is a member of the Retail Merchants' Association, he made no effort to entertain his confreres. As president of the Board of Trade, a very powerful body in Hamilton affairs, he should have tried to make the delegates feel comparatively comfortable. These delegates are almost all connected with fraternal societies, and when a vote is taken for a convention town they are not likely to forget the frost they got in Hamilton, not for some time at least.

We have one of the prettiest little cities in the world, and it seems a pity that the citizens are not a little more congenial, particularly the merchants, to whom all these things should appeal, both from a monetary and as a hospitable point of view.

Those who visited the convention speak in the highest terms of the manner in which it was conducted, as well as the business transacted, and right here I would like to put in a good word for the Hamilton newspapers. They certainly deserve the thanks of the association for the many kindnesses shown. The meetings were well reported and written up, and they are to be congratulated on the spirit shown.

Mr. Armstrong, of The Grocer, also labored hard under difficult circumstances to make the convention reports very clear to the readers of the paper, and as it was so fully set up in last week's Grocer, I will refrain from making any further comments.

The grocers' picnic is the main topic in grocery circles here. It looks now as if the whole city would close up shop and make it a general holiday. The chairman is the main post and everybody is helping him out.

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Grocery wagon burned. That seems funny. Hamilton street cars are often on fire, but when Peebles, Hobson & Co.'s big van burned up on the street people rubbed their eyes. It must have been a pretty hot box.

* * *

Strawberries are coming in very plentifully, but the price keeps around $2 a crate, so that canning them this year will prove expensive.

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H. G. Beckett, of the Wholesale Grocers' Guild, rather surprised the Hamilton grocers. They did not know what a gifted orator we have in our midst. He certainly deserves credit for his masterly address and it is to be hoped the trade may hear him oftener.

Adam Ballentine, the president of the local Retail Merchants' Association, did nobly in trying to uphold the local welcome, but received little support from the other members.

GUELPH.

Does it pay a grocer to handle fresh fish?

Now a profitable business in fresh fish can be done and not carry a stock all week, as most fish dealers do. By taking orders beforehand and then ordering on Wednesday your fish for Friday, a nice fish trade of from 500 to 1,000 pounds a week can be handled once a week without extra help.

When the clerk goes out for his orders it doesn't take any more time to ask for a fish order, or during the week each clerk as he waits on his customers in the store can ask each one if they would like a fresh fish for Friday. The driver also can keep at it wherever he goes. Get as many standing orders as possible for Friday. We tried it last year and worked up one of the nicest fish trades in Guelph. Then one clerk can come to work at say 5 o'clock on a Friday morning with his old clothes on and put up all the orders and have them ready by seven o'clock, the driver coming with his rig at seven, and the rush is over before your ordinary trade begins. The clerk coming at 5, going home and getting breakfast and clean-

ing up, is on the job again at 8 o'clock. Then just as soon as the fish boxes are empty, nail your covers on and send them back to the station and your fish trade is done for the week. And you don't need to worry about the smell of fish around the store, nor be bothered with people wanting a fish at all times of the day or week and perhaps have to weigh it on the scales you weigh your tea on. A nice little business can be done in fish this way with very little expense.

Whitefish, trout and herring are all that is necessary but once in awhile a halibut or two and other sea-fish can be added, for a change. We did not lose a fish last year and we had orders from all over the city by the best people, and generally got in a few grocery orders along with the fish. The hotel trade in fish is not very satisfactory. They want them at a low price and want too much attention for the price they are willing to pay. The fish trade is not a Catholic trade altogether, as some seem to think, as more Protestant people eat fish once a week than Catholics, as it is a case of choice and a change with them. You don't require any extra ice either, as it can be arranged so that your refrigerator can go a little short Thursday by taking lots in Wednesday and Friday and using Thursday's ice for the fish. One icing is all that is required.

There are a lot of grocers who won't sell fish, but they are not a hard thing to handle during the fresh fish season. The frozen fish are certainly not so nice to handle but you don't need to carry as much in the winter as you do in summer—just enough for one day. That is the benefit of getting the orders first. Then again people come looking for fish just when you are out. They will generally take canned fish and very often give a grocery order also. Every little helps and a good clerk can easily make his own and the driver's wages for the week in one day, which means at the least, $18 per week, and you can generally figure on from 2 to 4c a pound on your fish.

This has been a good week among the grocers in Guelph. The strawberries and pineapples helped the sale of sugar and jars. Strawberries on Saturday brought from 13½c. to 15c. for choice and no large quantities. But to-day the market was glutted and good berries were sold as low as 8c a box.

Jas. Gow, the Ontario Street grocer, had a valuable horse poisoned last week. He had driven up to Penfold Bros.' hardware store, led his horse into the yard and tied it up, but by some means it got loose and walked over to a box of paris green, some of which it ate, with fatal results.

R. J. E. McCrea and Mrs. J. A. McCrea have arrived safely in Ireland, after a pleasant voyage.

Potatoes took another drop here today, $1 per bag being the price.

Walter Grindley, traveler for the R. & J. H. Simpson Company, wholesale grocers, left on Monday for Kilsyth, Scotland, on a visit to his mother and relations in the old land. He will be absent a month or six weeks.

S. E. Wiggins and wife spent Sunday and the holiday in Toronto.

Gregory Foltz has taken possession and is going to run the grocery business on the Elora Road until recently kept by his grandmother, Mrs. McNulty. There is a good opening there, and Greg. ought to do well.

The clerks are all getting in shape to start the Thursday half-holidays, this week being the first. The excursion to Hamilton promises to be a success if the weather is at all favorable. The strawberry season is about over and the grocers have reason to feel satisfied this year, as the prices were about right and no necessity for doing business for nothing. Good berries being bought at 9c. to 10c. and selling two for 25c. is more pleasant than buying at 8c. and selling at three for 21c., as is sometimes the case.

J. C. Hadden, grocer, formerly Lillie & Hadden, is out this week with a nice new painted waggon.

ST. CATHARINES.

The grocery element in St. Catharines appear to be satisfied with the way business is going as they are kept busy from the time of opening until closing, 8 o'clock a.m. and 6 o'clock p.m. Though they claim profits are small in some instances, the contrary is the case in other goods. They take the best possible way of letting the people know that they are alive and ready to serve customers. They are great advertisers and any fresh article received or some new kind of production the people soon know. So many new varieties of breakfast foods are now introduced that the general populace—who like variety—grasp at the newest, which sometimes proves the best relish, and as for displays, each merchant has his peculiar idea. One grocer will have a pyramid of canned goods, another a block of breakfast foods, and again another will have his fountain with early lettuce, radishes and other early vegetables in display. Then again, the live chap has the first grown potatoes at home to let the people know that the Canadian gardener is early with the Irish national dish. Ald. Landis Bradt was the first with the early potato. They only cost two dollars a bushel, and the old chaps, of which there is so much wasted in peeling, were worth one dollar per bushel.

* * *

The grocers have come to the conclusion that there is no reason why they should be at loggerheads about a half-holiday. June was a precarious month, but now that July has come, the stores will be closed each Wednesday afternoon. during July and August. In fact all of the stores, grocery, dry goods, hardware and tailoring establishments, will take the Wednesday afternoons of July and August to amuse and invigorate themselves.

* * *

The annual grocers' picnic falls on Wednesday, July 17th, at Victoria park, Niagara Falls, Ont., when a jolly good time is expected, as usual. Special rates for these occasions are given by the electric railway corporation and the majority of the populace go to enjoy themselves.

* * *

A number of the gardeners and fruit growers take a gloomy view of the prospects for revenue. Strawberries command from $2 to $2.25 per crate of 24 small baskets; cherries are inferior and scarce, though Thomas Beattie, of this city, says he has abundance, and of first-class quality. He shipped his to Toronto, where he expects good returns. He is one of the favored few.

The canners are somewhat alarmed about the tomato crop. The weather at planting was cold and the plants made slow progress; the weather now, though hot in day time, is chilly at night, so they are afraid the frosts will come early enough to destroy the tomatoes for canning. Peas have been in abundance for canning, but their season will soon be over and then there will be a lull for a short time.

* * *

The hay crop, in which the farmers are in the midst of gathering, will be short, except in isolated cases, such as the township of Gainsborough, where it will be more than an average one. New hay was sold on the market last Saturday at $13 to $15 per ton, reminding me that the prospect looks as though it might reach the figure next spring of what it was in 1857—from $40 to $60 per ton. Fall wheat, what little is sown, looks promising. The spring grain is very backward and looks as if the crop will be light.

* * *

Here are a few samples of prices ruling at Saturday's market: Old potatoes, $1 per bushel; new potatoes, $2 per bushel; lettuce, 2 bunches for 5c.; strawberries, per crate, $2 to $2.25; eggs, 22c. per doz.; butter, 23c. per lb.; shoats, five-weeks-old pigs, $5 to $6 per pair; beef, $9 to $10 per 100 lbs.; lamb, $6 to $8 per 100 lbs.; veal, $8 to $8.50 per 100 lbs.; beets, 30c. for dozen bunches; onions, 30c. per dozen bunches; cabbage, $1 per dozen heads; green peas, $1 per bushel; straw, $10 per load.

* * *

A new industry was recently established in the main building of the Roman—or hollow block—establishment. It came from the State of Michigan, and the proprietors did not ask for a bonus. It began operations so quietly that but few people in St. Catharines know of its existence. They manufacture springs for beds, chairs, automobiles, etc., and though few employes are engaged at present, the manufactory is humming and the work turned out appears to be excellent. The other section of the building is used for the manufacture of hollow-block, and a number of houses are in course of erection coming from these works.

* * *

The Board of Trade is becoming very much alive to the fact that frequently it is working against its own best interests by allowing a full report of meetings to be published in the local newspapers. Henceforth it will not divulge more than is politic, this being the gist of a resolution passed at the last gathering. The newspapers not infrequently are unconsciously guilty of frustrating the best efforts of the board to develop the city, for by making public the details of the advantages which St. Catharines is prepared to offer to manufacturers and others who will settle in the city, other municipalities are given the best of opportunities to underbid these inducements and extend others more inviting on the surface, but less substantially profitable underneath.

Two pleasing ceremonies took place on July 1st, when the 57th Regiment, Peterboro Rangers, were on a visit to St. Catharines. The other was the trooping of the colors by the 57th and 19th Regiments, and the raising of the flag at Shipman park, on St. Paul St., at its junction with Ontario street. The other function was at the junction of Queenston and Church streets, when the Daughters of the Empire presented the Veterans' park to the city, and a very handsome flag to the Veterans' Association. The pole and flag at Shipman's park were the donations to St. Catharines by the Sons and Daughters of England.

On July 18th the members of the Veterans' Association will join in pastimes on Queenston Heights with their comrades of the Toronto (1866) Veterans' Association.

PETERBORO.

A serious state of affairs has developed in the shipping facilities between this city and Stoney Lake points, E. F. Mason complains that he has been greatly inconvenienced and has lost business and money through the carelessness of either the Grand Trunk or the Trent Valley Navigation Co.

Last Friday morning Mr. Mason received an order for fruit and general provisions from an old customer at Boschink. He was asked to send it up at once as they had nothing in the house to eat. The order was made up and left on the noon train for Lakefield. The steamer Majestic met the train and, according to a letter received by Mr. Mason a couple of days later, the boat was not permitted to take the goods from the Lakefield station to Boschink on account of the "shipping bills or something" having been lost. The boat went off without the goods.

In the afternoon the steamer Stoney Lake went up the lakes from Lakefield, and they claimed that there were no goods at Lakefield for the party at Boschink. On July 8th a second letter was received by Mr. Mason stating that the goods had not yet arrived and that nothing was known of their whereabouts unless they were still sitting in Lakefield. If so, the fruit is spoiled and Mr. Mason may lose the trade of his customer, who has been with him for so long.

This is a serious matter, not only for Mr. Mason, but for every grocer in the city. If the G.T.R., or the Trent Valley Navigation Co. do not intend to give a better service than this, or if there is any intention to favor the Lakefield or the lake stores against the Peterboro merchants, who have always done a fair business in this way, the Retail Merchants' Association should investigate.

* * *

A movement is on foot among some of the grocers to have a grocers' picnic on the Civic holiday. Since the grocery stores do not close on half holidays during the summer, this idea should meet with general approval. In many cities the grocers hold very successful outings of this kind, and they are joined by all the other business men. The idea proposed is to ask the dry goods and other merchants to co-operate and have one big day on which every merchant and clerk in the city would have a jolly time. There are many very pretty spots around Peterboro where such an event could be pulled off very successfully.

* * *

At the council meeting on Monday night the trustees of the Nicholls estate offered to donate to the city for public library purposes a very handsome building on Simcoe street. The building has a 48-foot frontage and depth of 109 feet, and three storeys high. It is in the very heart of the city and will require very little remodelling to make it a most creditable asset to the city. For years a public library has been needed, and it is very gratifying indeed to the citizens generally to know that they did not have to appeal to Mr. Carnegie, as so many towns and cities have done. The late Mrs. Nicholls left a very large estate in trust for the benefit of the city, and already a hospital, a Y.M.C.A. building, and several beautiful parks have been donated, as well as many very handsome gifts to churches, Sunday schools and other religious causes, and also to charitable institutions. The city council accepted the offer and will start at once to fit and furnish the building for a public library.

NEWFOUNDLAND NOTES.

J. Edens, the Duckworth Street merchant, received a large shipment of new goods by S.S. Annapolis, consisting of New York turkeys, Gonda cheese, Edam cheese, and other delicacies, which he is advertising at special prices. Messrs. Job Bros. & Co. have just received per S.S. Bernicia 5,000 tons best quality salt for the fisheries. This firm is also advertising the sale of No. 1 canned salmon, which is put up under their special brand.

T. T. Cartwright, of the E. W. Gillett Co., Toronto, and J. A. Dolan, secretary-treasurer of Lynch Bros. & Dolan Co., Sydney, Nova Scotia, are doing the west coast in the yacht Pauline. From letters received, both are getting good business. Lynch Bros. & Dolan Co. manufacture ninety varieties of biscuits.

T. & M. Winter have just received a large shipment of "Five Roses" flour for which they are agents in this colony.

C. D. Chetwynd is representing Harvey & Co. on the west coast of Newfoundland, superintending the shipping of fish to the Mediterranean.

Capt. Spencer, of Fortune, is buying fish for N. & M. Smith, of Halifax, on the west coast, making his headquarters at Rose Blanche.

R. & T. Moulton have merged their two businesses into one at Rose Blanche which is managed by Bert Moulton, nephew of the two principals. This firm does a large business.

R. Moulton, M.H.A., of Burgeo, is now in St. John's looking after his many interests.

A. G. Morton, of Burgeo, has just returned home after a business and pleasure trip to England, France, Spain and Italy. He looks well after his trip, which he enjoyed very much, except being carried to Quebec on the C.P.R. steamer, when they promised to land him at North Sydney.

Herring are reported very plentiful along the west coast. The price of dry codfish is very high for so early in the season.

Quite a number of Portuguese vessels are fishing on the Grand Banks. Last year there were two or three, and they had good loads, which no doubt accounts for the large increase this year.

James Keating, of Channel, is shipping a lot of fresh salmon this year to Boston.

(Additional correspondence on page 50.)

OFF TO BUFFALO.

Toronto Retail Grocers Will Take Excursion on July 17.

The Retail Grocers' Association of Toronto will hold their annual outing holiday on Wednesday next, July 17. This year the destination is Buffalo via Niagara Falls, and the party will leave Toronto at 7.30, 9, and 11 a.m., taking the boat to Niagara Falls, and the Michigan Central thence to the Bison City. Last year the crowd was 1,000 strong, but this time no such limitations are placed on the attendance.

It is not expected that the 7.30 boat will be filled to overflowingf 11 o'clock is a more popular hour, and it is a fairly safe prophecy to say that the 11 o'clock boat will be the one most universally patronized. There will be great doings on board. Guessing contests will be hotly contested and prizes given for the successful competitors. There will be seven clear hours in Buffalo and there will be a good time for everybody in the shape of tally-ho drives and "seeing the sights." Buffalo can't show Toronto such a great deal in the way of amusing itself, but it's fine for a change, and the committee have fixed things up so that no one will have any complaints to make when the day is over and everybody comes back tired but happy.

The president of the Retail Grocers' Association is R. B. Snow. F. Thorn, vice-president; Davy Bell, secretary; D. McLean, treasurer. The committee is as follows: J. F. Bond, D. Panter, R. VanLoon, Thomas Clark, F. W. Johnson.

NEW WHOLESALE GROCERY FIRM

Bergeron, Whissell & Company is the name of a new wholesale grocery firm with headquarters at 335a Craig street, Montreal. The new firm is the outcome of the withdrawal from business of N. Quintal & Fils, and is composed of A. Bergeron, W. C. Whissell and J. O. Dandur, all gentlemen of high standing and many years employment in the Quintal Fils firm, and well and favorably known by the customers of the old firm and the business community generally.

OPENING VANCOUVER BRANCH.

The Stimpson Computing Scale Co. have opened another branch in the west, this time at 351 Homer street, Vancouver, where a full stock of Stimpson scales will be carried. Dealers are learning now to appreciate the great savings effected by the use of accurate computing scales, and one result has been to increase very greatly the sales of the Stimpson Computing Scale Co.

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GET ORGANIZED.

The retail grocer will never come into his own in Canada except through organization. The trade must stand together if it is to rise in its own and the public's estimation. There are grocers' associations scattered throughout the country, and these local organizations are invaluable, but their influence is as nothing to what it would be if they were all welded together in one strong national association.

The Retail Merchants' Association has done splendid work in influencing legislation in the interest of the retailer, but it has not met the necessities of the grocery trade's case. John A. Green, secretary of the National Association of Retail Grocers of the United States, delivered a splendid address before the Hamilton convention last week. Every grocer should read that address. It appeared in full in last week's issue.

Mr. Green said: "Nine times out of ten we are our own worst competitor." This is a condition of affairs which organization and co-operation would tend to remedy.

"We're only just beginning to feel our oats," declared Mr. Green. "Just beginning to know we have some standing.

"Through co-operation much better things are in store for the retailer, providing he retains his manhood and preserves his self-respect."

"Loyalty to God means loyalty to association; loyalty to home means loyalty to association."

Mr. Green himself is a large retail grocer in Cleveland, but his heart is in this work for the grocers of America. The Canadian trade has not an organization leader yet. In the meantime, let the local associations go on increasing.

GROCERS' DAY OFF.

In Ontario the coming Wednesday will be the grocers' day off. The London grocers go to Toronto, where they will renew their youth amidst the excitement and hilarity of Scarboro park. The Toronto grocers go to Buffalo, where they will quietly look things over. But the big event is the annual migration of the population from Hamilton and Brantford to Niagara Falls park. This movement of the multitude is superintended by the grocers. The Hamilton members chartered ninety cars, half Grand Trunk and half T.H. & B. They expect 6,000 people. From Brantford at least 2,000 are looked for. This multitude the grocers will feed and they expect to have more than 12 baskets over. The Hamilton association has secured two bands, the 91st Highlanders, and a new organization, known as Rubens'. They have provided a fine list of games, three clowns, step dancing, and a baby show, for which the judges are the mayors of Hamilton, Brantford and Niagara Falls. Wednesday will be a big day of fun in the grocery trade. Here's an appeal for good weather.

PROFITS IN PORK.

The value of the shares of the Wm. Davies Co., Toronto, was raised in connection with a suit in the courts at Toronto last week and some interesting evidence was adduced. A statement showing the dividends paid by the company for 14 years was submitted as follows:

1893	65 per cent.
1894	34 per cent.
1895	44 per cent.
1896	45 per cent.
1897	100 per cent.
1898	120 per cent.
1899	82 per cent.
1900	60 per cent.
1901	27½ per cent.
1902	27½ per cent.
1903	15 per cent.
1904	30 per cent.
1905	41 per cent.
1906	25 per cent.

This looks as if pork packing in Canada had been profitable of late. The company are the largest exporters of Canadian bacon to Great Britain, but they have in addition a very large business in their retail stores in Ontario. They have thirty-two retail meat and provision stores in Toronto alone, and the statement has been credited to the president of the company that in one year when the export business made a loss a dividend was paid out of the profits of the retail stores alone. The question suggested is, do the large profits indicated in the table, an average of over 50 per cent. for 14 years, come from the export or retail business.

NO TAPIOCA.

Tapioca has disappeared from the Canadian market. It seems strange that this can be said of such a standard household article, and, of course, there are a few pounds scattered among the retailers, but a wholesale house wanting to buy it to-day simply can't, and probably won't be able to get it until a month hence, when new arrivals may be expected.

In this connection it is interesting that imitation tapioca has appeared on the English market. The Produce Markets Review says of it:

"There is being offered in London a substitute for seed and medium pearl tapioca. We have examined the samples against genuine medium pearl and seed pearl tapioca, and though the difference in manufacture is apparent, the imitation is highly successful. To the best of our belief, the commodity in question is imported from Germany, and as the product doubtless consists principally of vegetable flours (probably from potatoes), the trade will recognize how serious their position would be with the authorities should these commodities find their way into grocers' shops under the designation of sago and tapioca."

The endeavor to imitate tapioca is a result of the advance in the price of the real commodity in recent years. Tapioca is one of the most speculative articles of commerce. The price got so low that it did not pay for the growing and production fell off. Tapioca costs now about three times what it did a few years ago.

With hay at $15 a ton and oats hovering around 60 cents a bushel, the man who can afford to keep a horse is rapidly coming to be looked upon as a bloated aristocrat.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Canned Salmon—Market excited.
Prune Market—Favors buyers.
Canned Fruits—Going higher.

Montreal, July 11, 1907.

While the month of June was not up to expectations, trade up to the present writing is picking up again, and this, in a way, offsets the poor returns of last month. The demand for articles of luxury continues as before. Collections just now are fair. The continued scarcity of canned lobsters tends to raise prices. Canned salmon is in excellent request, with prices firm. Imported sardines, while also to the fore, are very scarce. The demand for all other lines of canned fish is only fair. Brazil nuts advanced ½c over last week's figures, while Marbot nuts went ½c lower.

SUGAR.—There is a very good demand at present. Prices declined on Tuesday 10c.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 09
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES.—The demand for syrups is again picking up. Molasses, as previously stated, continues brisk. The quality of the crop is much better than the preceding season and this accounts largely for the improved demand experienced throughout Canada up to the present time. Further, retailers report a much larger consumption.

Barbadoes, in puncheons	0 29 0 31½
" " fancy	0 30½ 0 33½
" " extra fancy	0 35
" in barrels	0 31½ 0 33½
" in half-barrels	0 34
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 2½ lb pails	1 60
" 25 lb pails	1 15
Cases, 2 lb tins, 2 doz per case	2 25
" 5-lb. " 1 doz. "	2 55
" 10-lb. " ½ doz. "	2 50
" 20-lb. " ¼ doz. "	2 45

TEAS.—Cable advices quote new Japan teas 1c per pound higher. Very few Japan teas are now to be had under 16c. All other teas are strong at same prices. With the exception of the Japan market, all others are quiet.

Japans—Fine	0 29 0 31
Medium	0 20 0 23
Good common	0 18
Common	0 16 0 17
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 19 0 22
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingsuey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEE.—The trade is quiet just now, with demand only fair.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 08¾ 0 09½
Santos	0 09¾ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS.—A good demand for California raisins and currants has been experienced throughout the week. Prunes are doing well with prices actually below primary markets. This is due to the fact that there are still fair stocks, owing to the warm weather conditions, and many holders are somewhat anxious. The prune situation just now favors the buyer. Stocks of figs are considerably reduced. There is, in fact, very little doing, with all other lines neglected. Nominal prices prevail.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08½ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 15
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ½'s	1 50
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 13
Choice seeded, 1-lb. pkgs	0 11½
Loose muscatels 3 crown	0 09½
" " 4 crown	0 10
Prunes—	per lb.
30-40s	0 09
40-50s	0 08
50-60s	0 07½
60-70s	0 07
70-80s	0 06½
80-90s	0 05½
90-100s	0 05½
Oregon prunes (Italian style), 40-50s	0 08
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07½
" " 90-100s	0 07
" " 100-120s	0 05 0 06½
Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08½
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 03½ 0 09
Amalias "	0 08 0 08½
" 1 lb. packages	0 08 0 08½
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb cartons	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06 0 06½
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 15
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs " " box	0 25 0 30

EVAPORATED APPLES.—There is still a fair demand with stocks low.

Evaporated apples, box 50 lbs	0 09

SPICES.—Market is featureless, with no change in prices.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 15
Nutmegs	0 30 0 55

BEANS.—There is only a fair demand with prices holding well.

Choice prime beans	1 50 1 65
Soup peas, whole, bag 2 bushel	2 25 2 55

RICE AND TAPIOCA.—Rice mills advanced prices 10 cents per hundred pounds for contracts from July 1 to Dec. 31. This advance went into effect last week. This is sure to affect retail prices later. The mills state in their circulars to the trade that prices now ruling are lower than the value on the foreign market, and that they may be obliged to further advance prices within a few weeks. The demand is fair, with staple prices.

The demand for tapioca is fair, but stocks are extremely light and there will be none to be had in large quantities before end of September, when the prices may be a little lower than those now ruling. At present nominal prices prevail. Cables this week from Singapore quote firm prices for July-August shipments, but a shade less would be accepted for July-September, this meaning arrival here of course only about the end of the year.

B rice, in 10 bag lots	$ 10
B rice, less than 10 bags	$ 20
C C rice, in 10 bag lots	$ 00
C C rice in less than 10 bag lots	$ 10
Tapioca, medium pearl	0 09 0 10

MAPLE PRODUCTS.—The market just now is featureless, with price stationary.

Pure maple syrup, bulk, per lb	0 08
Compound maple syrup, per lb	0 05
Pure Townships sugar, per lb	0 07 0 08

CANNED GOODS

MONTREAL.—There is a good demand for tomatoes, corn and peas, with demand only fair on all other lines. Prices are very firm. In canned fruits there is quite a feeling for all lines. Stocks are very low, with prices steady.

TORONTO.—Canned vegetables are going into consumption as rapidly now as a month ago, and while no one is fearing a shortage, a very small carryover is looked for. Prospects for the coming crop cannot yet be definitely estimated, but there are reports of shortage in the plants. Peas, it is reported by the Canadian Canners, will be a short crop. Of corn, nothing is yet known. Stocks of canned fruits have got into very small compass and crops will not be very heavy this year. Peaches are added to the list of scarce articles.

ONTARIO MARKETS.

POINTERS:—
Sugar—10c. lower.
Beans—Firmer.
Tapioca—All done.
Canned Goods—Going fast.

Toronto, July 11, 1907.

The grocery trade is satisfied with the volume of business moving. Things are as active as in June, or more so. The volume of trade in June was not as large as a year ago, but the profits, it is alleged, were larger, and that is the chief end of business.

Sugar gyrated most unexpectedly on Tuesday and some of the wholesale trade had reason to resent it. Canned goods are still in active request, and peaches have been added to the list of scarce fruits, while tomatoes continue to

move freely. Pearl tapioca has become a negative quantity. There is said to be not a pound obtainable in Canada. The prune situation is stronger than ever. Currant prices are firm. Good crops of raisins, currants and figs are promised. Teas continue very firm. Collections are satisfactory.

TEA — Since the opening of the market in Calcutta for new season Indian teas, prices of lowest grades have advanced, on strong demand, from a farthing to ½d. per lb., and the market, both in Calcutta and Ceylon is well sustained for all descriptions. There is nothing new in the situation in Japan since the reported advance of about 1½c. a lb. on medium grades, and practically no business is being done with Canada, values not being attractive in teas intended for the counter at 25c. The history of Japan in the past few years tends to show that Canadian grocers could make larger profits and supply better values to their customers if they would cultivate a trade in Japans at 30c. or 35c. instead of adhering tenaciously to 25c. as the retail price, when good teas cannot be sold profitably at that money.

COFFEE — No important advices are forthcoming regarding the new crop of Santos and Rio coffee, and the market is very quiet. Willett and Gray say:

"The final out-turn of the 1906-1907 Rio and Santos crops together shows 19,654,000 bags, which is equal to an increase over the last crop there of 9,427,000 bags. The increase in the world's visible supplies, however, is just about 6,800,000 bags, the largest ever experienced in a single year. But the figures show that during the past year the world consumed about 13,000,000 bags Rio and Santos coffee, and this in a year when the tendency has been so bearish that all merchants in the interior of the United States and Europe have restricted their purchases to a minimum.

"While the surplus stock of coffee resulting from the 1906-1907 crops is about 7,000,000 bags, the Government of Sao Paulo is taking care of 8,000,000 bags, and of the balance of the surplus, as compared with this time last year, 2,000,000 bags still remain in Brazil (at the seaports). The quantity available to the trade in consuming countries is about 3,000,000 bags less than this time last year."

SUGAR — Last Friday the Federal refinery, New York, reduced the price of refined sugar 10c. This was quite unexpected, but on Tuesday the other refiners followed suit and the Canadian refiners fell into line. On Wednesday, however, the New York refiners put the price up again, and the trade here are wondering what the next move will be on this side. If prices do not rise again immediately to the old price it will be, the trade think, because the refiners fear competition of Scotch beet. Several Toronto wholesalers turned buyers just before the drop, which shows it was not expected. Retail buying is not yet heavy.

The feature of the raw market is the weakness in European beet. This is rather mystifying because thus far this season the price of beet has kept much above the Cuban parity, and now the Cuban campaign is over. At the opening of last week beet was quoted at 9s. 9d., equal to 3.87½ New York, for 96 degrees test. Monday of this week it had receded to 9s. 4½d., equal to 2.61 New York basis, 96 degrees. A decline to 9s. 3d. would be regarded as extreme. The course of the market during the next few days will be watched with interest.

Paris lumps, in 50-lb. boxes	5 15
" in 100-lb. "	4 85 5 05
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 50
Berlin granulated	4 50
Phoenix	4 50
Bright coffee	4 30
Bright yellow	4 35
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10
Granulated and yellow, 100-lb. bags 5c. less than bbls	

MOLASSES AND SYRUPS—Trade is very quiet and prices are unchanged.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38
Corn syrup, bbl., per lb	0 0
" -bbls "	0 03
" kegs "	0 03½
" 3 gal. pails, each	1 60
" 2 gal. " "	1 15
" 2-lb. tins (in 2 doz. case) per case	2 25
" 5-lb. " (in 1 " " "	2 55
" 10-lb. " (in ½ " " "	2 50
" 20-lb. " (in ¼ " " "	2 45
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95

DRIED FRUITS — Currants are strong, both for spot and future deliveries. There is a good crop of valencia raisins; that is to say, it will be about normal, which means considerably in excess of last year. Low prices are not expected at the early part of the season, because the new crop will come upon a very bare market with high prices established for old fruit.

The change in the Canadian duty on figs is in favor of the finest grades against the commonest, so that fine quality figs this year will show better value than anything that could be offered under the previous tariff.

The prune situation is stronger than ever.

Prunes, Santa Clara—	Per lb			Per lb.	
100-120s	0 05				
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	0 07½	0 07¾
80-90s "	0 06	0 06½	50-60s "		0 08
70-80s "		0 07	40-50s 25-lb "	0 09	0 10

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 03½
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 07½	0 08	Vostizzas	0 09½	0 10
Patras	0 08½	0 08¾			

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½ lb
" Fancy	
" Extra fancy	
Valencias, selected	0 09 0 09½
Seeded, 1-lb packets, fancy	0 11 0 11½
" 16 oz. packets, choice	0 10½ 0 11
" 12 oz. " "	0 09 0 09
Dates—	
Hallowees	0 05
Sairs	0 04
Fards choicest	0 09
" choice	0 08½
Domestic evaporated apples	0 09 0 09½

NUTS — Spot business is at low ebb, and interest centres in futures. Recent advices from Europe have not been of special interest. Prices here are steady.

Almonds, Tarragona, per lb	0 15
" Formigetta	6 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 13½ 0 14
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES — Firm prices continue throughout the list.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 45	0 25
Cloves, whole	0 25	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 17

RICE AND TAPIOCA — The present situation is remarkable in that tapioca is absolutely cleaned up in this market and wholesalers report there is not a pound to be had in Canada, and will not be until new shipments arrive, a month or more hence. The price, however, seems to have about reached the limit.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 04½	0 05
Seed tapioca		0 07½
Carolina rice		0 10
Tapioca, medium pearl	0 07½	
" double goat		0 07½

BEANS — The market is very firm and advancing. The recent frost in the growing districts damaged the crops considerably and dealers there are buying back from outside points. And a review of the crop situation will be found on page 54 of this issue.

Beans, hand picked, per bush	1 50	1 60
" prime No. 1 "	1 50	1 55
" Lima, per lb	0 06½	0 07

HIDES AND WOOL — Prices are unchanged.

Hides, inspected, cows and steers, No. 1		0 09½
" " " " No. 2		0 08½
Country hides, flat, per lb., cured	0 07½	0 08
Calf skins, No. 1, city		0 13
" " No. 1, country	0 11	0 12
Sheep skins	1 70	1 80
Lamb skins	0 25	0 35
Horse hides, No. 1	3 25	3 50
Rendered tallow, per lb	0 05½	0 06
Pulled wools, super, per lb	0 24	0 25
" " extra		0 27
Horse hair, per lb	0 28	0 30
Wool, unwashed	0 13	0 14
" washed	0 23	0 24
" rejections		0 18

J. C. Heinbecker, Berlin, has opened a general grocery and provision store in the premises lately occupied by V. George, King Street East.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application.
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto

Wall Papers

Wall Paper Situation Very Encouraging — Canadian Manufacturers Making Big Efforts for 1908.

Urged to greater efforts by the success of last year's designs, the wall paper manufacturers have developed patterns for the 1908 trade which promise exceptionally well. The beginning of June will see many travelers on the road with the new lines. It is almost impossible to enter into a discussion on the new offerings at this date, but another month will unfold the whole range. In anticipation of a greater business even than the present season's, Canadian manufacturers are putting themselves in readiness to meet the utmost demands.

The staple cheap lines do not show any great changes for the coming season. There are the usual number of new patterns, and some good designs rather out of the usual will be shown.

A few years ago mostly all wall papers were imported into Canada. Now, Canadian manufacturers are able to supply goods which in many cases far outdistance imported lines at the same price.

"What a fine, tall fellow your eldest son has grown!"

"Yes, worse luck."

"How's that? I should have thought you would be proud of him. He's only fourteen, isn't he?"

"Yes, but I do object to having his trousers cut down to fit me!"

VALUES
IN
STAUNTON'S
WALL PAPERS
For 1908
All goods 6 yards to double roll

Our Salesmen are offering
THE BEST VALUES
Highest Quality of Materials, Widest Range of Catchy Designs, Color Treatments that Attract Attention, Compel Interest, Admiration and the Desire of Possession
These ESSENTIALS to SUCCESSFUL
WALL PAPERS
are everywhere in evidence in the 51st line of new samples made by
STAUNTONS LIMITED
Makers of Superior Wall Papers
Toronto

Busy Days

It keeps us busy just now looking after orders for

Summer Outing Goods

Most complete line in the city. Be sure and place orders early for

Old Homestead Canned Goods

We handle exclusively this Brand.

S. J. CARTER & CO.
58 McGill Street, Montreal

WE CONTEND THAT
The Busy Man's Magazine
IS the best publication in the magazine line. But don't take our word for it. Read the unsolicited opinions of its subscribers—

"I consider The Busy Man's Magazine the best I have yet come in contact with." Henry Wilson, Toronto.

"It is the most interesting publication of its kind I have ever subscribed to." G. F. Haworth, Toronto.

"There is no better printed in the world to-day for busy men." B. T. Petch, Regina, Sask.

"Your magazine is the best I have ever had the privilege of perusing." S. W. Wynn, Yorktown.

"We would not like to miss the future copies of The Busy Man's Magazine." Ingersoll Packing Co., Ingersoll.

"I am pleased to say that each number is becoming more valuable and interesting." A. B. Musselman, Berlin.

"I am more than pleased with my investment in The Busy Man's Magazine, believing it to be the best magazine I have had the pleasure of perusing." A. B. Burrell, Amigari.

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We wish to give you further proof of the value of the BUSY MAN'S. Send us a postcard, giving your address and we will send you a sample copy.

Bear in mind every timely, interesting and instructive article appearing in any of the current magazines and periodicals appears also in the BUSY MAN'S—a hundred magazines for the price of one.

WRITE US TO-DAY
The Busy Man's Magazine
TORONTO

We are Agents for the following Firms:

Ph. Richard	Cognac	Brandy
Mitchell Bros.	Glasgow	Scotch Whisky
Mitchell & Co.	Belfast	Irish Whisky
Pollen & Zoon	Amsterdam	Gins and Liquors
J. P. Wiser & Sons	Prescott	Canadian Whisky
Piper-Heidsieck	Reims	Champagne
Union Champenoise	Reims	Champagne
Diez Hermanos	Jerez de la Frontera	Sherry
Blandy Bros., M.	Madeira	Madeira
Real Campanhia Vinicola	Portugal	Port Wine
Vigneau et Cambours	Bordeaux	Clarets and Sauternes
G. Oliva et Cie.	Tarragone	Mass Wine
Garrett et Cie.	Malaga	Malaga Wine
Motta et Verez	Portugal	Port Wine
F. Dolin et Cie	Chambery	Vermouth
Morin, Père et Fils	Beaune	Burgundie
Fli Ferrero Ricardo	Turin	Vermouth
Fred Miller Brewing Co.	Milwaukee	Lager Beer
Daukes & Co.	London	Ale and Stout
Source la Capitale	Vichy	Vichy Water
Source la Sanitas	Vichy	Vichy Water
Hiawatha Water Co.	Janesville, Wis.	Table Water
Société Anonyme "Le Soleil"	Malines	Canned Goods
B. Gabriel	Paris	Mushrooms
Clément Obrieux	Périgeux	Potted Geese Liver
Blanc et Fils	Valence	Macaroni and Vermicelli
R. Legall	Nantes	Sardines
H. E. Boulle et Cie.	Marseilles	Olive Oil
Sir Thos. Lipton	London	Ceylon Tea
Mialane et Cie.	Roquefort	Cheese
J. Tourasse	Marseilles	Soaps
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French Pasteurized Fluid Beef Co.	Montreal	Vita

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Laporte, Martin & Co.

Limited

Wholesale Grocers - - Montreal

"Canada's Pride" Canned Goods

We feel proud that our efforts to produce a superior quality of canned goods have been appreciated, which decided us to still further improve our facilites, which we are doing by the addition of two large buildings in which we are installing the very latest machinery for handling Peas in the most improved way, and with our expert help we shall be able to give to our customers a much improved article in peas.

Our buildings, which are open to visitors at all times, are large and well ventilated, having cement floors throughout with perfect drainage; greatest cleanliness being exercised is a guarantee against disease germs of all kinds.

Our system of grading and naming our peas assures consumers that they are getting just what they pay for, as the size of the peas contained in each can is designated on the label.

Give "Canada's Pride" Peas a trial and be convinced that our system is a success.

When placing your orders for this season don't forget that all lines bearing the name "Canada's Pride" are the very best possible to produce and that we feel proud of the reputation already gained, and that we shall in every way protect our reputation and brand.

Napanee Canning Co., Limited

W. A. CARSON, Manager

Representatives: W. Galbraith & Son, Sole Agents Montreal and District; Kyle & Hooper, Brokers, Toronto; Ashley & Lightcap, Winnipeg, Man.

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A BOILER, ENGINE OR MACHINERY?

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PEANUT ROASTERS and CORN POPPERS.

Great Variety, $8.50 to $350.00

EASY TERMS.

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Bed Bug and Roach Killer

The South African Bed Bug or Roach Killer (Registered) is the most effective thing on the market.

Non-poisonous, but sure in results. Thousands of testimonials. Retails at 25c. Is being largely advertised and grocers will do well to have it in stock.

For sale by leading wholesalers

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Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

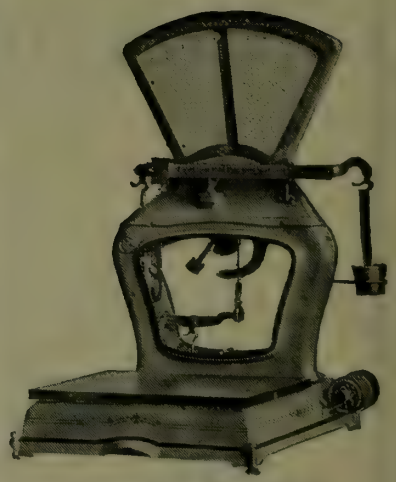
Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL



Scale No. 70

This is an automatic scale with a capacity of 100 lbs. Computing part from 3½ cents to 60 cents per lb.

It has absolutely no springs and is built on the principle of our No. 70 scale—the scale that made the Stimpson scales famous.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET

WINNIPEG, MAN.

HERE'S A PROPOSITION

That Will Interest You

No matter whether your customers buy goods of high quality or low price, they will all be pleased with

Gold Standard Baking Powder

Because the quality could not be better (we guarantee that) and the price is within the reach of all. That's why the sales are universal, making a quick turnover of profits.

BUT HERE'S THE POINT: We are spending a lot of money advertising GOLD STANDARD BAKING POWDER and we want your co-operation.

Therefore we are making a special proposition that WILL PAY YOU BIG to push this article.

It will be worth your while to write for particulars to-day.

The Codville-Georgeson Co., Ltd.,

WINNIPEG, - MAN.

Battle Creek Toasted Corn Flakes

The Flavor that grows in Favor

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg. WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

123 Bannatyne Avenue East **WINNIPEG, MAN.**

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Breakfast Bacon

Buy The Best

MADE BY
FEARMAN
HAMILTON

The Strongest Argument in favor of our Corona Hams and Bacon is the continued increase in their sales.

CORONA
HAMS
AND
BREAKFAST BACON

We have no Retail Stores

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A SURETY OF SUCCESS

The Ryan Brand has been that to hundreds of retailers. The people insist on our

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

because of the recognized purity and wholesomeness of our provisions.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

The cheese market is about on an even keel. There seems to be an easier tendency to prices, but large buyers look for the market to retain about its present position, fluctuating within narrow limits for some weeks to come. Last year's record level of prices seems in a fair way to being maintained on the average. Thus far less cheese has been made this year than last. Receipts at Montreal from May 1 to July 6, amounted to 578,411 boxes, and for the same period last year 652,-937 boxes. But 1907 is about a fortnight behind, and last week's figures show a pace that will soon put the seasons abreast. Receipts last week were 112,843 boxes, against 106,863 the same week of last year.

Exports, however, are considerably under those of a year ago. Last week the exports from Montreal totalled 89,-842 boxes, against 89,538 boxes the week before and 108,681 boxes the corresponding week a year ago. Total shipments from Montreal May 1 were 520,356 boxes, against 649,615 last year.

Butter is comparatively much farther behind in regard to production than cheese, and it is generally accepted that the raw product is more than ever being diverted cheeseward. The receipts of butter at Montreal last week totalled 24,208 packages, against 29,324 a year ago, and the total from May 1 was 132,-509 packages, compared with 204,632 packages last year. The difference in exports is much greater still. The exports from Montreal last week totalled 4,465 packages, against 18,222 the same week in 1906. But the exports the week before last were only 1,779 packages. The total exports from May 1 were only 8,037 packages, as compared with 98,-124 packages last year. The butter market in Canada is firm; supplies of dairy are decreasing and the hot weather has driven the creameries to making solids. Demand also continues active.

THE PROVISION SITUATION

The provision market is again on the up-turn. The Old Country market advanced 1s 6d towards the end of last week That represents about 15c in live hogs. The price of live hogs is still nominally $6.40 as last week, but in reality it is $6.45 and $6.50. Deliveries last week were not over 23,000 and this week are even less. The Old Country now shows the Canadian packer. Quotations for best are about 60s and present cost is 59s 3d to 59s 6d. The improved weather conditions are largely responsible for the better tone of the market, aided by an outlook for somewhat smaller Danish deliveries. While Danish deliveries have kept up, 35,000 to 40,000 weekly, the harvest is approaching and fodder is scarce and high. The latter condition has occasioned some disposition on the part of the Danes to hold their hogs till they get the new crop. While the shortage of grain may decrease their deliveries temporarily, the Danes like the hog business, and they promise an even larger production next year, sufficient, they say, to give deliveries of 50,000 weekly. The consumptive capacity of the Old Country is not increasing at that rate and the increase, if it comes, means simply the displacement to about that extent of some other bacon, Canadian, Irish or American.

Canadian export is now running about normal, say 3,600 boxes weekly.

Domestic trade is very brisk and stocks are in hand to an extent that seems to justify the packers in looking for better prices before the summer is past. The decline of prices in Chicago has made it difficult for Canadian houses to hold their trade in the Northwest, but there is still considerable business in that direction.

The Journal of Commerce on Monday, reviewing the American market, said: "The past week has not witnessed anything of importance in the way of change or activity in hog products. Receipts of hogs early in the week were heavy, especially at points outside of Chicago. The packers supported the market for products, after running in the shorts, as there was no one else to hold it, under accumulating stocks, which showed a pretty good increase for the month. Later in the week receipts turned lighter and then prices of options sagged off, and trading became extremely dull, as packers seemed to withdraw their support as soon as the market would hold itself. Cash trade has been duller even than futures, and prices have weakened more than on options, as there has been increased pressure to sell, with less demand than the previous week. The home trade seem to take little stock in higher prices and seem more inclined to anticipate lower, while the packers own the stocks and have got to hold prices up for their own protection, promising a dull, dragging market for the balance of the summer."

Stocks of lard in Chicago increased during June from 93,060 to 144,138 tierces.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The demand for lard is quiet, especially for compound. Hams just now, while not neglected, are only in fair demand. For bacon the demand is improving. The market at the present time is only in a medium state, with prices holding their own.

Lard, pure, tierces	0 12	0 12½
" " 56-lb. tubs	0 12½	0 12¾
" " 20-lb. pails, wood	0 12¾	0 12¾
" cases, 10-lb. tins, 50 lbs. in case	0 13¾	0 13⅝
" " 5-lb. "	0 13⅝	0 14
" " 3-lb. "	0 14	0 14½
Lard, compound, tierces, per lb.	0 10	0 10½
" " tubs	0 10½	0 11⅛
" " 20-lb. pails, wood	2 10	2 28
" " 20-lb. pails, tin	2 00	2 18
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11⅜
" " " 5-lb. "	0 10⅝	0 11⅜
" " " 3-lb. "	0 10¾	0 11¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 00
American short cut clear		24 50
American fat back	21 25	24 00
Breakfast bacon, per lb	0 15	0 16½
Hams	0 14	0 16
Extra plate beef, per bbl	15 50	16 50

BUTTER—Prices of butter remain the same as week previous. Those paid at the boards varied from 20¼c. to 20⅞c., the latter price being paid for fancy export stocks. So far the demand from England has been very light and the quantity exported is much less than in former seasons. Not much change is looked for in the market at present.

New creamery, choice, boxes	0 20⅜	0 21
" " pound prints	0 21½	0 22
Dairy, tubs	0 18	0 20

CHEESE—The cheese market remains practically unchanged. The prices at the various boards last Saturday were about the same as previous week. The quotations from England this week are slightly in advance of those ruling seven days earlier. The general feeling among the trade is that higher prices need not be looked for for some time owing to the large quantities of this product on the market and also the lack of confidence the English buyer has in taking over large stocks.

Cheese, old	0 15	0 16
" new, large	0 11½	0 11¾
" twins		0 12¼

EGGS—The market just now is easier owing to the continued free supply and on account of the quality during the last few weeks of extremely hot weather not being up to the average. Demand continues good.

Wholesale lots		0 16½
Small lots	0 17	0 17½

HONEY—It is rather early as yet to state what this year's crop will be. This will be known in the course of two or three weeks. There is considerable old stock on hand and this being the case, the prices of new stuff are expected to be lower than the previous season, unless there is any scarcity. The demand at present is normal.

White clover comb honey	0 13	0 14
" extracted tins	0 09	0 10½
Buckwheat	0 07	0 08

TORONTO.

PROVISIONS—Demand for smoked meats is very active. Packers are taking an advance in prices shortly. Lard is easier, due to increased demand. Beef prices continue firm.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 15	0 15½
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 16	0 17
" pea meal	0 16½	0 17
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 00	22 50
Lard, tierces, per lb	0 11	0 11½
" tubs "		0 12
" pails "		0 12
" compounds, per lb	0 09	0 10
Plate beef, per 200-lb. bbl	12 50	13 00

Beef, hind quarters	9 00	10 00
" front quarters	5 00	6 50
" choice carcases	7 50	8 50
" common	6 00	7 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	9 00	9 50
Veal	0 08	0 09½

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

BUTTER—There is a rather slight tone with slightly advanced prices this week. Dairy supplies are increasing since the milk is going more to the creameries, and the creameries are making solids rather than prints. The quality of butter this season has been markedly better than in previous years. The delay in the arrival of hot weather has made what is classed as "bakers'" scarce, but it is expected there will be enough of it from this on.

	per lb.	
Creamery prints	0 22	0 23
Creamery solids	0 20	0 21
Dairy prints, choice	0 19	0 20
" " ordinary	0 18	0 19
" tubs choice	0 17	0 18
" tubs, ordinary	0 17½	0 18
Baker's butter		0 17

CHEESE—Prices here continue about on an even keel. Old cheese is practically off the market.

Old cheese		0 15
New "		0 12
" "		0 12½

EGGS — The market is weaker. Dealers look for fairly steady prices here, but buying prices outside have to recede on account of the increasing shrink. Consumptive demand in the city continues large, but the recent warm weather has already had a noticeable effect. Northern Ontario is taking large quantities.

Eggs	0 17	0 18

HONEY—Prices are nominal.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz		1 50

POULTRY—Business is light. Receipts are in small compass.

Live Weight.

Spring chickens, per lb	0 15	0 20
Old fowl		0 10
Ducks		0 10
Spring ducks		0 15

Dressed weight.

Spring chickens, per lb		0 20
Old fowl		0 10
Ducks		0 10
Spring ducks		0 15
Tom Turkeys		0 12
Hen "		0 14

SELECT AGENCIES.

The firm of Laporte, Martin & Co., Montreal, is the sole agent of many of the most reliable liquor firms of the two continents. Its large volume of business enables it to transact large deals and to secure for its numerous clients the very lowest figures in all lines such as: wines, liquors, brandies, etc., and to supply always the best class of goods for the price quoted.

Gauthier & Roy, general store, St. Jovite, have dissolved.

Victor E. Roberts, B.C. and western representative of Edwardsburg Starch Co., was in Toronto this week on his way to headquarters.

WILSON'S
FLY PADS

Keep a box where it will be seen by your customers, and my advertising will do the rest.
ARCHDALE WILSON, - HAMILTON

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year	$30 00
" " "	6 months	17 00
" " "	3 months	10 00
50 " "	1 year	17 00
" " "	6 months	10 00
25 " "	1 year	10 00

BUSINESS CHANCES.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about $3,000. Address Box 145, CANADIAN GROCER

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

FOR SALE.

FOR SALE—Grocery, crockery and seeds business (dwelling and store also) in a good village east of Toronto; first class farming section; established 22 years; stock, $2,500; annual turnover, $25,000; this is a rare chance to secure a good paying business; satisfactory reason for selling. Address Box 152, CANADIAN GROCER. [28]

A SNAP—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

FOR SALE at a bargain—coffee roaster, fan and cooler. Apply Geo. Marshall & Co., London, Ont.

FOR SALE TO CLOSE ESTATE.

THE old and well established grocery and fruit business of the late S. J. Johnson, of Amherstburg, Ont.; brick block and one of the best business stands in Western Ontario. Apply to W. J. Smith or F. M. Falls, executors of the estate, Amherstburg, Ont. [28]

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

SITUATIONS WANTED.

WANTED — A position in wholesale liquor and grocery; have had experience in both wholesale and retail trade. Box 149, CANADIAN GROCER, Toronto.

Summer Time is Picnic Time

When picnic parties are the rage **Clark's Canned Meats** are in demand everywhere.

CLARK'S

LUNCH TONGUE, LUNCH VEAL LOAF,
LUNCH HAM LOAF, LUNCH BEEF LOAF,
. . . OX TONGUE . . .

are food necessities at every picnic, and the grocer is the man who supplies the demand.

The opportunity now lies before you.
Secure my comprehensive price list.

WM. CLARK, MONTREAL.

O'Mara's Bacon

Quotations cheerfully given by the following

Selling Agents:

J. C. ADAMS	TORONTO
F. M. HANNUM	OTTAWA
McDOUGALL & LEMON	OWEN SOUND
A. E. SILVERWOOD	LONDON
H. W. HOFFMAN	MONTREAL
D. RATTRAY & SONS	QUEBEC
W. S. CLAWSON & CO.	ST. JOHN, N.B.
NICHOLSON & BAIN	WINNIPEG
" "	CALGARY
" "	EDMONTON
C. E. JARVIS & CO.	VANCOUVER, B.C.

O'MARA'S PORK AND PORK PRODUCTS ARE THE BEST

JOSEPH O'MARA

Manufacturer and Exporter of BACON, HAMS, LARD, Etc

Palmerston, Ont.

The Manitoba Canning Co. LTD.

Grande Pointe, Ma[illegible].

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRAND **Preferable**

Saleable TRURO QUALITY BRAND **Profitable**

Truro Condensed Milk Co., Limited
TRURO, N.S.

CEREALS AND CONFECTIONERY

Grain markets were largely in the hands of the bulls, with wheat as a leader last week, but towards the close, better weather conditions in the States caused a slight reaction. This continued Monday and the Chicago wheat market lost about 2c. On Tuesday, however, the tide turned again chiefly on account of unfavorable weather reports from Europe, where the outlook is very unpromising. Then it was thought, too, that the better conditions in America had been more than discounted by the recession.

An English grain expert says that the indications for the European crop point to a total not exceeding 200,000,000 quarters (a quarter represents eight American bushels), and for the non-European crop 190,000,000 quarters. Ideal weather conditions from now to harvest may add 5,000,000 to 10,000,000 quarters to the total, but on the other hand unfavorable conditions could easily reduce the total by fully as much.

Flour is still in very light demand, but prices are firm and too high for export, though there is a good deal of foreign enquiry.

Confectionery.

Pretty nearly every progressive grocery store in Canada carries fine lines of confectionery and the experience of all of them is that it pays. This should be sufficient encouragement for those who are not making a specialty in this line to do so. Like everything else that is to be specialized, it must be well displayed, both in the window and in the shop. An up-to-date silent salesman is almost a necessity. This and some judicious salesmanship and a bright grocer could sell confectionery in a candy factory.

MONTREAL.

FLOUR.—The conditions of the market are healthy. If prices of wheat continue as at present, flour is sure to be advanced. Just now demand is steady, with nominal prices prevailing.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 20
Straight rollers, bags, 90 per cent	1 75	2 40
Royal Household		5 30
Glenora		4 70
Manitoba spring wheat patents	5 10	5 30
" strong bakers		4 40
Five Roses		5 10
Buckwheat flour	2 25	2 30

ROLLED OATS.—Prices continue very firm, with cheaper not to be looked for before new crop arrivals. Demand is only fair. Considering the warm weather, the market is firm.

Fine oatmeal, bags	2 60	2 75
Standard oatmeal, bags	2 60	2 75
Granulated " "	2 60	2 75
Golddust cornmeal. 98 lb bags	1 70	2 00
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 40	2 50
" 80-lb. bags	2 30	2 37½
" bbls	5 05	5 35

FEED.—The market for heavy feed, including mouillie and lower grade flours, continues strong, while for bran the demand is lighter and prices have receded $1 to $2 per ton. Millers are now selling Manitoba bran at $19, Montreal, bags included.

Ontario bran	18 00	19 0
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	24 00
" bran		19 00
Mouillie, milled	23 00	30 00
" straight grained	28 00	30 00
Feed flour	1 35	1 45

TORONTO.

FLOUR—Demand continues very high, but the millers think buying for consumption must soon begin. Prices are

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

Keep in Mind

when you need

Paper Bags, Cotton Twines, Parchment Butter Paper

or any kind of

Wrapping Paper or Butter Plates

We are the **Paper Men** who give you quick service, best goods, right prices.

Douglas & Ratcliff, Limited
30 West Market St.
TORONTO

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL BOLTON, ONT.

NAP. G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

steady. There is some export enquiry but practically no buying.

Manitoba Wheat.		
60 per cent. patents	4 90	5 00
85 " "	....	4 50
Strong bakers	4 30	4 40
Winter Wheat.		
Straight roller	4 25	4 35
Patents	4 45	4 65
Blended	4 35	4 40

CEREALS—Millers report a good demand at unchanged prices. Oat products are in better demand than usual at this season, due the millers say to the high price of wheat.

Rolled wheat in barrels, 100 lbs	2 75	3 00
Rolled oats, in wood, per bbl	....	5 25
" " in bags, per bag 90 lbs	....	2 50
Oatmeal, standard and granulated, per bbl	....	5 55
" " " in bags 98 lbs	....	2 65

STOCKS OF TEA.

The statistics of the tea market warrant the belief that the present high market will continue for sometime longer.

The total amount of stock of tea in bond in London on the 31st of May, 1907, was 72,050,834 pounds. Last year it was, 74,634,386 pounds. The previous year it was, 82,035,235 pounds, thus showing a continued decline in the stocks in the world's tea market, and this in the face af an ever increasing market.

TEA CONSUMPTION INCREASING.

To the Editor of The Canadian Grocer:

I see a most extraordinary letter in your issue of the 4th, signed by George Lewis of George Lewis & Co., Chicago and Yokohama. Much of his advice is good, but when he states that the consumption of tea in Canada and the United States is rapidly decreasing, surely he doesn't know what he is talking about. This gentleman ought to consult the statistics of imports for the last ten years in both of these countries before rushing into print with such a statement. Possibly, as he is apparently only interested in the Japan tea business, and the consumption of Japans is declining, he jumps to the conclusion that all sorts are. Japan tea is destined to move off the face of the earth just like China Congous have, but teas such as we are putting in the "Salada" packages are making headway in all parts of the United States and Canada.

P. C. LARKIN & CO.

CATALOGUE WORTH HAVING.

Stevens-Hepner Company, Port Elgin, manufacturers of all kinds of brushes and brooms, have just issued a handsome catalogue. It is profusely illustrated with half-tone cuts of many varieties of brushes and brooms manufactured. The little book will prove a useful guide to every buyer. The company will be pleased to forward a copy to any dealer upon receipt of a post card, mentioning this notice.

IN TORONTO, TOO.

William H. Dunn, Montreal, will open an office in Toronto, at 27 Front street east, on August 1. From the Toronto office he will represent Cailler's Swiss milk chocolate, Borden's Condensed Milk Co., B. T. Babbitt's soap powder, Enameline stove polish, Geo. Lueders & Co.'s essential oils. Melrose & Co.'s teas, Courtenay's Worcestershire sauce, La Diane French products, and Purity Brand fountain fruit juices.

C. E. Kyle, of Kyle & Hooper, Toronto, is making a short business trip through northern and New Ontario.

W. H. Millman & Sons report large sales for Homestead canned goods, which have attained a good reputation for the short period they have been on the market.

What We Have We Hold

No one, who knows anything about biscuit goodness, would ever dream of disputing the fact that

Perfection Cream Sodas

stand first in the estimation of all economic housewives of good taste. The reputation of

was won in the open market pitted against just as good biscuits as were ever sold. There is a difference between

Perfection Cream Sodas

and all other good quality biscuits —our biscuits retain all their surprising goodness.

Yes, we have reputation, and we'll hold it.

(3-lb. Cards or Tins)

The Mooney Biscuit & Candy Company,
LIMITED

STRATFORD, - CANADA

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

THE BEST BY ACTUAL TEST

It has been proven to the satisfaction of all particular grocers that

McLAUCHLAN'S CREAM SODA BISCUITS

are just as perfect as Soda Biscuits can be baked—and **they hold their goodness.**

McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co.,
A. P. Tippet & Co.

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.

IMPORTANT NOTICE

We beg to notify our numerous customers and friends that we have secured the representation for Canada for the celebrated

Kkovah Jellies,
Custard Powder,
Health Salts

and other well known products of

SUTCLIFFE & BINGHAM
MANCHESTER, ENGLAND

A full stock of these goods will be kept in our Toronto and Montreal warehouses, and all orders will receive prompt attention.

Maclure and Langley
152-154 Pearl Street, TORONTO
Note our new Montreal address
38-40 William Street, MONTREAL

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED
BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kah-lay)

There is no experiment to you in selling the real genuine

SWISS MILK

CHOCOLATE
CAILLER'S

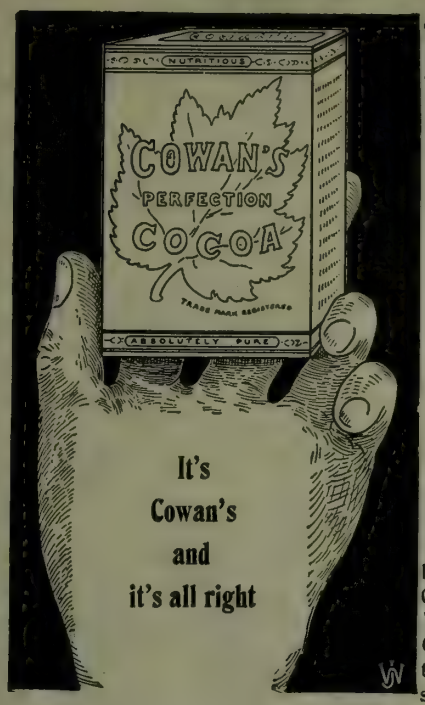
has the sale in Europe, United States and is getting it in Canada—Don't let your customers go to the other store for it. Place a trial order with your jobber or write.

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

The Maple Leaf



stamped on a package of Cocoa or Chocolate is the buyer's Surety of Purity and Quality.

Cowan's Cocoa and Chocolate

are the best by any test on the Canadian market. When you stock Cowan's you stock a trade builder of assured reputation.

The COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

It means a lot for your profit and your customers' satisfaction if

Mott's

"Diamond" and "Elite" brands of

Chocolate

are used.

You can buy them from any jobber in Canada, or

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McLaren, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

CORRESPONDENCE

CHATHAM.

Joseph Barassin, of Harry A. Andrew's grocery staff, was able to be down to the store recently, and hopes to resume his duties this week.

The executors of the estate of the late S. J. Johnson, of Amherstburg, are offering his grocery and fruit business for sale. The business is an old established one.

The Hawkin Milling Co., Limited, of Wallaceburg, recently held a shareholders' meeting, at which a permanent organization was effected. Wallaceburg merchants are largely interested. Mayor Stonehouse, J. W. Husband, A. J. Hawken, Miss F. L. Hawken, and W. M. Drader were elected directors and bylaws were passed. A directors' meeting will be held this week, when officers will be elected. A site has been selected, and building operations will be rapidly proceeded with.

Another transient trader case was up in the police court last week. The offender, Benjamin Brodie, dealt in house furnishings, carpets, linoleums, rugs, silverware, and a long list of kindred household articles, which he sold on the instalment plan, the goods being manufactured out of the city. Brodie didn't take out any license—hence the prosecution. The crown held that the defendant was a transient trader or peddler and, in default of paying a license, was liable under the civic bylaw. The defence contended that the license—$100 per year—was prohibitory, and the bylaw therefore an unjust one.

Magistrate Houston reserved judgment for a week, asking counsel for both parties to send in written argument. He stated that the case rested on the point as to whether or not the cost of the license was prohibitory.

Incidently, Peter Mitgis, the Greek peanut vendor, recently asked the city council for an exclusive license. Some time ago Peter requested the council to advance the license from $15 to $100 for push cart vendors. He now complains that he is being held up by fellow countrymen who threaten to take out lisenses also. He claims that he has bought off several of these already, and that they persist in coming. Another case of King Ethelred and the Danes, presumably. The council could do nothing for Mr. Mitgis, however.

Tuesday night or Wednesday morning, July 2nd or 3rd, a heavy frost visited this section. The exact extent of the damage done cannot be definitely stated. The crops which chiefly suffered were corn, beans, tomatoes, tobacco and potatoes. The bean crop was the chief sufferer.

So far as can be learned the frost was pretty well confined to Kent. Essex appears not to have been affected to any great extent. Vegetable and fruit growers along River Detroit and Lake St. Clair know of no damage, nor do correspondence in the southern part of Essex mention it.

Through Dover and Chatham township, north and west of Chatham city, the frost was particularly heavy. Along the Dover water front and directly along the river, reports indicate that no great damage was done—in fact, the proximity of water seems to have exerted a favorable influence. For some distance south of Chatham, through Raleigh and adjoining townships there was also considerable damage. South of the Ridge the frost was not so severe, and little damage has been reported. Tomatoes have suffered much. Wm. Anderson, a farmer near Botany, lost 5,000 tomato plants, and he was not the only sufferer. Tobacco seems also to have been considerably nipped throughout the county.

Five per cent. of the corn is reported killed outright, and 25 per cent. has been injured. Oats and barley are said to have suffered little, and wheat appears to have been unhurt. Farmers will, it is declared, get 100 per cent. more wheat than they expected six weeks ago.

J. F. Eby, president of the Eby, Blain Co., Toronto, has returned from a two weeks' fishing trip to Trent Bridge. A 14-lb. lunge, with an 8-lb. rod, and an hour's good playing is a sample of the sport enjoyed.

Pride of Canada

Thousands of gallons of this standard brand maple syrup and maple sugar are sold annually.

People are asking for it everywhere. Live grocers meeting this great demand are reaping large profits and are adding to their reputation through the selling of a line that is guaranteed in *purity* and *excellence.*

If you do not handle PRIDE OF CANADA brand maple goods, please let us know.

IT PAYS.

The Maple Tree Producers' Association

WATERLOO, - QUE.

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

Don't Grope Around in the Dark

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer

One Cent Per Word

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

LEA AND PERRINS'

SOLD
BY
FIRST-CLASS
GROCERS
ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.

E.W. GILLETT
COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

☞ Merchants should recommend food-products that are produced in **clean** factories.

Weekly Price List

Issued at Toronto every Saturday

FRUIT NEWS

Canadian Berries are now arriving in quantities. Do not look for very low prices.

BANANAS

Can recommend you to order 5 or 10 bunches, shipped green—loose.

LEMONS

Continued warm weather will have a tendency to raise prices.

FRUITS

From California, direct cars. Fresh daily. Send us your orders; will bill at lowest prices.

McWILLIAM

Mc. AND E.

EVERIST

25-27 Church St., TORONTO

The Summit of Excellence

St. Magnus

Sweet Pickle

(Fruits and Vegetables)

stands alone as the

PATRICIAN ARTICLE

of the Pickle World

Imperial Pints and Half Pints

Glass Stoppers

Fancy Picture Labels

Quotations of

ANDREW WATSON

91 Place d'Youville, - Montreal

Proprietors,

FRED^K. FISHER & SONS

St. Magnus House,

LONDON, - ENGLAND

FRUITS, VEGETABLES AND FISH

Lemons Firmer and May Go Higher—Melons a Hard Proposition for the Fruitman This Year—Last Car of Florida Pines.

Lemons have taken a turn upward, but the market is unlikely to be seriously affected yet awhile, unless the thermometer suddenly rises several degrees. At present the feeling is very firm, and dealers are preparing for a rising market and advising their customers to that effect.

Melons are not in very plentiful supply. This is not because there is any shortage in the crop, but because the price at which they must be sold in this market to net the dealer his profit is so high as to be almost prohibitive. Melons are a hard proposition for the fruit dealer this year. The duty, which formerly was about 25 per cent. on the value of the consignment, has now been raised to 3 cents on every melon that crosses the border. This makes the fruit a luxury by the time it is laid down here, for the duty is the same, no matter whether it is a large water melon or a small-sized cantaloupe. This change in the tariff was made ostensibly in the interest of the Canadian grower, who claimed that his rights were being infringed upon, and his market stolen under his nose. As a matter of fact, there is quite a break between the end of the American crop and beginning of the Canadian, and the Canadian grower is not affected much one way or the other.

What will probably be the last full car of Florida pines arrived this week. The pineapple crop has not been satisfactory, either from Florida or Cuba. The general sizes have ben small, and partly as a result of this, the demand has been curtailed in comparison with other years.

Dealers are experiencing great difficulty in getting a sufficient quantity of good tomatoes to meet the demand, which continues unchanged. It looks as though stocks are getting cleaned up.

MONTREAL.

GREEN FRUITS—Market at present writing is firm, with very small offerings, owing to the scarcity of choice fruits. Next week, however, is expected to bring forward more liberal shipments. The demand for all fruits is better than ever. Cocoanuts advanced.

New dates, per lb	0 04½	0 07
Bananas, fine stalk	..	2 00
" jumbos	2 25	2 50
Cocoanuts, per bag	....	4 00
Pineapples, crate	3 50	4 75
Apples, bbl	....	8 50
Lemons	3 75	4 50
New lemons	3 00	5 50
"	3 60	5 00
California oranges	3 00	5 00
Jamaica oranges, per bbl	4 75	5 50
Sorrento oranges	....	3 50
Messina oranges	....	4 25
Strawberries, quart	0 09	0 10
New figs, per lb	0 08½	0 12
Florida grape fruit, box	....	7 50
Limes, crates	....	1 00
California cherries, 10 lb. box	2 75	3 00
" grape fruit, half box	....	5 00
" peaches, box	2 25	2 50
" apricots, box	2 25	2 50
" plums, box	2 50	3 00

VEGETABLES—Local goods are now on the market and are meeting with marked favor with demands general. No changes in price took place over figures ruling last week.

Parsley, per doz. bunches	0 35	0 40
Sage, per doz	....	0 60
Savory, per doz	....	0 60
New cabbage, crate	....	2 50
Florida tomatoes, crate	5 00	6 00
Turnips, bag	1 25	1 50
Green beans, basket	3 00	4 00
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 25	0 40
Boston lettuce, per doz	....	0 50
Asparagus, doz. bunches	4 00	6 00
Radishes, doz	0 10	0 15
Spinach, per box	....	1 00
Cucumbers, per doz	1 00	1 25
" basket	3 25	3 50
Parsnips, bag	1 25	1 50
Potatoes, whites, per bag	1 20	1 25
New potatoes, lb	....	0 03½
" " bbl	....	4 00
Jersey sweet potatoes, basket	3 75	4 00
Egyptian onions, lb	0 02½	0 03
New beets doz. bunches	....	0 60
Carrots, bag	1 75	2 00
New carrots, doz. bunches	0 40	0 60
Mushrooms, lb	....	0 85
Horseradish, lb	....	0 15
Rhubarb, doz. bunches	0 15	0 25

FRESH AND FROZEN FISH—Salmon is now plentiful and price is lowest of the season. These fish are in excellent condition, coming direct from the gulf each day. Mackerel are scarce, in fact, none are being taken now, as the fish have moved off the coast. Haddock and cod are in full supply, but brook trout are practically out of the market, as the continued warm weather, throughout the past week, has curtailed the fishing. Halibut is firm with prices nominal.

Demand for haddies has fallen off, owing to the warm weather. Stocks are in fine condition in lines of boneless and prepared fish.

Demand for salted and pickled fish is good. Quite a feeling has been experienced for Labrador salmon and sea trout in barrels and half barrels. All other kinds are now neglected. A few changes in price took place as follows:

Fresh and Frozen Fish.

Haddock, express, per lb	....	0 04
Halibut, express, per lb	....	0 08
Mackerel, "	....	0 10
Dore, "	....	0 11
Smelts "	....	0 08
Steak cod, lb	0 05	0 06
Brook trout, lb	....	0 22
Market cod, lb	....	0 04
Pike, lb	....	0 06
Lake trout, lb	....	0 10
Grass pike, lb	....	0 08
White fish, lb	....	0 10
Gaspe salmon, lb	....	0 11
Flounders, lb	....	0 10
Smoked and Salted—		
New haddies, boxes, per lb	0 08	0 09
Kippered herring, half boxes	....	1 00
Smoked herring, per small box	....	0 11
Yarmouth bloaters, box	....	1 10
Prepared and dried—		
Skinless cod, 100 lb. cases	....	5 50
Boneless cod, 20 lb. boxes	....	0 06
Boneless fish, 20-lb. boxes, bricks	....	0 05½
Boneless fish, 25-lb., boxes, per lb	....	0 04½
Shredded cod, 2 doz., per case	....	1 80
Oysters—		
Standards, bulk, per imp. gal	....	1 50
Standards, Imp. qt. tins, sealed	....	0 40
Pickled fish—		
No. 1 Labrador herring, per bbl	....	5 00
" " per half bbl	....	2 75
No. 1 N.S. herring, half bbls	....	2 50
No. 1 sea trout, 100 lb. kegs	....	5 75
No 1 sea trout, 200 lb. bbls	....	10 [illegible]
Labrabor salmon, in bbls	....	14 00

TORONTO.

FRUIT—This is the weather for fruit, and Ontario is beginning to respond to the call. The local berries are now arriving in full supply and most of the

stock is of fine quality. Some cherries are coming in, and indications point to a good crop of this fruit from Ontario. With continued hot weather, Verdilli lemons are expected to jump forward. They are somewhat firmer this week

Oranges—		
Late Valencias (California), extra fancy, 96's	4 25	4 75
" " " 176's	4 75	5 00
" " " 150's		
176's, 200's, 216's	5 00	5 50
Late Valencias (California), fancy, 96's	4 00	4 25
" " " 126's		4 50
" " fancy, 150 176, 200, 216		5 00
" " " 250's		4 25
" " " 288's, 300's		4 00
Bloods, 80's, 100's, 150's, ½-boxes	2 75	3 00
Ovals, 80's 100's, 150's ½ boxes	2 25	2 50
Sorrentos 200's 300's	3 50	3 75
Lemons, Verdillis, 300's	5 00	5 50
" " 2 s 300, 360	4 25	4 75
" Messinas and Sorrentos, 300's	4 25	5 00
Pineapples, 30's, per case	4 00	5 00
" 36's, "	4 00	4 50
" 42's,	3 00	3 75
Bananas, Jamaica firsts, per bunch	1 50	2 25
Bananas, jumbo bunches	2 00	2 50
Strawberries, Canadian per qt	0 08	0 11
Cherries, Canadian	1 25	2 00
Cantaloupes (California), per crate		8 00
Limes, per crate		1 00
Watermelons, Florida, each	0 40	0 45
Gooseberries (Canadian), per basket	1 00	1 25
" " per crate of 48 to 51	7 00	7 50

VEGETABLES—Potatoes have not taken the rise that the dealers were anticipating. Stocks still continue to arrive but less plentifully, and it is thought that Delewares are about all in. All Ontario vegetables are in better supply, consequent upon the warm weather, and the outlook on all sides is exceedingly bright. It is difficult now to obtain good tomatoes in any quantity.

Potatoes, Delawares, per bag	1 05	1 15
" Ontario	0 95	1 05
New potatoes, per bbl		3 50
Onions, green per doz		0 15
" Egyptian, 110-lb. bag	4 00	4 50
Cabbage, new Canadian, per case	2 50	2 75
Beets, new, per doz. bunches		0 60
Carrots, Canadian, per doz bunches	0 40	0 50
Carrots, new, imported, per box		2 25
Lettuce, Canadian leaf, per doz. bunches	0 25	0 35
Spinach, fancy, per bush	0 40	0 50
Radishes, Roseland, per doz	0 25	0 30
Cucumbers, hot house, per doz., fancy Boston		1 10
" per hamper	2 50	3 25
Beans, green, per bushel		2 50
Green peas (Canadian), per basket	0 45	0 60
Tomatoes, Texas, 4-basket crates	1 35	1 60
Parsley, per doz		0 25
Asparagus, per doz	0 75	1 00
Rhubarb, per doz	0 30	0 40

FISH—The demand for fish is quiet and unchanged, and prices remain as they were last week. Fresh fish is none too plentiful this year, and dealers are having some difficulty in obtaining a sufficient quantity of several lines.

Perch, large, per lb	0 06	0 06½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb		0 10
Whitefish, winter caught, per lb	0 07½	0 10
Haddock, fresh caught, per lb	0 0.	0 07
Herring, per 100 count		1 50
" medium, per lb	0 06	0 07
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 17	0 18
Trout, fresh, per lb	0 08½	0 09½
Ciscoes, per basket	1 00	1 25
Finnan haddie, per lb.—fresh cured		0 18
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 07	0 08½

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS
Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

300 Bags French Peanut Kernels
Prices and samples on application.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

We are the largest receivers of
California Fruit
Peaches
Pears
Plums
Bartlett Pears
Full cars arriving daily.

FLORIDA PINEAPPLES.—We have two more cars this week, which will wind up the season.

LEMONS, LEMONS, LEMONS
Finest Verdillis.

WHITE & CO., Limited
TORONTO AND HAMILTON

ROOM ABOVE
"There's always room on top," it is said, and in Lemons on top and alone stand
TRACUZZI'S "ST. NICHOLAS" and "HOME GUARD"
W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

FRUITS AND VEGETABLES
We are in touch with the leading shippers and can supply **the best at closest prices.**
J. R. CLOGG & CO., *82 St. Antoine St., MONTREAL*

YOU ALWAYS GET THE **BEST GOODS**
obtainable when you send your orders to us. We have arriving daily

FRESH ***Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.***

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON
Established 1861 ***Guelph, Ont.***

THE GREAT PACIFIER

between the retail merchant and his grouchy customers is the adoption of the

Allison Coupon Books

It's mighty hard for a man to pick a quarrel with you about his account when he always pays as he goes---and that is exactly what he does when you use the Allison System---he pays you in coupons just as he would in cash.

For sale by the jobbing trade everywhere

Manufactured by

ALLISON COUPON CO.,

Indianapolis, Indiana.

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters —Wholesale only

Halibut, fresh caught	0 08	0 09
Shredded cod, per lb		0 [illegible]
Shredded cod per doz		0 90
Flounders, per lb		0 05
Halifax fish cakes, case		2 40
Live lobsters	0 17	0 18
Mackerel, each	0 16	0 20
Bluefins, small white, per lb		0 06½

NO CARRY OVER.

Canned Goods Will Be Cleaned Up—An Unusual Situation.

One of the members of the National Wholesale Grocers' Association, in conversation with several other wholesale grocers in the lobby of the auditorium annex at Chicago, during the course of the convention, said in regard to canned goods :

"For the first time in many years there is no carry-over in peas, beans, asparagus, berries, lobsters and apples, with the chances favoring a complete cleanup of salmon and tomatoes. This is a most unusual situation. Even canned corn is in much better position than jobbers anticipated a few months ago. The retail trade has a better assortment of canned goods than the jobbers, and although there is a temporary scarcity of some articles in first hands, no trouble has been met by retailers in meeting the demands of consumers, who, when an article is scarce and high in price, have a fashion of abandoning its use, or else economizing to an exceptionable degree. It is this fact that speculators and the engineers of corners fail to take into consideration, and which fact explains their losses.

"The natural economies of the consuming public, so far as the grocery business is concerned, have not been shown to any appreciable extent as yet. In point of fact, there has been no marked falling off in general demand for the staple articles. We are short of goods, both canned and fresh, and even though prices are high, consumers must have them.

"The past year has demonstrated the fact that this country requires a production of 8,600,000 cases of tomatoes to cover actual requirements ; 4,500,000 cases of peas ; 3,200,000 cases of salmon, and at least 9,000,000 cases of corn. With the exception of the latter article there is now no carry-over of these staple articles. The stock of fruits being exhausted, and crop indications being unfavorable, it is impossible to pack enough to meet the demand. The outlook is that during the early part of 1908 there will be a greater scarcity of canned goods than now exists. I make the prophecy that next spring we will see a much greater depletion than now exists.

"I believe, however, that even with the unprecedented conditions that now exist in most of the staple commodities, the grocers watch credits, to avoid over stock, to act conservatively and keep out of new ventures and go on feeding 84,000,000 with good appetites, without embarrassment of any sort."

BEAN SITUATION IN KENT.

A few days ago the outlook for the bean crop in Kent was most promising. A harvest of over 1,000,000 bushels was expected from this and adjacent counties. The heavy frost of July 2nd has considerably nipped these expectations. At the present writing it is impossible to speak absolutely regarding the damage. The reports at first received from the territory adjacent to Chatham were brief and explicit enough.

"It's finished the beans," was the word everywhere.

Later reports are more favorable.

So far as can be learned, the situation is about like this. Twenty-five per cent. of the entire bean crop has been destroyed. In a great many fields the beans are entirely killed, and the farmers are pulling them up. In other sections, the crop is injured anywhere from 10 to 50 per cent. Unconfirmed reports have been received to the effect that the crop is badly nipped in the vicinity of Highgate and along the line of the Pere Marquette ; but nothing definite has been heard as to this. South of the Ridge, which is a great bean-growing district, reports state that the frost was not so severe. A report from Thamesville and adjacent territory is to the effect that beans in that vicinity will now be only half a crop. There was a large acreage and they looked most promising.

Many farmers are reported to be replanting their beans. Whether or not this move will be successful depends largely on the weather. If there is enough rain in the next few days to bring them up, and if the frost holds off till late in the fall, those who replant may harvest a fair crop. If, however, the dry weather continues another ten days, the late planting will be a failure. Anyway, smaller beans may be looked for from the replanted crops.

In view of the shortening of the crop as a result of the frost, an effort seems to be in progress to corner the bean crop. Local dealers are reported to be buying back from the eastern men, and there is every indication that the report is correct. It has been stated that in all probability beans this year will soar to $2 per bushel, and this prophecy may not be far wrong.

J. P. Elitier, grocer, of Montreal, assigned, and his assets were sold on June 28th.

SALT

Constantly receiving New Stocks.
All lines.

VERRET, STEWART & CO.
LIMITED
MONTREAL

The Best Food for Warm Days

IS

"Halifax"
"Acadia"
OR
"Atlantic"
Prepared Codfish

There is nothing more healthy and few things as delicious.

Look for this Sign

Sole Packers

Atlantic Fish Companies,
Nova Scotia

AGENCIES

A. H. Brittain & Co., Montreal — Stuart, Watson & Co., Winnipeg — Chas. Milne, Vancouver

EDMONTON
WAREHOUSE SPACE
TO LET

Best Storage in the West

One or Two Flats

Suitable for wholesale house or light industry, on spur track in wholesale section.

Shipments received for Storage or Distribution.

NICHOLSON & BAIN
DRAWER 42
EDMONTON, - ALBERTA

We are now packing the

"FAMOUS BRUNSWICK BRAND"

SARDINES,
CLAMS
SCALLOPS
AND
FINNAN HADDIES

We guarantee every tin we pack
Yours respectfully,

Connors Bros., Limited
Black's Harbour, N. B.

GROCERY NEWS OF NOVA SCOTIA

Freight Handlers' Strike for Higher Wages—Fish Prospects Bright—North Sydney Potato Dealers Looking to Maine for Supplies.

Halifax, July 8.

Business has suffered very severely and merchants have been greatly handicapped as a result of the railway freight handlers' strike last week. Over one hundred cars of freight were in the railway yards waiting to be unloaded, and the sheds are filled with goods.

After the strike had been in progress two days and as there were no signs of an early settlement, the Board of Trade met and passed a resolution, copies of which were forwarded to the railway authorities, urging that the men be granted the increase, pending the decision of the conciliation board, which they suggested, should settle the dispute. Several of the merchants who had goods to ship on urgent orders, sent them across to Dartmouth by water, and shipped from the station on the opposite side of the harbor. One dealer shipped over a hundred barrels of sugar in this way.

End of the Strike.

The fruit dealers experienced great difficulty in getting possession of their shipments, and early in the week they suffered considerable loss, as orders from outside points for fruit for the holiday could not be sent forward, owing to the strike. The men returned to work on Saturday, having agreed to accept a settlement of the wage question by a board of conciliation.

The Produce Markets.

Potatoes — New American potatoes have arrived on the market. The quality is very good, but the price is high, $1.50 per bushel.

It is expected that the old potatoes now on the market will take a drop in price.

BUTTER—The decline in the price of butter continues, but very slowly. Dairy tubs range from 21c. to 22c., and creamery boxes from 23c. to 24c.

EGGS—There is only a light demand for eggs, which are now quoted at 17c. It is reported that eggs can be bought on Prince Edward Island for 14½c.

BEANS—Telegrams received here state that the bean crop in Chatham and Ridgetown, Ont., have been damaged by frost, and that all offers have been withdrawn.

FISH—Emile Poirier, mayor of St. Pierre, Miq., was a visitor to Halifax last week. He says the French fleet is making good catches this season, and that the outlook in the colony is very bright. Prices rule high, as much as 25 francs, ($4.75), being obtained for green fish per quintal.

The run of spring mackerel is about over on the Nova Scotia coast, and the shore fishermen have had a prosperous season. One Halifax dealer purchased over one hundred thousand fresh mackerel, and he shipped over half of them to the American market. The venture proved a losing one, as the price in Boston dropped before the fish reached the market, and it is stated that he lost $2,500 as a result.

Buying American Potatoes.

As a result of the scarcity of potatoes, and the almost prohibitive price asked by the dealers in Prince Edward Island, North Sydney merchants last week wired for a large shipment of potatoes from Maine. It is said potatoes in Maine are sold at such a figure that they can be shipped to North Sydney and after paying twenty cents duty, and about eighteen cents per bushel freight, the merchants can sell them at a much lower rate than that asked by the dealers at the wharves at North Sydney. The action of the dealers or farmers in P. E. Island in placing such prices on potatoes and other farm products has caused dealers in the Sydneys to make enquiries in New Brunswick, Nova Scotia and even Quebec, as well as Maine, as to the possibility of purchasing farm products. The result has been that next year shipments to Cape Breton, from P. E. Island, will fall much short of those made during the past few years.

Death of Old Retailer.

Philip B. Hire, who formerly conducted a large retail grocery business in Halifax, died in Boston last week, aged 62 years. ,When in Halifax he was considered to be one of the best men in the business, being thoroughly conversant with all the branches of the trade.

* * *

The first commercial traveler's license taken out under the new Liquor License Act, in Halifax, was issued last week to D. O. Roblin, of Toronto, through the firm's representative, H. McCroden.

A SOUTHAMPTON STORE AND ITS ENERGETIC OWNER

The gentleman who has taken up such a debonnair pose behind the counter of the interior shown in the accompanying cut is B. A. Belyea, who owns and personally conducts a flourishing general store business at Southampton. Mr. Belyea has been busy on the same old stand for thirty-seven years, and his store has naturally become one of the landmarks of the town.

B. A. Belyea, in His Store at Southampton.

During the summer months Mr. Belyea is to and fro from daylight to dark, looking after customers, superintending every last detail of method and arrangement and generally leaving his clerks little opportunity to discuss the races or wonder how near it is to closing time.

He has been burnt out twice. These misfortunes, following hard on one another, might have had the effect of driving out of business a man less full of optimism and courage. The effect on Mr. Belyea was to make him build a better store each time.

He is possessed in a rare degree of that invaluable faculty of retaining a youthful spirit in the midst of middle-aged cares. He never worries, and as a result, never seems to grow older. There isn't a detail of store management or window dressing upon which he is unable to talk intelligently and instructively, and what he preaches he puts into practise in his own business. His windows are always among the best dressed in town.

Gifted with the sunniest of smiles and the warmest hand-shake that ever gladdened a traveler's heart, it is little wonder that Mr. Belyea is looked upon by all the boys as a personal friend. Whether an order is forthcoming or not, he knows how to make a man leave his store feeling better than when he entered it. If he has a personal enemy, that gentleman, feeling, probably, that it would be the height of indelicacy to set himself up as the one exception to the rule, has so far kept in the background.

THE OLD RELIABLE

ROYAL

BAKING POWDER

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

There may come a time when it will be utter nonsense for a Grocer to stock cigars. But—it is absolutely necessary for a Grocer to pay attention—strict attention—to his cigar trade to-day. Since competition compels you to stock cigars shouldn't you stock the best your customers can afford to buy? You make no mistake when you carry

PHARAOH and PEBBLE

because they are the best cigars ever sold at the price. That fact would make little difference to you if the smokers of Canada were not aware of it. But they know that fifteen cents would fail to buy a cigar as good as ***Pharaoh*** and they buy it for ten; while they know and acknowledge my five-cent ***Pebble*** to be peerless and easily superior to most ten.

N. B.—The Payne Plan of doing business says more for the sterling quality of my Cigars than all the words we could print. Do you know that plan?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Mr. Grocer! There's profit in a brand of tobacco half as popular as ***T. & B.*** and of course it does pay to stock Canada's first favorite amongst all pipe tobaccos.

T. & B.

is something more than the best pipe tobacco to you. It will build up a paying trade just as sure as fate, because the man who pays for groceries just about decides where these groceries shall be bought.

T. & B. sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

FOOD STUFF NEWS AND MARKETS ON THE PACIFIC COAST

(Special Correspondence of The Canadian Grocer)

Vancouver, B.C., July 4, 1907.

Sockeye salmon the chief variety of this famous B.C. fish, are now in season on the Fraser River, though there is not so much of a run as in the north. Reports from Skeena River and Rivers Inlet, where the sockeye begins to run much earlier than further south, show that a fair catch is being made, the average being 30 to the boat. The northern canneries are, of course, busy packing the salmon. On the Fraser the canneries have not prepared for a big pack, this being one of the smallest of the off years. It is almost settled that 25 cents per fish will be the price paid this season on the Fraser, though no conferences between canners and fishermen have been held. The run lasts through July and August.

* * *

Though there has been no extreme activity in business circles this year, the statement of bank clearings for Vancouver for the six months ending June 30 shows a very healthy growth. The increase over the first six months of last year is more than fifty per cent. The figures for June, while just under the largest monthly record of clearings, show a gain of 52 per cent. over June, 1906. The total for the month of June, just ended, is $15,578,149; for the six months of the half year the total clearings are $85,950,808.

* * *

There will be two fruit canning establishments in the Okanagan Valley this year, both new concerns, practically, and each erected in a centre where a large supply of material is available, with growing prospects for the coming years. The first is now completed at Peachland, by R. J. Hogg, who last year conducted a small experimental plant at which he put up quite a large quantity of peaches and other Peachland fruit. This year his venture is on a much larger scale and will be on a commercial basis. The other cannery is being erected at Kelowna, another point on the lake and one of the most favorably situated in that it has such a large territory immediately tributary to it. Fraser Bros. and Whitehead are erecting a large two-storey frame building to be used for this purpose. They will first put up tomatoes, of which large quantities are grown at Kelowna and vicinity. The brand will be "Kelowna" and an attractive label has been chosen. It is expected that over 50,000 cases will be put up, including some peaches plums, etc. though the bulk of the pack will be tomatoes. This Kelowna concern is going out after business and expects to compete with the eastern packers.

* * *

Leading butchers and wholesale meat dealers announce a reduction in prices of fresh meat. The retail prices of meat were advanced last March because the stocks all came from the range of Alberta at that time and owing to the severe winter the stock had to be taken up and stall-fed for the market. Now that the season has advanced, the grass-fed stock from the ranges of the interior of British Columbia are coming on to the market, and at prices which allow a reduction of retail charges.

* * *

Fruit from local sources is still a scarce article on the markets of the coast cities. Strawberries are still handled in a limited way. They are quoted up to $3 and $3.25 this week. Raspberries have only just begun to come in, the rain of the past two days having held them back. The price has hardly been set yet, though it will open about $2.50 per crate for 24 lbs.

Preserving cherries are in, but the demand far exceeds possible supply. The price is quoted at 8 cents per pound. Local sweet cherries are getting scarcer, though still selling at 10 cents per pound. Australian apples are off the market, and no fresh stock from California is yet in, though expected soon. Oranges are unchanged from last quotations.

* * *

Tomatoes have begun to come in from local sources as well as the Mississippi stock, which has been received for some time. The price of local tomatoes is now $4 per crate. Local new potatoes are 3½ and 4 cents per pound. Old potatoes are still selling around $50 per ton. Rhubarb is down to 2 and 2½ cents; cucumbers are selling at $1.50 per dozen.

Stephen Hustwitt, Red Rose Tea representative at Winnipeg, is in Toronto on a month's holiday.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Tow
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS
CHAMPLAIN } 5c.
E SERGEANT 10c.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

BUSINESS MEN IN MUNICIPAL LIFE

No. 22.

Geo. A. Gillespie.

Geo. A. Gillespie is a member of the firm of White & Gillespie, Peterborough, who for the past five years have been doing a very large grocery and provision business. He is on of the brightest and most universally liked business men in the country, and he could have almost any civic position in the city he wished.

Mr. Gillespie is now vice-president of the Board of Trade, having refused the office of president, as this is his third year on the board. He is one of the hardest working directors in the agricultural society; he is a member of the cheese board and is one of the largest buyers on the board, and he is a member of the Eastern Ontario Dairymen's Association.

Besides groceries, White & Gillespie handle cheese factory and creamery supplies. Mr. Gillespie takes charge of this end entirely and covers a very large district. He was for twelve years previous to joining Mr. White, a cheese and butter maker, and he thoroughly understands the needs of the dairymen. As a result he is selling a lot of machinery to the different factories, and this year installed an entire new plant in several cases. He is well-qnown to nearly every farmer for many miles around, and is the means of adding greatly to the grocery end of the business, which is managed by Mr. White.

Mr. Gillespie is taking a very keen interest in everything that is in the interests of the farmer, especially the dairy farmer. At the present time he is booming cow testing associations and cool curing rooms, the effect of this being that the production of cheese and butter has been materially increased and the quality now is the very best.

Up to the present time Mr. Gillespie may be said to have had a brilliant career. He has touched nothing of which he has not made a success—he has met few men of whom he has failed to make close personal friends. For a young man—he is still five years on the right side of 40—his life has been one of remarkable usefulness to his fellow citizens. The energy and fine intelligence which he has brought to bear upon the work of the various boards and societies with which he is connected is being fully re-

G. A. GILLESPIE, PETERBORO.

cognized by the citizens of Peterborough, and there are not many young men whose futures are as ploblematical than that of Mr. Gillespie.

If the coming years confirm the promise of the past, Mr. Gillespie is destined to carve his name deep on the roll of Peterborough's citizenship. His place will be among the men who have wrought to have their city better than they found it, and who in the doing have been industrious in her interests, honest in their own, and have left an abiding memory in the hearts of their fellow citizens.

THE SIMPLE DIET.

A gathering of great doctors, under the presidency of the Lord Mayor, urged upon a fashionably dressed audience at the Mansion House, London, England, a few days ago, the advisability of a simple diet for the rich and poor. So far as the rich were concerned the 214 different kinds of soup and 530 ways of dressing a chicken were referred to scornfully, while in the case of the poor their unintentionally extravagant choice of improper food was exampled by showing that they sometimes spent sevenpence for food, the equivalent of which could be bough for fourpence.

Sir James Chrichton-Browne deplored the disuse of oatmeal in England, asserting that a small plate of porridge was equal in proteid value to two thick slices of a four-pound loaf.

The meeting was to a great extent the apotheosis of whole meal bread. A great number of whole wheat preparations were exhibited. Everybody loaded it with praise.

Other foods boomed by the learned speakers comprised lentils, cheap dripping, treacle and herring, the last being described as being splendidly nutritious. Colonial meat was approved, but white bread received few good words, while eggs, from an economic viewpoint, were declared to be extravagant, costing far more than they were worth.

A NEW AGENCY.

Maclure & Langley, the well-known manufacturers agents, of Toronto and Montreal, have been appointed representatives for Canada for Sutcliffe & Bingham, of Manchester, England, manufacturers of the celebrated Kkovah jellies and other uroducts. It is the intention of Maclure & Langley to carry a well assorted stock of these goods in both Toronto and Montreal warehouses, and all orders will receive very best attention. Hitherto Surcliffe & Bingham have maintained an agency of their own in Canada, but the placing of the goods in the hands of an enterprising Canadian firm like Maclure & Langley has been considered advisable. Maclure & Langley have taken possession of Sutcliffe & Bingham's former warehouse at 30 William street, Montreal, where they will have larger facilities for carrying on their increased business.

"Cigars Sell More Than Cigars"

This has been proved time and again. It is especially true in the case of our **known-all-over-Canada brands,** the **recognized standards of quality in cigars.**

HOGEN MOGEN and ROYAL SPORT CIGARS

Do you stock these famous brands? **If you don't you're losing trade.** Just give us a chance to prove our assertion. Write to

The Sherbrooke Cigar Co., - Sherbrooke, Que.

Business Management

By HOWARD R. WELLINGTON.

The Evolution of Bookkeeping Methods.

From the earliest times those engaged in "barter" or trade have found it necessary to keep a record of their transactions for reference, especially so in the case of transactions not carried out on a cash basis. The ancients used to cut their entries in stone tablets which served the purpose of books, a crude way, and one which would not suit a few of our modern book-keepers, who are in the habit of making mistakes that require correction.

Single Entry.

Single entry book-keeping was used largely for a number of years, and is in use by a large number of concerns to-day; but the necessity of obtaining more practical information in reference to the cost of running a business and the profit of trading, has forced the adoption of the more modern double entry methods. The distinguishing feature of single entry book-keeping is that only personal accounts are kept in the ledger. This system of book-keeping contemplates only such a record, or the filing of only such documents, as will enable the proprietor to determine at any time the assets and liabilities of his business. For this purpose the practice is to journalize and post personal accounts only. Cash receipts and payments are entered in the cash book, and bills receivable and payable in the bill book. Since no accounts showing gains or losses are kept in single entry, it follows that an itemized statement of the gains and losses of the business cannot be obtained, hence the development of the double entry methods.

The net gain or net loss of the business can be determined, however, in the following manner: First, ascertain the present worth by finding the difference between the assets and liabilities, and then compare it with the investment. If the present worth is greater than the investment the difference shows a net gain; if less, a net loss.

Double Entry.

The object of modern double entry book-keeping is to determine, at any time, the true condition of a business.

The underlying principle of double entry is, of course, that every debit must have a corresponding credit entry. The general rule in making entries may be clearly stated as follows: *Debit whatever costs value or receives value, and credit what produces value or parts with value. If this rule is observed the book-keeper need never go astray in making an entry of any nature. The principal books used in double entry are as follows:

The day book, which comprises records of sales and purchases.

The cash book, which records cash and bank transactions.

The bill book, which records all bills receivable and bills payable.

The journal, which records now-a-days transactions which cannot be conveniently recorded elsewhere, adjusting entries, etc.

The ledger, which contains the final results gathered together and posted from all the other books into the various accounts.

Sales Records.

Notwithstanding the great advance made in recent years in the science and practice of accounts, it is only to be expected that in some quarters antiquated and clumsy methods will yet be found, which are dear to the merchant's heart. A book-keeper for a retail dry goods store once complained of the overwhelming amount of work he was called upon to perform. This work had largely to do with recording credit sales. The sales tickets were made out in duplicate by the salesman, the original copy of which was handed to the customer, the duplicate sheet being given over to the book-keeper to record. From these sales tickets a day book was written up by copying item by item in detail, and from the day book each item was carefully copied into a sales ledger, this being considered necessary in order to provide each customer with a detailed statement of the purchases made during the month. Naturally the next step would be to copy each item again on the monthly statement which was presented to the customer in detail on the first of each month.

Stop and think a minute! Suppose there are five hundred accounts on the books of this merchant and each customer buys from three to four times a month, each sales item being recorded four times in detail, think of the time wasted in re-copying such items. Perhaps such an illustration is unusual in the actual course of business, but there is no doubt that a great amount of thought and system could be intelligently applied to our records. A system for recording sales to the best advantage, and with the best results, will be illustrated in a subsequent issue

The Cash Book.

The cash book with a number of columns is the most popular in use to-day. Special columns on the debit side for "bank," "cash sales," "bills receivable discounted," or any other suitable heading may be arranged. On the credit side in addition to the usual column for the bank account, the expense accounts may be sub-divided under any number of headings, such as postage, stationery, expense, freight and duty, etc., the totals of all these columns being posted at the end of the month.

The main feature to bear in mind in dealing with a cash book is that it is simply a ledger accouunt, the items on the debit side being posted to the credit of some other representative account, and the items on the credit side being posted to the debit of the respective accounts named.

The youth was an applicant for a place in a big firm, where his principal duty would be to ward off by evasive answers the nuisances who daily haunt the place.

"Where have you been employd?" queried the manager.

"Here and there," responded the applicant airily.

"Humph! Doing what?"

"Oh! this and that," was the guarded reply.

"You'll do," said the manager admiringly; and the youth now occupies a desk near the inquiry window of the other office and dispenses peculiarly indefinite answers with liberality to all comers.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

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CAPITAL	1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

THE METROPOLITAN BANK

Capital Paid Up $1,000,000,00

Reserve Fund and Undivided Profits, $1,183,713.23

Every Department of Banking Conducted with Satisfaction and Absolute Security

Accounts of Individuals, Firms and Corporations Solicited

SAVINGS DEPARTMENT

$1.00 or more opens an account. Interest allowed from date of deposit and compounded FOUR times a year. No delay in withdrawal.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
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HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stal lings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

HALIFAX HOTEL
HALIFAX, N.S.

HOTEL IMPERIAL
Large Sample Rooms

Steam Heated and Gas Lit

GEO. W. WEBSTER, Prop., Swift Current, Sask.

VICTORIA LODGE
HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

If you have to do a

Credit Business

why not make it as easy and convenient as possible?

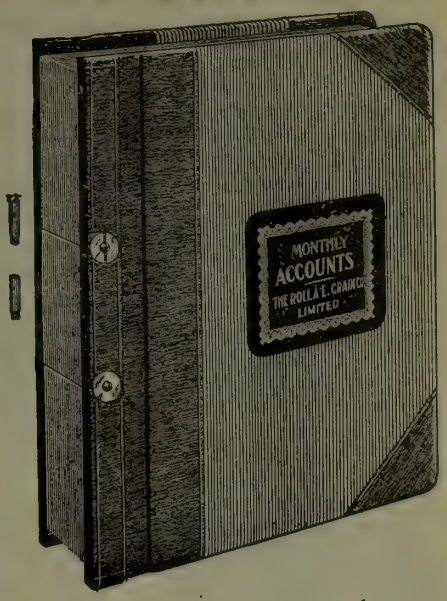
The Crain

Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you all information.



The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: *18 Toronto St.*

Montreal: *28 Alliance Building.*

Winnipeg: *11 Nanton Block,*

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

A Dollar Saved Is a Dollar Made.

This cut shows the **Diamond Hall Awning,** Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

Durability, Ease of Operation and Reasonable Price.

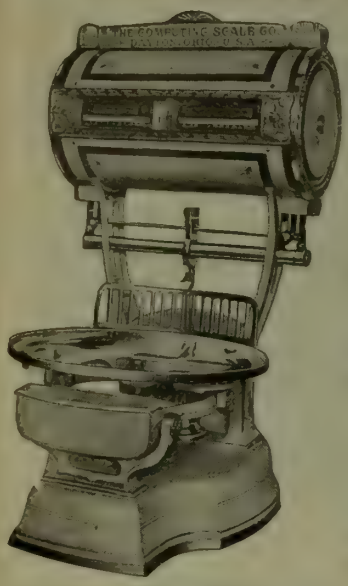
You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

WALKER BIN

Fixtures are designed for the complete equipment of the modern grocery, securing prompt, efficient and economical service.

GROCERY

Fixtures that display the stock temptingly and invitingly, are a large factor in business-building.

FIXTURES

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET *ALL* THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,

BERLIN, ONT. Limited

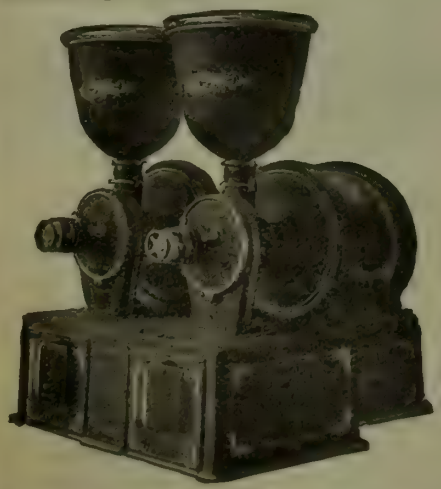
Representatives

Manitoba: Stuart Watson, Winnipeg; Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

Don't Knock Your Business

by delivering your groceries in any old box on wheels. You want **a good, first-class, dependable waggon**—that's the kind we build—a waggon that will advertise your business. **We have interesting news for you.**

WRITE TO-DAY

H. G. Abbott & Co. London, Ont.

THE SHREWD GROCER

knows that there's just one ***Best Laundry Soap*** on the market, viz.:

Canadian Castile Soap

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.
Toronto

$800 FINE AND A YEAR IN JAIL

If a man fails in business and it be proved that, for five years before his failure, he has not kept proper books, he is liable to a fine of $800.00 and one year in jail.

It is almost better to keep your books right than pay a fine and go down for a year, isn't it?

* * * * * *

Business Systems will enable you to keep your books right—Business Systems mean proper bookkeeping.

Business Systems allow nothing to be forgotten, and mean mechanical perfection in bookkeeping.

Business Systems being proper bookkeeping, actually prevent failures—show a man where anything is going wrong in his business and enable him to prevent it.

* * * * *

We would like to give you details of all this and tell you how we can apply Business Systems to your business.

It will only cost you one cent for a post card to know more.

863

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVENUE
TORONTO - - - CANADA

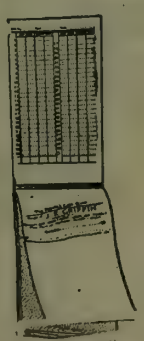
Eliminate Loss

If we didn't know how you could we wouldn't make the suggestion.

Instal our

"Duplex" Counter Check Book

and if that doesn't make your balance healthier at the end of the year, it will be up to us.



The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

SURPRISE SOAP

It is well advertised
It is well known,
Is an easy seller,
Your customers want it.

Made by

The St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

Branches: Montreal, Winnipeg, Vancouver, West Indies.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 12, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 8 oz.	3 85
" 12 oz.	4 90
" 1 lb.	6 40
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

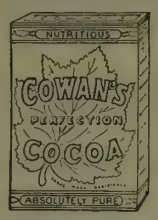
Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins.	0 18

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 35
Vanilla, ½'s	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—

	Per doz.
Cream bars, 60 in box, per box	1 50
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz. to case	per doz.,	$	.90
¼ " "	4 " "	"		2.40
½ " "	2 " "	"		4.75
1 " "	1 " "	"		2.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ¼'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, ½, ¼, 1 and 5-lb tins	0 44
German sweet chocolate, ½ and ¼-lb. cakes, 6-lb. boxes	0 28
Caracas sweet chocolate, ¼-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 42
Cracked cocoa, ½-lb. pkgs. 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins.	41c.
6-lb. boxes, 12 boxes in case	45
Sweet chocolate powder—	
5-lb. tins, 10 tins in case	30c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	32c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	34c.
Milk chocolate—	
50 5-cent pieces to box, per box	$1.65
Vanilla sweet chocolate—	
100 2-cent. pieces in box	$1.25
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	28c.
6-lb. bxs. 12bxs. in case, ¼-lb. pkgs.	27c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	24c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs	24c.
6-lb. " 12 " " ¼-lb. "	24c.
Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	38c.
10-lb. tins, 10 tins in case	35c.
XXXX chocolate powder	
5-lb. tins, 10 tins in case	32c.
10-lb. tins, 10 tins case	30c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquetts (20)	1 50
20c. " " (20)	2 42

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
½ lb. "	0 27
¼ lb "	0 28
1 and ½ lb. packages assorted	0 27½
½ and ½ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—

"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4 doz, per doz.		1 75
10 " "	4 "	"	3 00
Rep. quarts,	1 "	"	6 50
Imp. "	1 "	"	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 [illegible]
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

There's never any trouble with the milk or cream during hot weather if your customers use

BORDEN'S BRANDS

"EAGLE BRAND" Condensed Milk and **"PEERLESS BRAND" Evaporated Cream**

—Now is the time to prove this to them.

WILLIAM H. DUNN, Montreal and Toronto

(Unsweetened)

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

The Keystone

of your business is your stock of Tea and Coffee. If these most important items are right you have trade winners.

BRAID'S BEST marks the acme of the coffee blender's art.

Packed in 1, 2, 5, 10, 25 and 50 lb. cans, also in fancy iron drums and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 1c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	....	$1 25
" "	1-lb. tins	....	2 25
" " groats	½-lb. tins	....	1 25
" "	1-lb tins.	..	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1 lb. glass jar, sc ew top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60
5, 7, 14 and 30-lb. pails, per lb...	0 09 0 12

Lard.

HE N. K. FAIRBANK CO. BOAR'S HEA LARD COMPOUND.

Tierces	.....	$0 11½	
½-bbls.	.....	0 11	
Tubs, 60 lbs	..	0 11½	
Pails	.....	2 33	
20-lb. tins	.....	2 23	
Cases 3-lb.	"	.. 0 12½	
" 5-lb.	"	.. 0 12	
" 10-lb.	"	.. 0 11½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	lb. tins..... ... ...per doz.	$1 40	
"	½-lb. tins ..... "	2 50	
	1-lb. tins .... "	5 00	
Durham	4-lb. jar.....per jar.	0 75	
"	1-lb. jar..... "	0 25	
F. D	½-lb. tins.....per doz.	0 85	
"	-lb. tins..... "	1 45	

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins.....per lb.	$0 35	
¼-lb. tins..... "	0 35	
1-lb. tins..... "	0 32½	
4-lb. jars.....per jar	1 30	
2-lb. jars ..... "	0 35	
Old Crow," 12-lb. boxes—		
½-lb. tins.....per lb.	25	
¼-lb. tins..... "	0 23	
1-lb. tins..... "	0 22½	
½-lb. jars.....per jar	0 70	
1-lb. jars..... "	0 25	

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

PATERSON'S WOOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz , per doz	0 90
Pint " 3 doz.....	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " 60 ½-lb. " }.....	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20	
" black..... "	15 30	
Oriole soap..... "	10 20	
Gloriola soap..... "	12 00	
Straw hat polish.... ..... "	10 20	

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons.....	0 07½
No. 1 white, bbls. and kegs.....	0 07½
Canada White Gloss, 1-lb. pkgs...	0 06
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 [illegible]
Acme Gloss Starch—	
1-lb. cartons. boxes of 40 lb.....	0 5[illegible]
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 05½
Kegs, 100 lb.....	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 50

The Mountain Climbers' Club

Have a rule that no expedition is stronger than its weakest member.

If the latter succumbs to fatigue, all are halted, and time lost.

In the race for business, if one department languishes, and does not keep up with the rest, money is lost.

But those who start out with

"WOOD'S COFFEES"

find Strength and Vigor for company, and reach the heights of success.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL,

Culinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.....	0 07
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.....	0 07

SAN TOY STARCH.

pkgs, cases 5 doz., per case..	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb .	0 07
Durham corn starch, 40 lb.	0 06

Laundry Starches—

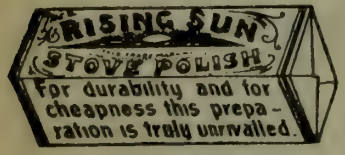
No. 1 White, 4-lb. cartons, 48 lb..	0 06½
" 3-lb. cartons, 36 lb..	0 06½
" 200-lb. bbl.....	0 05½
" 100-lb. kegs.....	0 05½
Canada Laundry, 40 to 46 lb.....	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
Arrow Gloss, 1-lb. packages, 40-lb	0 06
Coldwater Ivorine Starch, per box, 40 pkgs	2 50

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03 per lb.
Half-barrels, 350 lbs...	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.....	1 15 each
3 " " 38½ lbs.....	1 60 "

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case.....	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts..	2 50	Cases, 24 qts..	4 80
" 12, ½-gal	4 80	" 6 gals..	4 50
" 1, 5-gal	4 00		

5¢ lots prepared up to 40c rate

Empire Golden Syrup—			
Cases, 24—2's.	2 25	Bbls. per lb.	0 03
" 12—5's.	2 55	½-bbl. "	0 03½
" 6—10's.	2 50	Kegs "	0 03½
" 3—20's.	2 45	Pails, $1.50 and	$1 60

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb.....	1 15 each
3 " " 38½ lbs.....	1 60 "
2-lb. tins, 24 in case, per case ..	2 25
5-lb. " 12 " " .	2 55
10-lb. " 6 " " ..	2 50
20-lb. " 3 " " ..	2 45

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

THOS. LIPTON

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

	retail	wholesale
"A," Pink label, ⅛'s & 1's, tins	0 50	0 35
"B" Orange " ¼'s, ½'s and 1's	0 40	0 30
"C," Blue " ¼'s and 1's ..	0 30	0 22
"D," Green " 1's	0 25	0 20
"B," Orange " mixed, ½'s only	0 40	0 30

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 20	0 25
" " ½ lbs.....	0 21	0 26
Black, green, mixed, 1 lbs. & ½s..	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.....	0 22	
Green Label. " 40c.....	0 28	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 42	
Gold Label, " 80c.....	0 55	

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s...	0 22	0 30
Green " 1's and ½'s..	0 25	0 35
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb..... ...	$0 35
" " 60 ½-lb....}	0 35
" " 30 1-lbs....}	
" " 120 ¼-lb.....	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.....	$0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan. 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.....	$....
" II 40-lb. boxes.....	....
" III 80-lb. boxes.....	....
EMD AAA Japan, 40 lb " at.....	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes....	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 80-lb. "	....

"Condor" XX 80-lb.	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases .....retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases .....retail	at 0 40

Black Teas—"Old Crow" blend—Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30½
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 48
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.....	0 56
" Stag, 10 oz.....	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.....	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s..	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10 ....$15	
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 78
" " 1-lb "	0 0

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	$0 32½
Condor, pure distilled.....	0 27½
Old Crow.....	0 23½

Special prices to buyers of large quantities

White Wine, proof..... ..	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....$1 10	
Gillett's cream yeast, 3 doz in case....1 10	

Batger's

Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice, quality is everything

Batger's has it

Rose & Laflamme

Agents

MONTREAL and TORONTO

Some Seasonable Sellers

Cunningham & De Fourier Co.

LONDON, ENG.

Pickles—Small Vegetables and well packed.

Soups in Glass of the very finest quality.

Dried Herbs—Full English strength.

Potted Meats that have the real, true flavor which the label denotes.

AND MANY OTHER LINES

All Big Sellers with Good Profits

AGENTS

Rose & Laflamme, Montreal - Toronto

About 3 ft. of Fly-Catching Space.

THE TWENTIETH CENTURY FLY-CATCHER

BROWN'S FAMOUS CATCH 'EM ALL.

1D. FLY COIL

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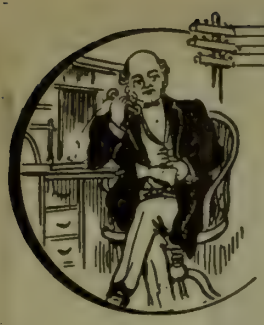

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G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHESEE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

You Don't Throw Good Money
After Bad when you employ
RICHARD TEW & CO.
to collect your outstanding accounts. You get yours—or we get nothing.
23 Scott St. and 28 Front St. East TORONTO, ONT.
Established 1890

Import Currants
PACKER
C. CERONI,
Patras, Greece

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

TORONTO.

SELECTED VALENCIA RAISINS
BEST BRANDS
Now in Stock.
Anderson, Powis & Co.
15 Wellington St. E., Toronto

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

A. G. STUART
Commission Broker
Correspondence Solicited
P.O. Box 1163, Vancouver, B.C.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

We have been appointed distributing agents for the following well-known firms :

WE HAVE A FULL STOCK OF ALL THESE LINES

Ferrand, Renaud & Cie., Lyons, France

Who have a world-wide reputation as manufacturers of the finest French Macaroni

Macaroni
Vermicelli
Alphabets
Spaghetti

MADE FROM THE FINEST TAGANROG WHEAT.

16 ounces net weight packages

James Pascall, Limited, London, England

Manufacturers of the finest high-class Confectionery in the British Empire

Barley Sugar—Lemon and assorted.
Golden Maltex—Fancy sealed glass jars.
Mint Bulls Eyes

JUST THE LINE FOR SUMMER RESORT TRADE.

NOTHING FINER FOR FIRST-CLASS TRADE

Geo. Dalidet & Cie, Bordeaux, France

"ROSE BOUCHER" FRENCH SARDINES

In Oil, ¼s—Both flat and club shape tins.
Boneless, ¼s, ½s and Magnums
The finest quality, packed in genuine Olive Oil.

Wm. P. Hartley, Liverpool, England

Whose goods have a world-wide reputation and are universally acknowledged the finest preserves in the world.

Raspberry, Strawberry, Apricot, Green Gage and Black Current Jam; Orange Marmalade

You cannot buy finer goods.

We know the quality of all the above lines—and you have our guarantee as well as the manufacturers'. Our travellers will show you samples.

The EBY, BLAIN CO.
LIMITED

Wholesale Grocers TORONTO

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle isthe centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

This space $15 per year

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
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OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

This is the season when Chinese Starch proves itself **the Best** of all laundry starches.
Write for particulars.
Big profit to you.
OCEAN MILLS, MONTREAL

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

"There is nothing in it for the well-located grocer to handle cheap canned goods," remarks a New Haven grocer. "I speak from experience," he says, "because I often bought a lot of this truck as a sort of leader. It would have led me into the insolvency court if I had persisted. Canned Corn at 8c. a can may look attractive on the bargain handbill, but that's all. It is not intended to leave a good taste in the consumer's mouth, and it doesn't. It gives the grocer who sells it a reputation for handling cheap goods, and frequently it loses him a good customer. And the only possible gain is the possible temporary acquirement of a few bargain-hunting patrons."

Think this over a bit and you will be inclined to agree that **cheap goods at any price are not what you want as a reputation builder.**

If you handle Canadian Canners goods you will keep your old customers and make new ones.

"Aylmer," "Little Chief," "Log Cabin," "Horse-shoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," and "White Rose" Brands are all **guaranteed as to quality.** They have been popular brands for over a quarter of a century.

Fruits and vegetables of these brands are canned only when at their best for table use.

The Wants of Women——Study Them

MR. GROCER! You may invest more money in your business; you may advertise the best lines of staple groceries on earth; you may know your trade from beginning to end; but—unless you know and study the wants of women—your business acumen will avail you nothing in the struggle for commercial supremacy. Women, consciously or no, dictate the policy of the business world, and no merchant is great or powerful enough to ignore their decision. Now, sir! since these facts are indisputable, and since the women of Canada have almost unanimously declared that

OLD HOMESTEAD BRAND

of **Canned Goods** is peerless—beyond compare—surely you owe it to yourself to stock and talk the brand which clinches both reputation and profit. No brand of Canned Goods on the market can do more for you than **Old Homestead.** That much we are positive about. But the particular and economical housewives of Canada are just as positive that

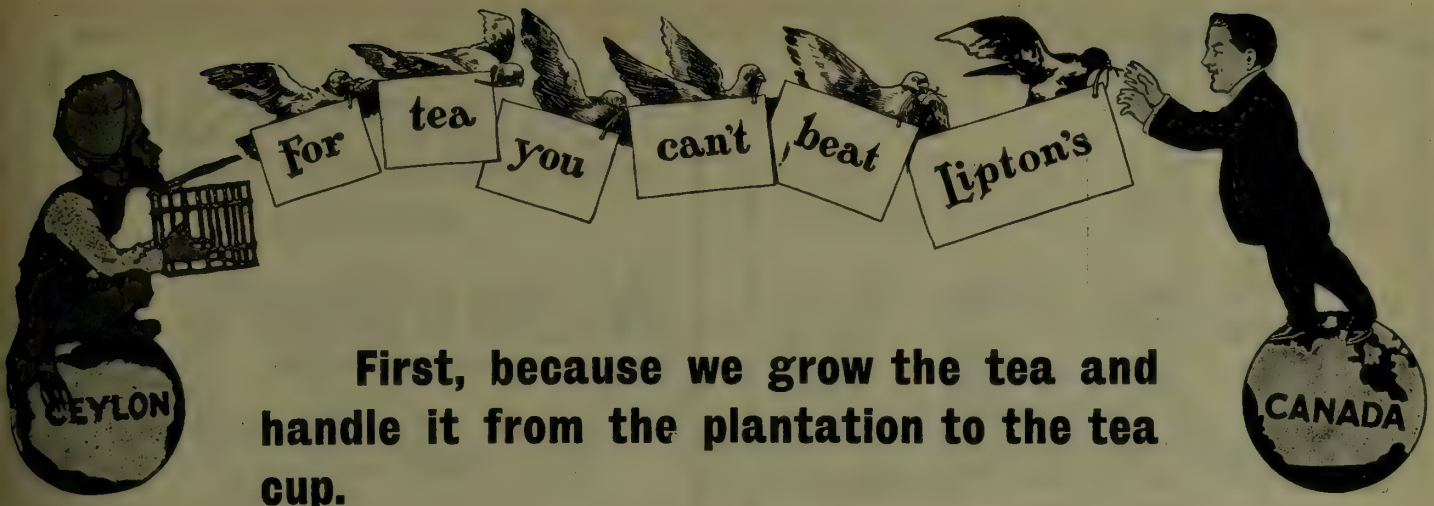
OLD HOMESTEAD BRAND

is so much superior to the next best brand of Canned Goods that there is no comparison. And there are strong reasons for their belief. All the goodness of succulent fruit and fresh vegetables is retained in **Old Homestead Brand.** The name stands for surety of purity and that palate pleasing, appetizing flavor which has made the brand famous.

IT PAYS TO STOCK THE BEST

The Old Homestead Canning Co.

PICTON, ONTARIO



First, because we grow the tea and handle it from the plantation to the tea cup.

Second, because our blending experts are the most skilled in the world and have studied our tea problems for years.

Third, because the striking flavor is blended into the tea and kept there until the consumer uses it. This is done by packing in sealed, air-tight tins, into which the atmosphere cannot penetrate.

This single feature of flavor-preservation is a Lipton standard others have endeavored to copy. It insures perfect tea in every can. The loss of flavor common to teas exposed to the air in open chests is entirely done away with.

If you have had complaints on tea because the flavor has been weakened by exposure, you may be sure of giving satisfaction by selling

LIPTON'S TEAS

You can send your orders to our Toronto branch at 75 Front Street East, where our Canadian business is now transacted.

THOMAS J. LIPTON

Y. & S.
SCUDDER
M. & R.
} STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 322 Notre Dame St.,
J. M. BRAYLEY, Agent.
Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	KINGSTON
GEO. MUSSON & CO.	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTO
GEO. H. GILLESPIE,	LONDON
CARMAN, ESCOTT CO.	WINNIPEG
C. E. PARADIS,	QUEBEC

When buying your

Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M.D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They will please you

AGENTS—
ROSE & LAFLAMME MONTREAL TORONTO

When Buying Californian
Prunes,
Evaporated Fruits,
Seeded Raisins
Loose Muscatels
Etc.

Specify

"Pansy" and "Daphne"

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents:
Rose & Laflamme, Montreal
MacLaren Imperial Chesse Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N. S.
G. B. Thompson, Winnipeg.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

SALMON

Look up your stock; it will not pay you to run out at this season of the year. We have the following well-known brands:

CLOVER LEAF, Is FLAT	HORSESHOE, Is TALL	LOWE INLET, Is TALL
" Is TALL	" ½s FLAT	CASCADE, Is TALL
" ½s FLAT		HARLOCK, ½s FLAT

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

A few lines of earliest picking are still on hand. I have a large variety of Standards of Second Crop, season for which is now in full operation. Samples will be mailed immediately on application.

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Tartan BRAND

SIGN OF PURITY

Special Prices on Raisins for Harvest Time

Our men have the biggest values on the road.

Also big list of summer goods and camping supplies.

Wagstaffe Goods

We have placed an extensive contract for these goods and they are acknowledged to be the finest ever packed in Canada.

Place your future order for Sealed Fruits, 20 oz. glass, and Jam in 12 oz. and 1 lb. glass, and 2, 5 and 7 lb. sanitary pails.

The entire pack is contracted for in these goods. Get your fall order in while you can. For further particulars use our Long Distance Phone **596**, free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Just Think of the Value

you can offer your customers in our newest success

BEE JELLY POWDER

Six good sized cartons in a handsome special box. Six flavors—**Raspberry, Lemon, Cherry, Pineapple** and **Nutto,** or put up in any flavor required.

THE WHOLE RETAILS FOR 25 CENTS

Sells at Sight *Quality Guaranteed*

Write us for samples and prices. They will interest you.

SNOWDON, FORBES & CO.

449 St. Paul Street - MONTREAL

The Fastest Seller
Is
The Biggest Profit Payer

"ROYAL CROWN"

Witch-Hazel SOAP

makes more money for grocers because they sell more of it. It's a toilet soap that everyone likes. And that's the soap to build trade on.

Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm H. Dunn, 394-396 St. Paul St. Montreal, Agent for Quebec and Lower Provinces

E. NICHOLSON

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

D H BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION.
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg, June 27th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

If you care to intrust to us the pushing of your interests in Western Canada, we can place at your command exceptional facilities and a wide and thorough knowledge of the trade in this territory.

We have been successfully prosecuting the business of general selling agents and manufacturers' representatives for many years. There is no better known house in Western Canada, or one possessing a larger or more loyal circle of clients.

Our facilities for storing and handling goods are excellent. We have three warehouses----one each at Winnipeg, Calgary and Edmonton---- from which points we can readily and quickly reach all towns in this region.

We should like to receive some consignments from you, and believe you would find a connection with us very profitable.

A reply from you would be greatly appreciated.

Very truly yours,

NICHOLSON & BAIN,

CALGARY **WINNIPEG** **EDMONTON**

MERIT WINS

If **you** were to gather the Grocers of Canada together and ask them to name the best brand of Jams and Jellies manufactured on this continent at least 90 per cent. of them would assert that

E. D. S. Brand
JAMS and JELLIES

is incomparable. And these practical men are backed up in their assertion by the decision of Government inspectors. If you want to handle the wholesomest, purest and best Jams and Jellies you must handle the **E. D. S. Brand.**

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

Everybody Knows

the cooling and refreshing properties of the Lemon.

As a beverage, it reaches its best and highest form in

KOPS
Lemon Squash

Prepared by special process from juice and peel of fine luscious Messina fruit.

There are qualities in the peel of lemon that can only be extracted by scientific process. This "Oil" is missed in home-made lemonade, but in KOPS LEMON SQUASH is found all that is good, wholesome and healthful, combined with the full flavour of the fruit.

A PERFECT TABLE DRINK.

Attractively bottled, in two sizes.

Send your name for printed matter, quotations, etc.

Sole makers

KOPS BREWERIES, *LONDON, S.W. ENGLAND*

AGENTS: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS. BELL, SONS & CO., Montreal

NO ACID OR GRIT

will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.

Write for sample and prices. 71

MAJESTIC POLISHES, Limited
575 Yonge Street - - Toronto, Canada

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

EXPORTING RIDGWAYS TEAS FROM CEYLON

Ridgway's Celebrated Teas

Sold in ¼, ½ and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	In very
Five o'Clock Tea,	60c.	attractive
Her Majesty's Blend,	1.00	tin packages

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To John Robertson & Son, Ltd.
41 Common St., MONTREAL
SOLE AGENTS FOR CANADA

HIS MARK

High Grade Printing

from the conception of the idea to the finished job—we are now ready to produce in our NEW PRINTING DEPARTMENT

With everything new—

NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—

NEW PRESSES—the latest products of the press makers—

NEW TYPE—the best faces selected from the stocks of leading foundries and a

NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish lay-outs, dummies, schemes and designs for anything from a letterhead to a catalog—

If you want
"printing that's different"
let us hear from you

MACLEAN PUBLISHING CO LTD
John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG

PRINTING DEPT
Charles Edward Peabody
Manager

his mark

Greig's White Swan Flaked Wheat Is a Winner

Made only from the finest selected Canadian wheat, it is distinguished for the **large, thin flakey flakes** that make it so vastly different from any other wheat produced in Canada. There is **no comparison** in it with **ordinary** kinds of rolled wheat. Its **outstanding merit** places it in a class by itself, and it readily commands the trade of **particular people.** All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times. Samples and quotations at your station will be cheerfully furnished on request.

THE ROBERT GREIG CO., LIMITED

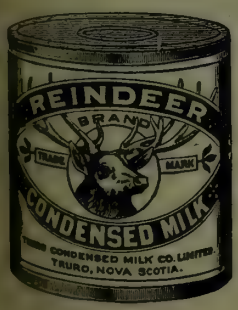
White Swan Mills

TORONTO

GREIG'S White Swan BRAND

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRANDS **Preferable**



Saleable TRURO QUALITY BRANDS **Profitable**

Truro Condensed Milk Co., Limited
TRURO, N.S.

Mr. Grocer!

Since you must sell Starch, shouldn't you stock the best? The only sure way is to stock

IVORINE

not merely on account of its goodness, but also because it talks strong and effectively for you. It saves the lady of the house trouble. It certainly does pay to stock **IVORINE.**

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

We have just received a large shipment of

FORMOSA OOLONGS

and have also to arrive shortly

BLACK and GREEN CEYLON and INDIANS

For the wholesale trade only

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
Molasses	**Almonds**	**Currants**
	Filberts	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC — Montreal — OTTAWA

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL
TRINIDAD, B.W.I.

Best Results Obtained — ***Prompt Returns***
Enquiries Solicited — ***All Codes Used***
Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

Are You "Salada" Wise? Or Otherwise

"Imagination will carry one a long way, sometimes."

For Example

Some dealers, "Not you, of course," imagine that Bulk Teas are more ***profitable to handle*** than ***"SALADA."*** This is a delusion that can easily be dispelled by a short study of the facts.

Bulk Teas cost the locking up of capital on investment,

Entailing expense of insurance, deterioration in quality, loss on weight, waste and other shrinkages.

Your estimated profit is visionary, not actual.

Then again the buying of bulk Teas by you is a precarious occupation at the best.

For "to be perfectly candid," what do you know about Tea characters and Tea values anyway?

What can you know?

Therefore, what possible opportunity have you of pleasing your customers ***in competition with men who are devoting their whole lives, thought and capital to the study of Tea, and Tea alone,*** and who have made a marked success of their enterprise.

"SALADA" costs not one dollar on investment.

As it can be bought to equal advantage in single case lots, "Freight Prepaid," as in larger quantities, and is readily disposed of at ***a good actual protected profit*** within the time limit for payment.

And an absolute knowledge that every individual sale has given your customers unbounded satisfaction.

Don't trifle with your clients' Goodwill. The best of everything will alone suffice to hold their trade and cement their friendship nowadays.

THE BEST IN TEA IS ***"SALADA."***
UNQUESTIONABLY
AND UNDENIABLY.
ALWAYS STAPLE
AND EASY TO SELL.
Return it to us if it don't.

Samples and Wholesale Terms on enquiry.

"SALADA," Toronto, Montreal, New York, Boston, Chicago, &c.

Red Feather B.B.C.
FANCY TABLE SUGAR

Have you bought a case yet? 5-lb. bags, 12 in case—can be bought with or without a handsome glass shaker with each bag. For table use this is the finest sugar you can buy, and everybody likes it. Ask our travellers about this.

Fruit Syrups
For Fountain and Ice Cream Use
Quality Unexcelled

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

Redpath
IS
CANADA'S STANDARD
FOR
REFINED SUGAR
Manufactured by
THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Manufacturers!

Do you want your goods
Sold in British Columbia?
If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited
ARTHUR NELSON, Manager.
144 Water Street
VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

SALMON

Select Red Springs in ½-lb. Tins to retail profitably at 10c. tin. Splendid Fish.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

The Best Brand Secures The Best Business

No mere rumour this—because it is generally acknowledged that

FARMER BRAND CANNED FRUITS AND VEGETABLES

has secured both reputation and profit for hundreds of Grocers all over the Dominion.

Every atom of fruit and vegetable we market is grown on our own soil, a soil peculiarly adapted for fruit and vegetable excellence, attended by our own workmen and canned by expert canners skilled in detecting the least sign of coming taint

Farmer Brand of Fruit and Vegetables

is famed for its purity and wholesomeness. Grocers wanting more business stock no other.

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Some Reasons Why!!!

McLean's "White Moss" is Chemically Pure.

Prepared by cleanly and scientific methods.
From strictly first class and fresh nuts.
No adulteration.

By a strictly **Canadian** firm employing Canadian labor and circulating **your** money in Canada.

Cocoanut is a luxury, therefore get the best "**White Moss.**"

Write or Phone us or our Agents.

Canadian Cocoanut Co.

Montreal, Canada

The average person thinks that Baked Beans are all alike, but anyone who has ever tried

ESSEX PORK AND BEANS

finds them appetizing beyond comparison, and different entirely from the usual canned beans. They have the genuine flavor of good old-fashioned cooking—the result of the most rigid care and inspection in preparing food products.

The Essex Canning and Preserving Co. LIMITED

28 WELLINGTON STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

PHENIX WASHING POWDER

Is saleable because of its unquestionable quality. The unprecedented sales we have made would be surprising if they were of any other powder.

Are You Selling PHENIX?

SOLE CANADIAN DISTRIBUTORS:

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

Thirsty customers can have their wants met by any grocer who keeps in stock

LYTLE'S

LIME FRUIT JUICE

AND

RASPBERRY VINEGARS

One of the big selling lines these trying dog days.

Keep well stocked up and make good display.

The T. A. LYTLE CO. Limited

TORONTO, - CANADA

FOR THE PICNIC SEASON!

BRANSON'S

CONCENTRATED COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.

CONCENTRATED COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best".

Large Bottles.

Canadian Agents, GREEN & CO., 23 Scott St., TORONTO

EDMONTON

WAREHOUSE SPACE TO LET

Best Storage in the West

One or Two Flats

Suitable for wholesale house or light industry, on spur track in wholesale section.

Shipments received for Storage or Distribution.

NICHOLSON & BAIN

DRAWER 42

EDMONTON, - ALBERTA

Conserve Your Profits

Claiming all the excellencies under the sun for our Jams and Jellies would not make them excellent, and, luckily, shrewd grocers know it.

Shrewd grocers also know that our

Jams, Jellies and Marmalades

have proven their superiority to the next best brand, and that they are the preferred preserves amongst particular housewives. If you know the reasons for this preference, you know how to

Conserve Your Profits

If not—you ought to know.

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

THE TELEPHONE

Is a companion, friend and servant combined.

Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.

Full particulars as to rates and service at the nearest office of

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British America Assurance Company

A. D. 1833

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Head Office, Toronto

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WESTERN ASSURANCE COMPANY.

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FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

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Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
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WINDSOR HOTEL

HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

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JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

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GEORGETOWN DEMERARA

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This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stal lings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

HOTEL IMPERIAL

Large Sample Rooms

Steam Heated and Gas Lit

GEO. W. WEBSTER, Prop., Swift Current, Sask.

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HALIFAX, N.S.

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HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

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Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto.
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TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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4. Cultivation and Preparation.
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7. Testing, Blending and Preparing.
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BRAND

CANNED GOODS

Are Sound, Best Quality Fruit and Vegetables carefully processed in one of the largest, most modern and best managed factories in Canada.

These Goods are distributed over the entire Dominion and are appreciated everywhere.

Burlington Canning Co., Ltd., - Burlington, Ont.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

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HEAD OFFICE, - TORONTO, CANADA.

Do You Want any

TOMATOES CORN

or other canned goods to carry you over till new pack goods arrive?

We have a small supply left, but they are going fast.

If you need any, **order now.**

Will be glad to submit prices on application. All Standard Brands.

J. W. WINDSOR

MONTREAL

Our New Table Syrup

named **"GOLDENETTE"**

(Sugar Cane Syrup)

is the acme of perfection in Syrup making.

Our years of experience and our whole reputation are behind it.

A delicious wholesome golden syrup, extracted from the highest grade Sugar Cane, unequalled in flavor or quality.

Let us send you samples and prices, or ask your grocery traveller about it.

☞ *Free samples given with five case orders*

Imperial Syrup Company

88 Grey Nun Street,

Montreal

Sell The Best

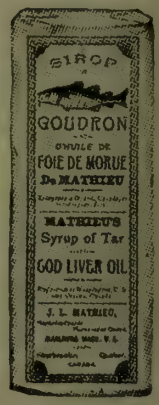
That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package).

Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.



J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

The economic housewife demands **WONDERFUL SOAP** for a variety of reasons but chiefly because of its purity and goodness. The shrewd grocer features

Wonderful Soap

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is—Feature **WONDERFUL SOAP.**

THE GUELPH SOAP CO.

"It is the Leader in Breakfast Foods"

one of Toronto's leading family grocers wrote to his jobber, in re-ordering

Orange Meat

The only breakfast food that can truly be said to satisfy young and old—Its careful preparation from finest selected wheat, leaves no room for complaint—

Just now your customers will find it delicious with early fruits—

Ask your jobber——————

CEREALS, Limited

KINGSTON, ONT.

MATHEWSON'S

RED

VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

Pure Food is Essential to Good Health

Wagstaffe's

New Season's Goods

If you wish to secure some of these celebrated goods see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

RIVERDALE BRAND

Fresh Fruits and
Verdant Vegetables
Properly Processed by
Modern Machinery and
Daintily Dressed in
Lakeside Labels
Produce Popularity and
Please Purchasers.

REMEMBER! BUY!
RIVERDALE BRAND
CANNED GOODS

The Lakeside Canning Co.
LIMITED

WELLINGTON - - ONTARIO

Diamond Brand
Maple Syrup

Twin Block
Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited Montreal

ATTENTION, PLEASE!

BULK TEAS

It is quite true prices are soaring away up.
All good teas are commanding high prices.
This is just the moment for the discriminating grocer.
The wise man will not be drawn into buying for low price merely.
Quality in the cup is the only test.
The grocer who discriminates and keeps his head is the man to win out.
This is the man we cater to.
If you want tea for quality at prices to tempt the most critical, write us.

MINTO BROS., 55 Front St. E., TORONTO
of **"MELAGAMA TEA" FAME.**

The Proof of the Coffee

IS IN THE TASTING. Indulge yourself with a cup of "CAMP." Prove its delicious flavour, its refreshing and invigorating properties. Then be assured that this Coffee, which is so well worth drinking, sells easily and quickly, pleases your customers, and pays you a handsome profit. There's something in that!

"CAMP" Coffee

Sole Manufacturers—
R. PATERSON & SONS, Coffee Specialists, Glasgow
AGENTS—ROSE & LAFLAMME, MONTREAL

BE PARTICULAR

about the kind of shoe polish you sell. You would hate to sell anything that made your customers ill. Then

don't sell poor shoe polish

which ruins your customer's shoes—lots of polishes do that.

SELL

2 in 1

instead. It contains no injurious acids. It preserves the leather. It adds to the life of a shoe.

Your jobber has it. Mention The Canadian Grocer when you place your order.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. **Buffalo, U.S.A.**

YOU CAN PLEASE

your customers every day, if you supply

"JAMES' DOME"

the cleanest Stove Polish on the market. Always in season.

SORT UP YOUR STOCK.

W. G. A. LAMBE & CO., Canadian Agents.

CATSUP

To enable you to give your customers a snap during the season when Catsup sells the best, we are making SPECIAL PRICES on

CHAMPION CATSUP, PINTS and QUARTS

RED LABEL CATSUP, PINTS and QUARTS

Our travellers have full information. If they don't call, write, wire or phone.

JAMES TURNER & CO., Limited, Hamilton, Ont.

Past Due Accounts.

We can assist you to convert these into **Working Capital.**

Intelligent and up-to-date attention given to all claims entrusted to us.

Let us assist you.

The Beardwood Agency

Claims Collections and Commercial Reports

313 New York Life Bldg., MONTREAL

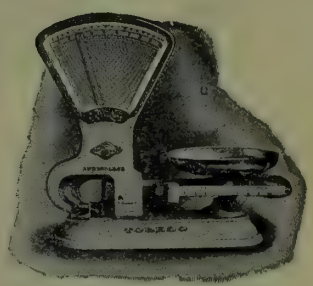
A Leak in the Till

is only one way of losing money. You can lose more by giving over-weight. One cent lost this way in one sale mighty soon means a dollar lost. The loss by over-weight

Can be Stopped by

giving correct weight—and no more. You are sure of having the correct weight when you use

Toledo Computing Scales



They save your money. Let us show you why you can't afford to be without them.

THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

Vinegar—White, Cottell's

The Vinegar that makes Trade and keeps it.

There are other Vinegars on the market, but for purity and delicacy of flavor you'll find none to surpass our

Pure Malt,

For table or pickling. Get a sample lot—NOW.

OUR ADDRESS

Warner Road, Camberwell, S.E., London, Eng.

Grocery Clerks' Pure Food Show

Retail Grocery Clerks Inaugurate Exhibition at Montreal—Large Attendance and Fine Enthusiasm Shown in the Number of Booths—The Stadium Only Just Large Enough to Accommodate the Crowds of Visitors—Descriptions and Photographs of Some of the Most Prominent of the Booths.

Montreal will soon become famous for its Pure Food Shows. Two very successful events of this nature have taken place there in less than six months. Inspired by the magnificent success which attended the exhibition held in the Arena under the auspices of the Retail Merchants' Association, a second one was arranged for, under the auspices of the retail grocery clerks, and this was held at the Stadium, from the 1st to the 13th of July. The time of year was not considered by exhibitors to be a good one, and this doubtless militated to some extent against the quantity of the exhibits, but quality was not lacking and a number of representative firms excelled themselves in an effort to produce neat and attractive booths.

J. OLIER L'EVESQUE
On the Committee of the Pure Food Show Exhibition.

ALBERT LACROIX
President Grocery Clerks' Association and Member of Pure Food Show Committee.

J. B. E. POIRIER
Treasurer of the Association and on the Pure Food Show Committee.

MAX CARTER
Secretary Montreal Grocery Clerk's Association.

J. OMER DIONNE
Secretary of the Pure Food Show Exhibition.

A departure from the plan followed by the first exhibition, was made by the introduction of vaudeville performances, which took place each evening during the exhibition and added variety to the programme. Whether this procedure is strictly orthodox in the conduct of a successful grocery exhibition is open to opinion, but it certainly had the effect of drawing big crowds, and this was, of course, the end desired.

A Large Attendance.

During the thirteen days of the fair the attendance was all that could be wished for, especially in the evening, but the large rink was invariably well filled. It is estimated from 15,000 to 20,000 people attended the fair. On the whole, the attendance was considered very satisfactory by the committee which had the management of the exhibition, and the exhibitors were also quite satisfied on this score.

J. A. JACOB
On the Committee of the Pure Food Show Exhibition.

Many lines hitherto unknown were introduced to the consumer, while goods which have been on the market for years were once more brought prominently before the public eye. In this way much new trade was created. The goods shown will be in even greater demand than ever. The manufacturer, as well as the retail grocer, will reap the benefit, as goods that will successfully withstand the searching examination of a pure food show are most likely to be satisfactory as far as purity is concerned.

The Stadium, one of Montreal's largest rinks, was just large enough to comfortably accommodate the large crowds that flocked to the exhibition. The Stadium is located in the northern part of Montreal, corner Duluth and St. Hubert streets.

The manner in which the booths were laid out was artistic. A central row of booths extended the length of the rink, with large Union Jack at one end and the vaudeville theatre at the other. Around the sides were stands of uniform size.

The Lighter Side.

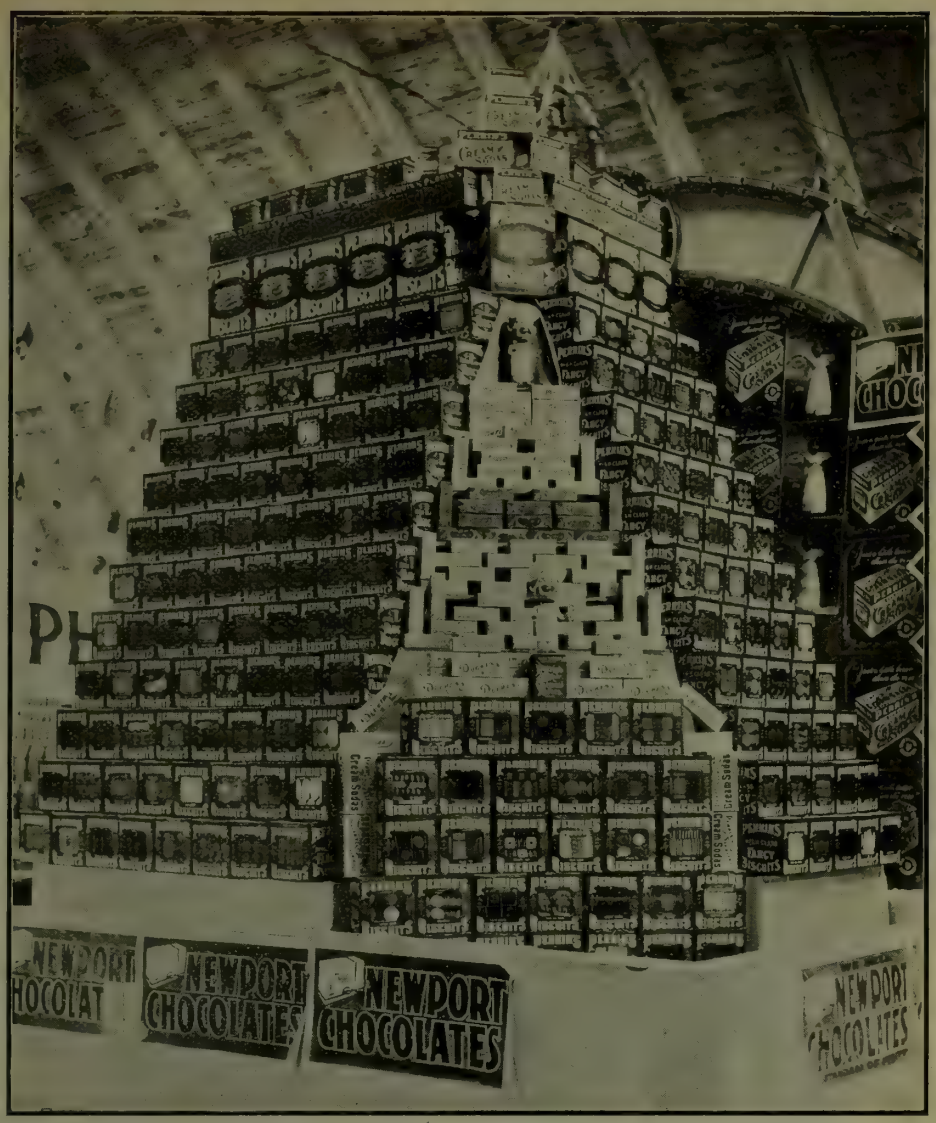
Amusement was supplied in the form of a general programme of vaudeville turns and illustrated songs, many of which were of exceptional merit. A large stage was built at the eastern end of the rink and as the crowds grew larger and the exhibition progressed, the programme was doubled, and included a varied vaudeville performance.

Colonial Fluid Beef and Specialty Co.

The Colonial Fluid Beef & Specialty Co. had an exhibit of interest. This company, which was organized in 1901, has gradually attained to an enviable standard of excellence.

Through its wise and progressive management it has in a few years placed on a sound footing a system of manufacturing several specialties, selected with discrimination and prepared by experts, with a view to rapidly creating an interest in commercial and consuming circles.

Besides the "Red Cross Fluid Beef," the "Culinary Extracts" and the "Colonial Jelly Powders," two other wholesome specialties which have already created a favorable impression in Canadian households are the wonderful "O. K." show blacking, and the "Colonial Stove Polish," both equally popular because they are both labor saving and economical to the user; moreover, they give results. The "OK" shoe blacking is coming to be classed amongst the staple goods because it is unique in value and quality. "Colonial Stove Polish" is of jet black which does not fade or change.



Montreal Grocery Clerks' Food Show—Perrin's Biscuits and Confectionery.

Any success which has come to the Colonial Fluid Beef & Specialty Co. has been won on the merit of their goods. The rapid growth and extension of its business is directly due to the push, energy and pluck of its progressive management. This company won first prize for the finest arranged booth in the exhibition.

Montreal Grocery Clerks' Food Show—Colonial Beef and Specialty Co.

Perrin's Biscuits.

The name of D. S. Perrin & Co. is month by month becoming more prominent in the eyes of the public, as a firm who manufacture biscuits and confectionery hard to beat. This firm had a very tasty exhibit of their many lines, occupying a booth in the central part of the rink. One of the features, outside of its good qualities, was the attractive manner in which the goods were displayed. A large number of their 300 odd varieties of biscuits were on exhibition, special prominence being given to their standard seller, Sterling cream sodas. Newport chocolates and packages of five o'clock tea were also given a heavy showing. The exhibit is deserving of particular mention for its striking and neat arrangement.

Comte Coffees.

With characteristic enterprise A. Comte & Cie were well to the fore with a great display of their various lines of coffee. The exhibit was located in a very busy section, being southeast of the main entrance down the centre row. This booth, throughout the exhibition, lived up to the highest standard, with two demonstrators hard at work answering questions, and by visible proof establishing the quality of the Comte coffees.

The Comte firm specialize in coffees and they offer to the trade some very fine lines for the prices they quote.

The success at this booth was mainly due to the successful way in which they handled the public. The merits of St. Marc, La Creole and Java Mocha coffees were successfully shown. On alternate evenings the coffee was given away in the form of ice cream soda, which, by the way, makes a very refreshing drink, and besides this, the different lines were sampled by the public to their heart's content.

The booth was attractively decorated with red, white and blue bunting, and at the top of the booth, red, white and blue lights were prominent, giving it a very pretty appearance. This booth, by the way, took the second prize.

Comte & Co. are building up an enviable reputation for the splendid quality of their coffees, and trade is in its wake.

Montreal Grocery Clerks' Food Show—August Comte, Coffees.

Montreal Grocery Clerks' Food Show—Molsons' Ale, Porter, Etc.

Molsons' Lines.

First you tasted Molsons' India pale ale, and if you had not previously been acquainted with the Molson taste you would wonder at there being anything so pleasing and refreshing in the drink line.

The booth was built in the form of a pyramid of bottles and the decorative effect was supplied by the various lines put up by this firm, capped by several large shields, representing facsimiles of their handsome labels. The booth was situated in the northeastern part of the rink and showed first-class taste in construction. This firm have a very large trade, their porter, India pale ale, etc., being noted for its excellent quality.

Eker's Brewery.

Though not attempting to make anything in the shape of an exhibit at the food fair, Ekers' Brewery, manufacturers of the well-known brand of pale ale which bears that name, also the renowned Bohemian lager, did some good advertising for their products at the exhibition. At the back of their booth was exhibited a large facsimile of their pale ale label, whilst below, illuminated with special electric lights, was the label of the Bohemian lager. Barrels of these refreshing beverages were kept on hand and a liberal supply dispensed in the way of samples to the thirsty ones who visited the exhibition on the hot July evenings.

The Canadian Brewing Company followed the same plan on the opposite

side of the Stadium, illustrating their labels and demonstrating their goods to the satisfaction of all connoisieurs.

Laporte, Martin & Co., Limited.

As will be seen from the accompanying photograph, the booth in which Laporte, Martin & Co. displayed their goods was dressed in a very attractive manner. Outside of this, however, quality predominated. Such lines as Hiawatha mineral water, on view on the north side of the booth, certainly compare favorably with anything of their kind on the market. This water is sold in the standard size bottles, and can be secured in either still natural water or aerated. Many other lines, of which this firm are agents, were also to the fore, including malt extract, Mitchell's Scotch whisky, and Sir Thos. Lipton's tea.

Montreal Grocery Clerks' Food Show—Laporte, Martin & Co.

Leon Fontanel & Cie.

At the west end of the building, in a prominent central stand was located a fine display of the high-class lines of which Leon Fontanel & Cie. are agents. No one who tasted the dainty biscuits handed out at the booth, went away without being convinced that this line was as good as anything on the market. Pernot biscuits, for which the firm are Canadian agents, were awarded Grand Prix at Hanoi in 1902, and again in 1904 captured the same honor at St. Louis. In the year 1906 they were judged beyond competition in Milan and Marseilles. In Liege, too, in 1905, they were again out of reach of competition.

Attractive literature was handed out to the many visitors at the booth, explaining facts about all their other lines on exhibition, notably a fine display of French wines.

C. A. Chouillou & Cie.

A tasty exhibit was that of the product of C. A. Chouillou & Co. This firm are Canadian agents for Lessive Phoenix washing powder. The booth was in a prominent location, being situated in the middle of the centre row. The decoration was of red, white and blue bunting. Samples of Lessive Phoenix washing powder were cheerfully given out by the demonstrators. Chouillou & Co. have a good thing in Lessive Phenix, and know how to push it along.

Charles Gurd & Co.

A splendid exhibit of aerated waters was made by this firm at the extreme end of the centre row. Here were shown the various lines manufactured. Among the leading varieties might be mentioned ginger ale, Caledonia mineral water, cider, ginger beer, and, in fact, all of the well-known lines which this firm manufacture.

The exhibit was in the form of two pyramids, the decorative effects being supplied by the goods on display.

The committee which had the management of the exhibition were: Albert Lacroix, president; O. Dionne, secretary; J. B. E. Poirier, treasurer; A. Quesnelle, Jos. Levesque.

Lambert's Syrup.

At the present day Dr. J. O. Lambert's syrup is well known, still it was given another large boost of publicity at the food fair just concluded. The firm had a nice display on the southern side of the rink. Besides small bottles of the syrup, with circulars explaining to the public the merits of the article were given out by the demonstrators, and as a result, owing to the good qualities of the remedy, Dr. Lambert may rest assured that he has made many new friends by his demonstration at the food show. The syrup is very highly spoken of for coughs, colds and all lung affections.

Montreal Grocery Clerks' Food Show—Leon Fontanel & Co.

Joseph Lamoureux & Cie.

A very artistic booth was that occupied by Joseph Lamoureux & Cie. It was situated on the north side of the rink and was arranged in a manner which showed the time and labor spent upon it. A few of the most prominently displayed lines were, Kings brand tomato catsup, King and Eagle brand jams. Other lines of jam were also on exhibition. Samples of the jams were given out on biscuits to the public and proved a successful way of demonstrating the lines. Taken altogether, this firm should be pleased with the show in general. In addition to the goods exhibited, the firm manufacture a splendid line of pickles, which have a large sale.

Montreal Grocery Clerks' Food Show—C. A. Chouillou & Co., Phenix Washing Powder.

John Roach, Arthur, has added a stock of general groceries to his grain, flour and feed business. Mr. Roach is a large dealer in grain and has a big elevator in Arthur. He recently sold his flax mill there. At the last elections for the Commons he contested the constituency in the Liberal interest and made a strong run. Mr. Roach is public spirited and is a good man for his town.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

PETERBOROUGH.

Many of the local merchants are complaining bitterly about the treatment they receive at the hands of the Canadian Express Company and the Grand Trunk Railway. The greatest kick is about the service to Lakefield, and both the companies are included. So high are the charges, that the merchants have invented several schemes for beating the express and railway people. One man, who sends a great deal of stuff up for summer residents at Stoney Lake, does all his parcels up in one big bundle, and has the purchaser, who usually goes up on the same train, have it checked. Each passenger is entitled to carry over 200 pounds of baggage, and the company is held responsible for the handling and delivery of the goods. Before this the people used to put their own stuff on the train and take it off again, but the transportation people put all the parcels they could in the express car and charged for carrying them. Now the railway has to handle the stuff for nothing and look after it as well.

The merchants generally are anxiously looking forward to the time when the street railway extends its lines to the lake, or the Dominion Express Co. gets a connection with the lake. The street railway will build a line to Lakefield as soon as they can cross the river, and they are waiting for the city to build a new bridge at Hunter street.

The only grocer in the city who is taking the Thursday half-holiday is Jas. R. Bell, secretary of the Retail Merchants' Association. He closed his store the first Thursday in July at one o'clock, and will give his clerks a rest during the balance of the season.

A week ago W. J. McCallum sold his large and prosperous restaurant business to McEwen Spence, formerly of the Homewood Sanatorium staff at Guelph. Mr. Spence is now in full charge and is doing a good business. Mr. McCallum was in business here for sixteen years and worked up a very large trade and made many friends. He has retired, and will reside on Gilmour street.

The fruit dealers report a very large trade this season, especially in foreign fruits. The local strawberry crop was very small, and only once did they sell at three boxes for a quarter. Two for a quarter was the ruling price. Bananas, oranges and imported plums, pears and peaches are selling well.

Many of the grocers are taking a keen interest in window display this season. S. A. Oke and R. A. Dutton, two large wholesale and retail fruit dealers, frequently have very attractive displays of fruit. E. F. Mason's three grocery stores usually look well and the majority of the other grocers are paying more attention to this branch of their business. None of them, however, have engaged a window dresser and store decorator, but if they continue their present up-to-date methods it will come to that before long.

Montreal Grocery Clerks' Food Show—Gurd's Aerated Waters.

GALT.

Galt, July 16.

The grocery business in Galt is exceedingly brisk at present, owing largely to the berry season being at its height. The crop in this district has been very large this year, but at no time has the supply been equal to the demand. The price reached was never lower than ten cents per box, and at this figure the supply was inadequate. Owing to the late spring, the season did not last as long as usual, and when the berries did arrive, the demand was almost unprecedented. The grocers report an immense sale of sugar, and state that the sale of that commodity has been much larger than in previous years.

* * *

California peaches, pears, plums, and other small fruits are coming in in large quantities and find a ready sale at very fancy prices.

* * *

The raspberry crop is said not to be exceptionally large, but whether or not the producers are spreading the report for the purpose of keeping up prices is not known, but it is strongly suspected that such is the case.

* * *

The continued warm weather has resulted in a big demand for lemons, and many merchants are complaining that they cannot receive their shipments fast enough.

* * *

It now appears that the Hawkers and Peddlers Bylaw, which has been passed in so many Ontario towns and cities, is

illegal. Two cases of appeal which were heard in the Division Court against judgments of magistrates in Beamsville and Galt were allowed and the conviction quashed. The quashing of the conviction necessarily means that the bylaw is invalid, and that towns in which they were in force are now open to the traveling gentry.

Messrs. T. L. Rutherford and F. L. Hamilton, president and secretary, respectively, of the Galt Retail Merchants' Association, who prosecuted the transient trader who was fined in Galt, but whose appeal was subsequently allowed, were interviewed by your representative.

"Yes," said Mr. Rutherford, "it appears that the bylaw is invalid." The facts of the case are that the bylaw approved of by the Ontario Legislature contains a section stating that the penalty for an infraction of the bylaw shall be a fine or imprisonment for six months. The judge in the Toronto court held that the town council had exceeded its authority, in that a Dominion Act states that no town or city council has power to impose a penalty exceeding twenty-one days imprisonment. Mr. Rutherford was asked what action the association in Galt would take and he replied that the council would be petitioned to amend the bylaw in accordance with the recent decision handed out at Toronto. "We anticipate no difficulty in having the bylaw amended as we require," he concluded.

* * *

The dry goods clerks held a very enjoyable picnic at Victoria Park, Berlin, on Thursday afternoon. A number of grocery clerks attended and were heartily entertained by their brothers-in-arms.

* * *

The clerks in Galt are endeavoring to have the Main Street merchants close their stores from three to six o'clock on Wednesday afternoon, Aug. 6, being the first day of the Old Boys' Reunion, in order to give them an opportunity of witnessing the Eastern League baseball game between Toronto and Buffalo, which will be played here on that date.

* * *

"We will be glad, indeed," said a Main Street merchant to-day, "when the fruit season is over. While it is true that it is profitable to us, it is certainly the cause of a lot of worry and trouble. Spoiled fruit, delayed shipments, etc., are no small matter."

Montreal Grocery Clerks' Food Show—Joseph Lamoureux, Jams, Pickles, Etc.

prices. The wholesale reduction, however, was speedily taken advantage of by one grocery firm last week. They advertised special prices in sugar and for the week only offered it at $4.85 per hundred. It being the commencement of the preserving season, many took advantage of the price, and a thriving trade was done, not only in the sugar, but in glass jars, fruits, and in fact the entire line of groceries.

* * *

Strawberries last week did much to swell the trade of the grocers. The demand for them was very keen and the merchant who was fortunate enough to arrange ahead for a large quantity did a good stroke of business. The general price last week was three boxes for a quarter, but this week the supply seems to be more limited and they are now selling at ten cents a box, straight. It is thought that this week will about see the finish of the crop. The weather has been ideal for ripening the berries and the season in this vicinity will be shorter than usual.

* * *

Local grocers report that they have difficulty in obtaining cherries. Of the small fruits, none are more popular than cherries and none are more scarce in this section. Practically all that are to be had are brought in and the price is usually higher than the average person feels that he can afford. Not many years ago a considerable quantity of cherries was grown in this county, but the black knot wrought havoc with the cherry trees, until at the present time there is scarcely any of the home-grown fruit to be had.

* * *

The merchants of the town should be benefited to a great extent by reason of the arrangement which the Ingersoll Telephone Company has made with the Burgessville and Harrietsville Companies. The local company has made connections with these two lines, which will give their subscribers the oppor-

Montreal Grocery Clerks' Food Show—Dr. Lambert's Patent Medicines.

INGERSOLL.

Although the wholesale price of sugar has dropped ten cents per hundred, there is practically no difference in the retail

tunity of talking to about four hundred farmers in the two districts mentioned. The telephone is now indispensable in business, and the advantage of being able to reach such prosperous agricultural districts by 'phone will be readily apparent.

* * *

Butter, which has been somewhat scarce since early spring, is now coming in more freely, and the prices have dropped. Creamery of guaranteed quality is to be had at twenty-five cents per pound, while another brand, much in favor, is selling at twenty-eight cents per pound.

* * *

The merchants are always interested in the industrial development of a town or city and at the present time the merchants here, as well as the citizens generally, are wondering if Ingersoll will be the location of a large American firm who have in contemplation the establishment of a branch factory. If this town is selected many benefits should accrue to the merchants. The firm in question are manufacturers of articles of steel and of course skilled labor would be employed and high wages paid. As noted in last week's Grocer, the Board of Trade is dealing with the matter. Representatives of the company, accompanied by Charles L. Bailey, of Toronto, have been here and they expressed themselves as being well pleased with the sites they were shown, as well as with the town in general.

WOODSTOCK.

The first Wednesday half-holiday of the season was observed by local business men last Wednesday, and will be continued during the months of July and August. Most of the merchants closed up and went fishing or penicking or holidaying in some other way, and likewise their clerks. The grocery stores all closed. It is a fact worth noting, that grocers are usually in line in any movement of this kind. They realize the benefits of a weekly half-holiday, and are broad-minded enough to see the advantages to themselves and their employes of knocking off work occasionally. No financial loss is thereby occasioned, for what a person does not buy one time he will another, at least in the grocery line. The drygoodsmen did not close, with the exception of Ald. T. A. Forman, who shut up his store, and advertised a special sale of twenty per cent. discount on all goods, for the three hours of Wednesday morning, from nine to twelve. He deserved to attract a large trade, and succeeded.

The hay crop is being gathered in this week, and the sweet smell of freshly cut clover prevails in the Oxford district. The crop, according to reports from all sections of the county, is quite up to the average. It picked up wonderfully after the cold and backward weather of the early spring.

The strawberry season, which is just closing, has been a good one, fully up to, if not above, the average of other years. Immense quantities of the luscious fruit were brought to the Woodstock market and to local stores from all sections of the county, and all found a ready sale. The quality this year was exceptionally good, the berries being large and fine.

GUELPH.

Guelph, July 16.

Last Saturday was not a good business day in Guelph, the farmers being busy getting in their hay and also on account of the A.O.U.W. excursion to Toronto and the Falls, which took a large number of citizens away. The market was comparatively deserted by 11 o'clock.

Potatoes were scarce on the market, but for all that, several of the wholesale dealers have plenty yet, in fact they have all lost considerable money on the last cars brought in. They are only asking 85c. a bag, for a pretty fair sample at that. The new potatoes sell fairly well at 50c. a peck. H. Walker & Son brought in a car of new ones that were fine samples. The first Hamilton and Guelph potatoes were on the market here Tuesday, and sold at 50c. a basket. The first raspberries arrived Tuesday and are selling from 15c. to 17c. a box. Strawberries still continue to be the best paying of the small fruits, good stock selling wholesale at 10c. a box, and retailing at 15c. or 2 for 25c. But it seems funny to me to see one grocer paying a dealer $3 for a crate of berries and others buying the same berries from the same man and only paying $2.25 a crate. Is it the fault of the grocers or the wholesaler or our system of buying? I think it is the grocers' own fault because one is afraid of another and does his business on the quiet. The dealer is just as foxy and thinks "I got so-and-so from the other fellow" and raises his price nearly every time. Sometimes he is caught, but not often.

Mr. Alex. Thompson, the popular traveler for Bean & Westlake, Woodstock, is taking a week's holidays here this week.

Mr. A. M. McLaren, grocer, has just installed in his store an up-to-date National cash register. It is a beauty.

One of our local dealers, in his hurry to get his berries home from the market on Saturday morning early, left his profit on a crate or two on the street car track. No one seemed to have nerve enough to go and pick them up, so they were soon scattered under the horses' feet.

The first half-holiday was not a success as far as the clerks were concerned. The rain prevented the excursion to Hamilton from being a success, and it hardly paid expenses. But we may have better luck next time, boys!

This is circus day, and although the circus is not supposed to be an A1 aggregation, the farmers are beginning to come in to see the elephant, and the grocers will be able to sell a few more peanuts and buns.

HAMILTON.

Hamilton, July 17.

The strawberry season has closed in this burg, and it was short and sweet. The high price put the fruit beyond the figure where ordinary people could buy it for preserving. The average price was from $2.25 to $2.50 a crate of 24 boxes, the jam and canning factories setting the pace at a higher figure than ever before, so the possibilities are that our grocery friends will have to pay a fancy price for canned berries when they go on sale. The first raspberries are in and were quoted at 20c. a box. They are also a very poor crop in this vicinity; in fact, the outlook is for all fruit to be scarce and dear, with the possible exception of peaches, which now give promise of a large crop. Georgia watermelons are selling freely. Imported tomatoes this year have been very poor and very little money has been made out of them by the grocery trader. Foreign fruits and vegetables are becoming quite an item with the grocers here and it would not be a bad idea if they were to make an effort to get control of the business, and arrange in some way to prevent the Italians and Greeks from peddling from door to door. The public might be educated along the lines of cleanliness and fair dealing; as the conditions that surround these foreigners are simply disgusting—huddled together in droves in small tenement houses—subsisting on black bread and beer, they do not make desirable citizens. During the hot summer weather consumers of foreign fruits should be a little more careful of the source of supply. These Italians seem to fall into the fruit business like the Hebrew into the rag and bone line.

Some time ago the question of the weight of a bag of potatoes was mentioned in your paper, and I see the question was brought up at the Retail Merchants' convention. Why not ask the readers of your paper to send in their opinions and let the Government set a standard for the whole country?

Mr. E. Hazell, of Hazell & Dawson, who has undergone an operation for appendicitis, has fully recovered and is back at the old stand, with his old smile.

Grocers throughout the city will be pained to hear of the sudden illness of Mr. James Price, the popular city traveler for Lucas, Steele & Bristol, and hope that he may soon be around again, as we cannot spare Jimmy yet.

NEW BRUNSWICK.

Edward M. Ganong, a leading grocer of St. Stephen, who has been in failing health for some months and had recentbeen receiving treatment at Saranac Lake, died at that place on Sunday, June 30. He was a native of King's County.

John B. Robinson, who was a prominent merchant in St. Stephen for many years, but had retired from active business some years ago, also passed away on Sunday.

Tenders for the General Public Hospital supplies have been awarded to James Collins and M. & H. Gallagher, for groceries; for meats, to O'Neill Bros.; for milk, to A. E. Macaulay, and for bread, to Hygienic Bakery.

The steamship Sobo arrived in port July 2 from Liverpool, (G.B.) and replaced the steamer Olenda on the West Indian route. The Sobo sailed on July 3 for Bermuda, Windward Islands and Demerara, via Halifax, with a good general cargo.

The value of exports to the United States through the port of St. John for the quarter ending June 30, 1907, was $766,224.24, as compared with $633,139.64 for the corresponding period last year, showing a gain of $133,084.60 for 1907. The exports of wood pulp and American lumber are larger this season than ever before.

Some of Our Leaders

Piper Heidsieck Champagne

Dry or Extra Dry. The King of Wines has conquered the world's favor by its exquisite flavor. Sparkling, foaming, deliciously bracing. The unexcelled favorite of the true connoisseur.

Cardinal Champagne

This celebrated brand of the Golden Dew you will find in almost every first-class hotel, bar and restaurant. The best Champagne to be had for the price.

Brandy, Ph. Richard

The old reliable brand. A genuine Cognac by an exquisite flavor, improved and ripened with by and distilled by experts from the pure juice of the famous Charente District Vineyards.

Miller High Life

The best Milwaukee Beer. Wholesome, pure, delicious, refreshing—it's a beer for refined people.

"Hiawatha"

Pure, effervescent, richly mineralized table water, has easily won over all its rivals. ***The great favorite everywhere.***

Ask For Quotations

Laporte, Martin & Co.

Limited

Wholesale Grocers - - Montreal.

JULY BARGAINS

STRAWBERRIES

Preserved and in Syrup, 2s.

"Bowlby" --- "Little Chief" --- "Simcoe" --- "Thistle"

per dozen, **$2.25**

STRAWBERRY JAMS

Crosse & Blackwell, - - -	1s. glass jar
Batger & Co. - - - - -	1s.
Millar & Co. - - - - -	1s.

FOR CAMPING

Finest Quality Chicken Soup, 2s. per dozen,	**$1.75**
Boneless Turkey, " " "	**2.90**
Boneless Chicken, " " "	**2.90**
Boneless Duck, " " "	**2.75**

A BARGAIN

125 Doz. Tomato Catsup, 2 lb. tins, per doz. **.75**

All goods guaranteed. Order at once.

THE BALANCE OF OUR TABLE FIGS

Glove Size,.....per doz.	**.95**
Layers, 2¼ inches, 10-lb. box, per lb.	**.06¾**
Layers, 2¾ inches, 10-lb. box, per lb.	**.07½**

FULL LINE OF CANNED GOODS

GOOSEBERRIES, LAWTONBERRIES, RED, WHITE and BLACK CHERRIES, RED and BLACK CURRANTS, at very attractive prices.

Singapore Pines, 2½s., **"whole"**

choicest and finest quality, per doz. **$1.80**

We have several other lines of goods, with interesting prices. We have a large and well assorted stock of **MINERAL WATERS, IMPORTED GINGER ALES, IMPORTED LAGER,** 2% Alcohol

All in bottles. Let us hear from you.

L. CHAPUT, FILS & CIE

WHOLESALE GROCERS and IMPORTERS of TEAS, WINES and LIQUORS

MONTREAL

Drink Pabst Blue Ribbon

VICTORIA, B.C.

Everything is in full swing for the annual merchants' picnic. The committee report good progress. All merchants are assisting, and from present appearances this will be the largest affair of its kind ever held in the city. Previous years, last year excepted, the different trades have each held a picnic of their own, but now the merchants all join together and make one grand day of it, which seems to be more satisfactory all round. This of course is quite a big undertaking, but with good men on the committee the event is carried along very successfully.

The picnic will be held this time on July 25th, at Langford Plains. Last year the great attraction was a tombola list of over 300 prizes. This proved a great attraction, for everyone who bought a ticket had a chance in the tombola, even if they did not attend the picnic, so by this means a number of persons were induced to purchase tickets who otherwise would not have done so and as this is the way the committee derive their revenue it is a point of importance. A substantial prize is always offered for the one selling the greatest number of tickets previous to the day of the picnic.

* * *

Grocers here all report business exceptionally brisk and also that experienced help is very scarce.

* * *

The grocers' exchange is taking up the question of the wholesalers supplying hotels and restaurants and retail trade. This is a live issue here and will probably create some friction. It has always been the custom here for the wholesale houses to supply the hotels, etc., not only in large quantities, but also with little trivial orders, a package of this, and a couple of tins of that, and so on. Now, even to the uninterested observer, this surely does not seem fair, and even the majority of the wholesalers claim that they don't want this class of business, and would be glad of an excuse to stop it, but they want one and all to fall in line.

* * *

Geo. E. Munro, who for some years has conducted a fruit and commission business, has sold out to Patterson Bros.

* * *

One of the most interesting events among the grocers of this city at the present time is the liquor question. A number of the leading grocers hold a bottle license and for years have conducted a grocery and liquor business together. For some time past there has been a movement on foot to either do away with the license or compel the grocers to conduct their liquor business entirely separate from the grocery department. It seems that this measure has passed the city council and will be enforced in the near future. This is causing considerable agitation among the grocers, and just what the outcome will be it is hard to prophesy.

* * *

Butter has advanced in price again, and fresh creamery is retailing at 40c per pound. The season has been so dry and farmers find feed very scarce, and many predict still higher prices on all farm produce.

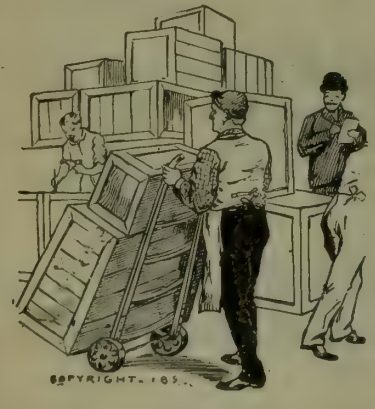
* * *

Sugar has dropped 25c per 100 pounds within the last two weeks. Competition is the cause of this. Some Scotch and China sugars have been brought in and as the British Columbia Refinery is determined to keep all outsiders away from here, in all probability we will see still lower prices.

LONDON.

The retail grocery stores of London will be closed all day to-morrow, according to announcement, but if the programme mapped out for Toronto to-morrow is carried out to the letter, it is doubtful if they will open again for the rest of the week. The local wholesalers have some surprises in store for the excursionists en route and on arrival in Toronto, and the big food providers of the Queen City have prepared a lot of enjoyment for the Londoners which it would be impossible for any ordinary man to take in in one day. Something must give way or either the Toronto hosts must call off some of the feasting and sightseeing or the Forest City men must make up their minds for a time such as they never before experienced. The demand for excursion tickets is great and the indications are that the crowd will be a record one.

Little is heard of the Niagara Falls excursion. Bills announcing the event are out and as the Falls is always a popular spot, there is no reason why the event should not be a success. But it will not be the "Grocers' Excursion."



Busy Days

It keeps us busy just now looking after orders for

Summer Outing Goods

Most complete line in the city. Be sure and place orders early for

Old Homestead Canned Goods

We handle exclusively this Brand.

S. J. CARTER & CO.

58 McGill Srteet, Montreal

WE CONTEND THAT

The Busy Man's Magazine

IS the best publication in the magazine line. But don't take our word for it. Read the unsolicited opinions of its subscribers—

"I consider The Busy Man's Magazine the best I have yet come in contact with." Henry Wilson, Toronto.

"It is the most interesting publication of its kind I have ever subscribed to." G. F. Haworth, Toronto.

"There is no better printed in the world to-day for busy men." B. T. Petch, Regina, Sask.

"Your magazine is the best I have ever had the privilege of perusing." S. W. Wynn, Yorktown.

"We would not like to miss the future copies of The Busy Man's Magazine." Ingersoll Packing Co., Ingersoll.

"I am pleased to say that each number is becoming more valuable and interesting." A. B. Musselman, Berlin.

"I am more than pleased with my investment in The Busy Man's Magazine, believing it to be the best magazine I have had the pleasure of perusing." A. B. Burrell, Amigari.

"I have been delighted with the Busy Man's Magazine. The articles are well chosen, are concise and ably written. For a busy man I know of no other magazine that will compare with it." Geo. Anderson, Toronto.

"The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefited for the short time given to each article." Wm Thoburn, Almonte.

We wish to give you further proof of the value of the ***BUSY MAN'S.*** Send us a postcard, giving your address and we will send you a sample copy.

Bear in mind every timely, interesting and instructive article appearing in any of the current magazines and periodicals appears also in the ***BUSY MAN'S***— a hundred magazines for the price of one.

WRITE US TO-DAY

The Busy Man's Magazine

TORONTO

notwithstanding the advertisements of the promoters.

While this picnic at the Falls is being carried out on the 24th inst., numbers of the Retail Grocers' Association will have an opportunity of witnessing a baseball match at Springbgnk between the grocers and their clerks, which will take place during the afternoon. President Happy Ranahan will hand out curves and other delicacies on behalf of the grocers, and Andy Crawford, of Scandrett Bros.' will officiate in a similar capacity for the clerks. During the afternoon a 100-yard dash for the championship of the grocery trade will be run between Tom Longboat McCormick and Dick Wood. Betting shows the latter to be a slight favorite, although Mac is talking many of the sports his way.

Retailers report business very good. Sugars are unsettled, and the demand is much lighter than desired. This is accounted for by the fact that berries keep high in price. Currants continue

Montreal Grocery Clerks' Food Show—Canadian Brewing Company.

firm, with prospects of lower prices in the near future. Meanwhile wholesalers are buying from hand to mouth. The rice market is rising and firm. The prospects for valencia raisings are good. As the delivery of the new fruit is two months off, brokers are endeavoring to clear off last year's goods. Lower qualities of teas are advancing and fine grades are firm.

The grocery travelers of London, like those of Toronto, Hamilton, Brantford, and other Ontario cities, will have their annual vacation a week earlier than in former years. This year they will all come in from the road at the beginning of the last week of July and remain in for two weeks. The setting apart of a stated time for the holidays of all grocery travelers was certainly a good idea.

BELLEVILLE.

Out of the ten aldermen composing this city's council no less than three are prominent grocers, and with regard to their ability it is only necessary to state that each one of them is this year honored with the chairmanship of important committees. First there is Alderman William Panter, eldest son of John Panter, who has conducted a grocery business here longer than any other man in the city, and that is nearly half a century. He has not missed a day from business through sickness or any other cause in years. Alderman Panter is chairman of the public works committee, one of the most important in the council. He has been a member of the council for many years, although practically a young man yet, and he is seldom elected lower than second man on the poll. He will be mayor before long.

Next in order comes Alderman Alfred McCrodan, who conducts one of the largest and most successful grocery businesses in the city, on the corner of Front street and Victoria avenue. He is the popular chairman of the fire committee and is a great favorite with the fire laddies. He does a big city and country trade. He is a young man, not over 38 years of age, and has been an alderman for several years, but says this year will be his last, as his business needs all his attention.

Last but not least comes Alderman A. G. Vermilyea, who has for over a quarter of a century conducted a thriving grocery on West Bridge street. He is chairman of the waterworks committee and finds time to look after his department with ability. This doughty alderman is, incidentally, the owner of a handsome driving horse and is an enthusiastic horseman.

From the above it will be seen that the citizens, who elect the aldermen, have much confidence in the ability of the grocer fraternity. Is there another council of ten men that can produce three up-to-date grocers? How about you, Kingston?

* * *

This week saw the last of the strawberries for this city, and taken altogether the crop was not nearly as large as was expected. The berries were good but the price never went below 10 cents per box, and then they were sold by the crate. The average price was two boxes for 25 cents. Cherries are an immense crop and they are being preserved in large quantities, instead of strawberries. They sold at three boxes for 25 cents.

The Belleville Fruit & Vinegar Works, a new concern which began business about a year ago, have converted thousands of boxes of strawberries and cherries into jam and jelly and employ a large number of hands. Bert Frederick is manager of the company, which is composed entirely of local men, and he predicts good prospects for the season.

* * *

Large quantities of early peas are coming into the local canning factories and the crop could hardly be better, the recent copious showers coming just in time to save the situation. The late peas are also looking well, and corn is coming along all right. This is the home of the celebrated Queen brand of canned fruit and vegetables.

One prominent grocer imported several hundred boxes of strawberries from St. Catharines, which, he says, he secured cheaper than he could here.

All the grocers report business good and are delighted with the outlook.

* * *

White & Co., of Toronto, disposed of a carload of bananas here one day last week to the different merchants, the consignment being in charge of John McVeen.

Charles Cherry, traveler for Todhunter & Mitchell, coffees and spices, was a caller on the trade Monday of this week.

Market prices here the past week were —Fresh eggs, 16 to 17c.; dairy butter, 25 to 27c.; potatoes sell at $1.40 to $1.50 per bag.

STRATFORD.

The strawberry season is about ended, and at present very few boxes are offered for sale by the grocers. During the last couple of weeks the grocers have all been rushed with strawberry trade and now the supply comes far from meeting the demand. The crop in this vicinity has been well up to the standard but fell short of the output of last

Montreal Grocery Clerks' Food Show — Ekers' Brewery.

year and the season has been somewhat short.

* * *

Stratford grocers believe in displaying their goods and in dressing attractive windows. A very pretty and unique advertisement window appears at the Barnsdale Trading Co.'s store, "The Hub," this week. "Good Fishing" is the title of the scene and an angler appears on the banks of a miniature river fishing for the finny tribe. The grass grows green and the trees give the whole window a pleasing effect. A large number of salmon cans form the background and the attention of the passers-by and the customers is directed to this product by the numerous display signs.

* * *

W. J. Norfolk also has an attractive window. Mr. Norfolk advertises his store as the "largest and brightest, cleanest and best," and certainly his new store is a credit to the city. A miniature suspension bridge is shown in his large window. Many pedestrians are walking, while others are riding to "Norfolk's store."

The market here was largely attended on Saturday last. Eggs keep up to the old price of 17 cents per dozen. Butter sold generally at 20 cents per pound. Chickens seemed more plentiful than usual, without diminution in price, the lowest asked being 45 cents each, while the price ran up to 65 cents. Lettuce, onions, radishes and beets brought the regular price of five cents per bunch. Green peas sold at 30 cents per peck in the pod, 15c per quart shelled. Cabbage, home grown, brought 8c to 15c per head.

Potatoes are rather scarce and housewives are awaiting the arrival of new potatoes. Tomatoes are a scarcity as yet.

* * *

The first of the weekly half holidays during July and August commenced on Wednesday of last week, but unfortunately the grocers did not close. The following stores were shut down, viz.. Dry goods, boot and shoe, butchers, stationery, furniture and novelty stores. The poor grocer clerk is left to sweat away in the hot afternoon. The reason for this, it is understood, lies in the fact that the majority of grocers want to close up shop and give their clerks a needed rest, but others do not, and the minority rules the majority. The merchants seem to be too anxious for the almighty dollar.

LINDSAY.

One of the features of the Lindsay trade is the great demand for cereals, such as shredded wheat, Quaker rice, wheat berries, etc.

A. L. Campbell has greatly improved the appearance of his store by having the front nicely painted.

When entering W. E. Baker's store one is greatly taken up in the appearance of it. To say it is neat is putting it mildly. A good deal of credit is due to the energetic clerk, Frank Scott, who has been with Mr. Baker for some time.

New potatoes are being sold at 50c. peck, and are in good demand. Lindsay's wholesale firm, W. B. Sparling & Co., are doing a large business these days, receiving two carloads of sugar this last week.

A. Primeau recently had a very tasty window of Jacob's biscuits, which he imports direct.

(Additional correspondence on Page 58)

GILLETT CO.'S ANNUAL PICNIC.

The annual picnic of the E. W. Gillett Co. will be held on Friday, July 19th, and the offices and factory of the company will be closed all day in consequence.

VEGETABLE GROWING AT A LOSS.

This is the season when the city man with the hoe and a personally-conducted garden increases his laundry and trouser-pressing bills a dollar a week, in order to raise $3.98 worth of vegetables during the summer.—Modern Grocer.

Mr. Allen, of the Pabst Brewing Co., Milwaukee, was in Montreal recently on a business visit to their Canadian agents, Chaput, Fils & Cie.

HOW THE CREDIT SYSTEM SENT A GROCER BACK TO THE FARM

I lost my savings doing charity work. I do not think I am by nature any more charitably inclined than many another man, yet at one time in my life I was philanthropic to the tune of one thousand dollars, writes a correspondent of the Saturday Evening Post.

I farmed successfully for several years; the seasons were good and, as I lived but a few miles from a good-sized city, I disposed of all I raised at figures that netted me money. This money I placed in a bank in the city, adding to it as I could until I had saved one thousand dollars.

Then I did as many another young man has done. I thought I would like to try city life for a while, so quit farming and went to town. I soon got a good position in a grocery store.

I had been there quite a while and was doing nicely, when I conceived the idea that a store of my own would be a fine thing. I had learned, or thought I had, at least, the ins and outs of the business from the cellar to the front door, and, as I had the money, I could see no reason why I should not have a store of my own.

So I began to lay my plans to that end. I went to the bank and drew out my thousand dollars. It was paid to me all in twenty-dollar gold pieces. Very beautiful they looked, but as they were going to bring to me an increase of thirty, fifty, or, perhaps, a hundredfold, I need not hesitate to use them.

I then rented a building, paying $33 a month for it. I must have a good location or I would not get trade, and, as good locations demanded high rentals in that city, I had to pay it. Then I put in a stock of groceries. It took several hundred of that thousand dollars to stock up, get scales, showcases and so forth.

When I had everything in readiness I threw open my doors. Customers came, and for a while everything was lovely. But it wasn't long before they "had forgotten their purses—wouldn't I trust them until next time?" or "Pay-day comes in a couple of weeks—could I wait until then?" Others were sick or out of work, "but if I would let them have the groceries I would surely get my pay."

And so I trusted them and continued to trust them. Their reasons were so plausible and their promises so promising that I felt I would get my pay in time, and so it went on. My customers were getting the delicacies of the season, and myself and family were living on the simplest food my store afforded in order to have money to pay my rent and keep up my stock.

The money I had saved out of the thousand dollars with which to do business went into the store little by little. Then I had to order from the wholesale grocers on thirty, sixty and ninety days' time—hoping to collect enough to meet their bills when due.

At the end of thirteen months I came to a point where I could hold out no longer. Unable to collect what was due me, I sold my stock that I had on hand for what I could get and applied that money to the wholesalers' bills. When I locked the door and turned the key over to the owner, I still owed the wholesale grocers two hundred and eighty-five dollars. I then went to work at nine dollars a week and lived on next to nothing until I had those bills all paid.

All I have to show now for my thousand dollars and a year's work is a bunch of receipted bills. Yes, I have also the satisfaction of knowing that I have helped quite a number of my fellow beings to some of the good things of life, but, as I am not a Salvation Army barracks nor any other charitable institution, I do not suppose my name will be handed down to posterity as a public benefactor.

I am not running a grocery store now, I'm farming.

METHOD FOR PERSONAL ACCOUNTS

To the Editor Canadian Grocer:

I have read with interest your article on "Business Management," and am glad to note that others along the same lines are likely to follow. There may be hundreds of your readers to whom an article such as the following would be of use.

I am representing a wholesale grocery house and receive money and have expenses on their account, and as secretary-treasurer of a club I have other moneys passing through my hands in addition to my ordinary personal expenditure. I should very much appreciate an article in The Canadian Grocer, as I believe numbers of your other readers would too, explaining how to keep simple, yet adequate, account of this money. Perhaps some of your readers would send in their own methods for the benefit of others.

If you know of a book along these lines I should be glad to know of it.

EIRIK.

34 Hayter St., Toronto.

July 18, 1907.

PERSONALS.

G. E. Geoffrion, harbor commissioner, of L. Chaput, Fils & Cie., leaves the middle of August, with Mrs. Geoffrion, on a trip across the continent on business and pleasure.

J. L. Gardner, of J. M. Douglas & Co., has just returned from a successful business trip to the Old Country. Mr. Gardner was a passenger on the Victorian, which was delayed by fog in the Straits of Belle Isle, causing anxiety to friends of the passengers.

GROCERY TRADE NEWS AND MARKETS ON THE PACIFIC COAST

(Special Correspondence of The Canadian Grocer)

Vanvouver, B.C., July 10.

This year the salmon run both in northern waters and on the Fraser, is not to be counted on. The run on the Fraser will not be large, while in northern waters, the Indians, who are the principal fishers for the canneries there, have this year so much money from various sources, that they decline to fish. It can hardly be called a strike, as the Indians have simply not turned up to enter the fishing. They have all been logging while prices for logs were high, and the Metlakatlahs have been paid off by the Grand Trunk Pacific, which has bought their reservation close to Prince Rupert, the coast terminal of the new railway. Were it not for the shortage in fishermen, the northern pack would be a fair average.

Two small consignments of canned salmon were brought to port this week by the steamers Capilano and Lapwing. The former brought some 2,400 cases of last season's sockeye pack, and also 600 cases of this season's pack of spring salmon, from Bella Coola. The Lapwing's cargo was from the Eagle Harbor cannery. It comprised 1,300 cases. The catch of halibut in northern British Columbia waters is still good, the New England Fishing Co.'s steamer Kingfisher this week bringing a cargo of 210,000 lbs. Several independent vessels are operating in halibut this season, their catches being taken to the Columbia Cold Storage plant at New Westminster, for freezing and shipment. Part of the catch is shipped to the Old Country in cold storage.

* * *

If terminal rates are given the city of Spokane with regard to the new line of railway, the V.V. & E., being built into the Similkameen by Jas. J. Hill, some there are who say that the bulk of the trade of that rich mining and agricultural district will go to the Washington city. The Great Northern has direct lines running to Oroville, Wash., just at the international boundary. This point is also on the direct line to Princeton, the heart of the Similkameen, and but fifty miles away. The road being built into the Similkameen had to be run partly on the American side, owing to the mountainous character of the country and the fact that the only way in was to follow the valley.

Of course, the present plans of the V. V. & E., and in fact the chief grounds for granting their charter provide for direct communication with the coast cities of British Columbia by a direct line crossing Hope Mountains from Similkameen into the Fraser valley and thence down the south side of the river, past Chilliwack to connect with present lines in the coast part of the valley. After reaching the Fraser valley via Hope pass, the distance to Vancouver is less than one hundred miles. Work on the coast section is being pushed by the V.V. & E. people all this season. It is expected by next year the line will be nearly completed through.

* * *

Weather conditions have been favorable to growing crops in the Fraser valley, where haying is now in full swing. Rains a fortnight ago brought the hay on very rapidly, otherwise a very light crop, comparatively, would have been saved. Roots and vegetables are also magnificent this year and such varieties of fruit as are now maturing promise big yields. It is no extravagant statement to say that the cherry crop is the biggest ever in the Fraser valley. The fruit, both sweet cherries and preserving varieties, is now being marketed in large quantities. Strawberries are nearly over, while raspberries, loganberries, currants and gooseberries are in plentiful supply also.

From the Okanagan and Kootenay come very favorable reports of the condition of the fruit crops, which promise a record for quantity. In the Okanagan the cherry crop was very large, though the early part of the season was not favorable. In all districts of the upper country, many young orchards are coming into bearing, largely increasing the field from which supplies will be shipped to the big demand market of the prairie provinces.

A new field for export of British Columbia fruits is promised in New Zealand. A. W. Despard, who went to New Zealand to display the Canadian exhabits at the ,Christchurch exhibition, declares that there will be a big demand for fruit there. Mr. Despard, who has just returned, says that lively interest was displayed by the leading merchants in all the trade centres. As British Columbia fruits will be in at the off season for New Zealand fruits, the market is bound to be much extended. And from the reports of the official named, it is likely that the New Zealand merchants will seek for shipments to them this season from British Columbia.

* * *

In groceries, features of variation are few. Sugar has dropped another fifteen cents, making a total drop in two weeks of a quarter, which is large for this season. Present prices to the trade are: Granulated, 5¼c.; extra C., 4.65; fancy yellow, $4.50; yellow, $4.40; dark yellow, $4.30. Peanuts are scarce and dear, trade quotations being 12c. and 12½c. Condensed milk for northern trade is very scarce. Canned fruits are not yet quoted to the wholesale trade here from the Canadian Canners' Co., not even strawberries being given out yet. There are no California canned fruits in the market and dried fruits are extremely scarce. Demand is, of course, lighter at this season.

* * *

This is the season for much trade in supplies for camping and outing parties, as well as for prospecting and fishing camp trade. Business is therefore very brisk with the wholesale grocery trade all round.

* * *

In produce no changes are reported. Local butter, both dairy and creamery, continue in small compass, while any supplies coming forward from the Northwest are in small lots, from some of the Government creameries in Alberta. Price of local dairy is up to 30c., while creamery is sold to the trade at the same price. Eastern creamery is 27c. and 28c. Fresh eggs, local, are 28c.; eastern stock, 25c. Cheese is 15c. and 15½c.; bacon 19c.; hams 17c. and 18½c.; lard 13c. and 13½c.

* * *

The supplies of new potatoes from local sources have begun to come in freely, meeting all demands, and effectually knocking out the high prices obtaining for two months past for the tubers. The old stock is out of the market. The prices quoted are 2½ and 3c. per lb. for new stock, with a falling market, as larger supplies are maturing and being marketed. The quality is excellent this year, and the crop on the lands of the lower Fraser valley will be enormous, as the season has been very favorable.

In other vegetables nothing new has been reported since last week. All stocks except dry onions are plentiful and prices as quoted last. Dry onions are at this season imported from California and are in very small supply. The price is high, being 5½c. to the trade.

* * *

California fruits are being badly knocked out by extremely rigorous fruit inspection by provincial officials. It is alleged by some dealers that this is done deliberately, to keep the market bare of all but local production. These dealers argue, that even if fruits brought in were so much affected with parasites as alleged by inspectors, the fact that these fruits are for consumption, not for coming in touch with orchards, should have some weight. According to published statements of the provincial fruit inspector himself, over half the importations from California so far this season have been condemned.

This week strawberries have dwindled to small supply, the price being $3 to the trade; raspberries are plentiful, and are quoted at $2.50 per case; logan berries sell at $3. Local cherries are 8 and 10c. per lb., and plentiful. A car of mixed California fruits arrived a few days ago. Peaches and plums sold at $2.50 per case; early apples, Alexandria variety, were included in the importation and sold at $3.50 per box of 40 lbs.

Lemons have advanced another dollar, to $7.50 per case. A car of late navel oranges is quoted at $3.25 to $4.75. Valencias are $4.75 to $5.25.

W. J. Ross, grocer, of Houghton, Sask., has sold to Geo. McCullough.

J. Mooney & Co., general store, Islay, have been succeeded by Leach & Fife.

James Murphy, general store, Mitchell's Bay, has sold to John McDowell.

Gills & Clayton, of High River, groceries and men's furnishings, have dissolved.

T. L. Orchard, grocer and fruiterer, Brandon, has been succeeded by O'Connor & Babe.

The assets pertaining to the estate of D. A. McLeod, general store, Vankleek Hill, have been sold.

Butler & Cascaden, Bradwardine, general store, have sold to W. C. Chapman, who will take possession on August 1.

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MONSTER GROCERS' DEMONSTRATION.

A large section of the grocery trade of western Ontario picnicked Wednesday at Toronto, Niagara Falls and Buffalo. Because of pressure upon our space this week reports of these outings have had to be held over till the next issue. But seeing that so many of the grocers have, by accident, taken their annual outing on the same day to different places, it has been suggested that this commotion in the trade be made unanimous and that next year a monster grocers' picnic and demonstration be held at some suitable and convenient place, which will attract the trade from all over Ontario. Such a gathering could, by a little co-operation, be made very interesting and enjoyable. The Canadian Grocer would like to have the views of grocers all over the province on this proposal, and especially the views of those who shared the burden and heat of the day in Wednesday's operations.

PUSH IN GROCERIES.

A whole lot of grocers are telling every fellow that comes in how little money there is in groceries just now. Can hardly make ends meet. Trusts are putting prices away out of sight. Mail order houses are taking away all the good local trade. Customers that are left will not pay their debts. Competitor across the street is adopting unfair tactics to get customers that have been dealing with him for twenty years, and so on. Sometimes there is room for a reasonable amount of complaint under one or more of the above heads but nine times out of ten the whole discontent and grumbling is caused by lack of push. High prices, keen competition, mail order houses, are all but natural developments of modern times in business, and must be met along up-to-date lines. It is impossible to successfully do business to-day along exactly the same lines it was done on twenty years ago. New ideas, which are the product of other men's brains and experience, must be taken up when they are worth it. Profiting by the mistakes and experience of others is, after all, only another kind of push. In business to-day it is the aggressive grocer that wins the trade and makes money; the one who runs along quietly in the old rut makes a living and finds things dull. The greater the push, the greater the returns. It does not pay to grumble over the inevitable. The best way is to meet it. You can beat the mail order houses by going about it in the right way; high prices may be overcome in that good customers never ask the impossible, and do not expect the grocer to sell goods at a loss; the trusts in Canada are in their infancy and are not yet causing anybody much trouble. So it is all along the line. If one wants to complain there is a whole list of things to bring up, but, on the other hand, if a person looks upon the optimistic side of business and gets right down to hard work —pushing—it is surprising how good business becomes.

POLITICS AND BUSINESS.

Brantford has set an example to all other constituencies in Canada. At present it is represented in the House of Commons by W. F. Cockshutt, one of the cleanest and most useful men in the House. The Liberals have just nominated Lloyd Harris, another man of similar stamp. Brantford is thus assured of having a thoroughly good man in the House, no matter which side wins. This is in line with the policy constantly advocated for years in The MacLean newspapers. Let the business men in every part of Canada take a hand in the party nominations and use their efforts to get the kind of men who can be depended upon to represent them honestly, intelligently and aggressively.

There are rumors that the Liberals will bring out John Bain, now in the service of Hon. Mr. Sifton, but for many years the real power behind the throne in the Customs Departments and MacKenzie King, Deputy Minister of Labor. Both men have shown themselves thoroughly capable, and if they can be induced to enter public life, they will be a great acquisition to the House. There are any number of equally good men in the Conservative party, both young and old, who have made their mark in life. It is now up to the Conservatives to bring forward men of that stamp who will give us clean politics and a well-governed and progressive country.

MISUSING A FOOD LAW.

The grocery and foodstuff trade in the United States is busy studying the new Pure Food Law. Strange, isn't it, that some men are already turning it illegally to gain. One ingenious way is to advertise the manufacturer's guarantee as the Government's sign-manual of purity. The law assumes that the retailer is responsible for the goods he sells. The guarantee plan, a device borrowed from Canada's Pure Food Law, provides a way by which a manufacturer may assume responsibility for his own goods, which is eminently proper. A guarantee may be attached to a bill of lading [illegible] particular shipment of goods or a manufacturer may issue a blanket guarantee covering goods specified which he may file with the Department of Agriculture at Washington and to which for identification the department assigns a serial number. This serial number some dishonest dealers have advertised as the Government stamp.

A study of the law in connection with the guaranty regulations makes it apparent that the intention is to provide a means whereby the manufacturer can assume responsibility under the law for the character of the goods manufactured by him, after they have passed out of his possession into the hands of the person who purchased them from him. In no case is a guarantee a good defence, unless it be from the person who sold the goods to the person offering the guarantee as a defence.

In order to simplify the procedure, the department volunteers to act as custodian of the guaranty, which is an offer on the part of tne manufacturer to free dealers, re-selling his goods, from responsibility under the law for possible misbranding or adulteration. In order that the guarantor may convey this intention on his part to purchasers of his goods, a serial number is assigned to such a guarantor, and by placing this number on his goods he fixes his responsibility.

Markets and Market Notes

QUEBEC MARKETS

POINTERS:

Sugar—Heavy demand.

Beans—Market excited.

Montreal, July 19.

A fine volume of business is being put through in the grocery trade at present, and if it remain stationery throughout the remaining weeks of the month, it will fully compensate for the shortcomings of the month of June. There is quite a heavy demand experienced for sugar. The western bean market is excited owing to prices having scored a sharp advance of 20c. per bushel. The trade here, taken all around, is in a healthy condition, owing to the fine appearance of the crops all through the province. Collections continue good. Retailers report satisfactory business in all lines.

SUGAR.—Sugar, since the decline of 10c per 100 lbs., has developed quite a heavy demand. Most merchants are finding prices to their taste, and are now buying in large quantities. There has been a slight improvement since last week in the sugar situation on the primary market, and present quotations are reported firm.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES — Prices are firm, with demand still good. The syrup market is featureless.

Barbadoes, in puncheons	0 29 0 31½
" " fancy	0 30½ 0 33½
" " extra fancy	0 35
" in barrels	0 31½ 0 33½
" in half-barrels	0 34
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03
" ½-bbls	0 03½
" ¼-bbls	0 03¾
" 2½ lb pails	1 60
" 25 lb pails	1 15
Cases, 2 lb tins, 2 doz per case	2 25
" 5-lb. " 1 doz. "	2 55
" 10-lb. " ½ doz. "	2 50
" 20-lb. " ¼ doz. "	2 45

TEA — Cable reports from Japan state that the market is strong and steady. Prices at present are firm, but are inclined to go higher. All other lines are steady with not much enquiry.

Japans—Fine	0 29 0 31
Medium	0 20 0 23
Good common	0 18
Common	0 16 0 17
Ceylon—Broken Orange Pekoe	0 20 0 33
Pekoes	0 17 0 20
Pekoe Souchongs	0 15 0 20
India—Pekoe Souchongs	0 15 0 18
Ceylon greens—Young Hysons	0 19 0 22
Hysons	0 18 0 20
Gunpowders	0 17 0 19
China greens—Pingsuey gunpowder, low grade	0 11 0 19
" " pea leaf	0 19 0 22
" " pinhead	0 30 0 35

COFFEES — Coffee is quiet with nominal prices prevailing.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 08¾ 0 09½
Santos	0 09¾ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional

DRIED FRUITS — Just now stocks are very low with one exception. There is still a quantity of prunes on the market, with demand fair. At present prices of prunes are much lower than their actual market value. The market is quiet in other lines.

Valencia Raisins—	
Fine off-stalk, per lb	0 08¾ 0 09
Selected, per lb	0 09 0 10
Layers, "	0 10
Dates—	
Hallowees, per lb	0 04
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 60
"Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼s	1 50
California Raisins—	
Fancy seeded 1-lb. pkgs	0 13
Choice seeded, 1-lb. pkgs	0 11¾
Loose muscatels 3 crown	0 09¾
" " 4 crown	0 10

Prunes—	per lb.
30-40s	0 08½
40-50s	0 07½
50-60s	0 07
60-70s	0 06½
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 07½
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 07
" " 90-100s	0 06½
" " 100-120s	0 05 0 04¾

Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08¾
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 03½ 0 09
Amalias "	0 08 0 08½
" 1 lb. packages	0 08 0 08½
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" " 1-lb cartons	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06 0 06½
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs " " box	0 25 0 30

EVAPORATED APPLES—The market is featureless.

Evaporated apples, box 50 lbs	0 09

SPICES — The market is featureless at present writing with only a current demand for immediate needs. No change in prices over figures ruling a week ago.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

BEANS — The local bean situation has developed a much stronger feeling, in sympathy with advices from the west. Prices have advanced 20c. per bushel and holders are now asking $1.60 and $1.65, the reason stated for these advances was that on the 3rd inst. the crop was frost bitten and the continued hot weather up to the present has also greatly retarded Nature's healing. A few warm rains were necessary.

This price advance will not affect the trade to any extent for some time, as stocks are in fine condition and any quantity of beans may still be bought at old figures.

Choice prime beans	1 60 1 65
Soup peas, whole, bag 2 bushel	2 25 2 55

RICE AND TAPIOCA — There is practically no tapioca on the market, and prospects are dull. Arrivals are not expected until the end of September.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 09 0 10

MAPLE PRODUCTS — Business in maple products continues quiet and the market shows no change.

Pure maple syrup, bulk, per lb	0 08
Compound maple syrup, per lb	0 05
Pure Townships sugar, per lb	0 07½ 0 08

CANNED GOODS

MONTREAL — Business in canned goods is somewhat quiet. Tomatoes, peas and pears are the most active. Prices are firmly held. The crop reports in general are bullish with probabilities of higher prices on a good many lines of the 1907 pack.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Group No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal		2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard		4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted		8 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack		7 40
Gals., red, standard		5 15
2's preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard		6 65
Gals. " solid pack		8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard		5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow		2 25
2½'s, yellow	2 65	2 62½
3's, yellow		3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70

Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 2[illegible]
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 22½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	1 89

VEGETABLE

Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 90	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	....	0 90
Gals.	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 03
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

ONTARIO MARKETS.

POINTERS:

Sugar—In fair demand. Raws slightly firmer.

White Beans—Higher.

Canned Goods—Moving well.

Gem Jars—Higher.

Toronto, July 18, 1907.

The wholesale movement of groceries at this centre is very satisfactory for the season of the year, and collections are such as to occasion no unfavorable comment; indeed, the reports of the credit men are that payments are being met very satisfactorily.

Canned goods are the feature of trade at the moment. Fruits are pretty well cleared up but stocks of vegetables are dwindling under a heavy consumptive demand. Sugar is just in fair demand. The fruit season is still backward and preserving has scarcely begun. The comparatively light movement of sugar made June business bulk smaller than last year's, but profits, the wholesalers say, were better. Sugar prices remain unchanged, but the raw market shows a firmer tendency. There is still some demand for prunes, possibly the buying being in anticipation of much higher prices for new fruit. Spot stocks of currants and raisins are limited and lower quotations have been set aside. White beans are higher again. Inquiries for tapioca are still active, but no hidden stocks have come to light.

TEA — The week's cables indicate an advance in the price of low grade teas, which are the lines most in demand for this market at present. Mail advices, dated July 4, state:

"Last month's London statistics cannot be considered altogether satisfactory, for clearances show a falling off on last year of nearly four million pounds, while the fact that the shortage in stocks has been reduced to nine millions seems to indicate that supply is once more gradually approaching demand. Notwithstanding these figures, the market this week has taken a more active turn, especially for the lower useful descriptions, owing to the possibility of small receipts in the near future, resulting from the advices of light shipments from both India and Ceylon, coupled with the unsatisfactory reports of June outturns in the former country."

The memorandum on the "Production of Tea in India," issued by the Commercial Intelligence Department at Calcutta, forms interesting reading. The producing area in 1906 showed an increase of 2,705 acres—529,995 compared with 527,290—but the total manufactured was no less than 19½ millions in excess of the 1905 figures. Extensions during the last few years have been very small, and although the more prosperous conditions lately prevailing have no doubt resulted in some slight addition to the area under tea, the efforts of planters have largely been directed to improvements in the cultivation of bushes already in bearing, rather than to the opening out of new lands for which there may be difficulty later on in procuring an adequate labor force.

COFFEE — The market shows no marked variations and the situation continues about unchanged. Willett & Gray, to explain the phenomenal Brazil crop, state:

"It is interesting to point out that reliable authority gives the true reason for the enormous production of coffee in Sao Paulo last season. Mr. Latiff, manager of the San Paulo Coffee Estates, during a recent visitor to London, has explained that the yield was quite exceptional, as on some estates 300 arrobas were gathered per 1,000 trees, while the average has never been higher yet than 100 arrobas per 1,000 trees. On the scale of 300 arrobas per 1,000 trees, this means a yield of 4½ kilos, or about 10 pounds, for each tree, or, in other words, three times the amount of average production. Mr. Latiff has also given his assurance that there is no truth whatever in the statement that the Government planting prohibition can be evaded, and, furthermore, he is certain that the result of this Government prohibition to plant new estates will be clearly shown in the future."

SUGAR — The consumptive demand for refined sugar is light for the time of year. Retailers are buying from hand to mouth. One reason for the dull sugar markets is the tightness of money, which has greatly curtailed speculation. This is noticeable both in the New York raw market and in the purchasing of refined by retail merchants. Prices of refined here continue unchanged. Last week the raw market continued very quiet with a slight decline. Sales at New York were, however, sufficient to relieve the market from sugars pressing upon it, and the week opened with a rather firmer tone, but prices about steady. New York refiners will want 200,000 tons before the 2nd of December, of either Javas or European. In Cuba the total production to July 1st, of present crop, was 1,392,376 tons, and the total stock in the island on that date was 239,151 tons, against 1,108,997 tons and 249,544 tons respectively a year ago. There are now no centrals grinding, against 6 still working at this time last year. Prevailing conditions favor the growing crop.

The world's visible supply of sugar shows a decrease of 318,657 tons from last year.

Paris lumps, in 50-lb. boxes	....	5 15
" in 100-lb. "	4 85	5 05
St. Lawrence granulated, barrels	....	4 50
Redpath's granulated	....	4 50
Acadia granulated	....	4 50
Berlin granulated	....	4 50
Phoenix	....	4 50
Bright coffee	....	4 30
Bright yellow	....	4 35
No. 3 yellow	....	4 35
No. 2 "	....	4 20
No. 1 "	....	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS — Business is small, at unchanged quotations.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	
Corn syrup, bbl., per lb.	....	0 0[illegible]
" -bbls "	....	0 03
" kegs "	....	0 03
" 3 gal. pails each	....	1 60
" 2 gal. " "	....	1 15

TEAS, GROCERIES, PROVISIONS, WINES and LIQUORS

The Largest Stock **The Greatest Variety**

OUR POLICY

Low Prices **Quick Turnover**

Big Business

A FEW TRIAL ORDERS WILL CONVINCE YOU OF

OUR RELIABILITY

Best Equipment **Competent Staff**

Perfect Organization

Hudon, Hebert & Cie.

Limited

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally Managed Firm in Canada

" 2-lb. tins (in 2 doz. case) per case	2 25
" 5-lb. " (in 1 ") "	2 55
" 10-lb. " (in ½ ") "	2 50
" 20-lb. " (in ¼ ") "	2 45

Molasses—

New Orleans, medium	0 [illegible] 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95

DRIED FRUITS — There is a fair movement of prunes, which is unusual at this season. Some retailers seem to be buying a few because of the likelihood of much higher prices for new crop. Spot stocks of currants are very small. While the new crop fruit will be a little late, arriving here about the first week in October, prices are likely to be lower than at present, so that merchants are exercising wisdom in holding off. Locally prices have firmed up ½c. from our former low price and 7¾c. seems to be low price now. Valencia raisins continue in fair demand and they also are in small compass on spot. Raisin prices, too, are somewhat higher.

Prunes, Santa Clara—

	Per lb		Per l.
100-120s	0 05		
90-100s, 50-lb boxes	0 05½	60-70s, 50-lb boxes	0 07½ 0 07½
80-90s "	0 06 0 06½	50-60s "	0 08
70-80s "	0 07	40-50s 25-lb "	0 09 0 10

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—

Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		

Figs—

Elemes, per lb	0 [illegible] 0 15
Tapnets, "	0 03½ 0 03½
Bag Figs	0 04½ 0 05

Currants—

Fine Filiatras	0 07½ 0 08	Vostizzas	0 09½ 0 10
Patras	0 [illegible]½ 0 08½		

Uncleaned, ½c less.

Raisins—

Sultana	0 12½ 0 lb
" Fancy	
" Extra fancy	
Valencias, selected	0 09½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz. packets, choice	0 11
" 12 oz. "	0 09

Dates—

Hallowees	0 05	Fards choicest	0 09
Sairs	0 04	" choice	0 08½
Domestic evaporated apples	0 09	0 09½	

NUTS — There is no business worth mentioning, and prices are unchanged.

Almonds, Tarragona, per lb	0 15
" Formigetta	6 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 13½ 0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES — Markets are firm with trade quiet and prices steady.

Pepper, black	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 75
Nutmeg	0 45 0 25
Cloves, whole	0 25 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 22

RICE AND TAPIOCA — Tapioca is still in great demand, with practically no supplies to meet it. Prices in other lines are steady.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03¼ 0 03½
Patna	0 05 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 01½ 0 05
Seed tapioca	0 07½
Carolina rice	0 10
Tapioca, medium pearl	0 07½
" double goat	0 07½

BEANS — The advance continues and local quotations have moved up in keeping.

Beans, hand picked, per bush	1 60
" prime No. 1, "	1 70
" Lima, per lb	0 06½ 0 07

HIDES AND WOOL—

Hides, inspected, cows and steers, No. 1	0 09½
" " " No. 2	0 08½
Country hides, flat, per lb., cured	0 07½ 0 08
Calf skins, No. 1, city	0 13
" " No. 1, country	0 11 0 12
Sheep skins	1 70 1 80
Lamb skins	0 25 0 35
Horse hides, No. 1	3 25 3 50
Rendered tallow, per lb	0 05½ 0 06
Pulled wools, super, per lb	0 24 0 25
" " extra	0 27
Horse hair, per lb	0 28 0 30
Wool, unwashed	0 13 0 14
" washed	0 23 0 24
" rejections	0 18

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, July 18, 1907.)

Exhibition week always brings a great many grocers and general store men to the city, and nearly all the travelers are in the city to welcome out-of-town customers. For that reason this is a slack week in the wholesale trade.

Values are steady in most lines, the only important quotable change being a decline of 10c. in sugars.

CANNED GOODS—

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syrup "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 51
" sliced, 2 "		3 85
" grated, 2 "		4 40

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 [illegible]

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " " 1's "	2 55
Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " " 1's "	1 35
(Clark's), 1's, per doz	2 75
" 2's, "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 [illegible]
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

SUGAR—A decline of 10c. last week brings sugar down to the following basis, f.o.b. Winnipeg :

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 [illegible]
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLLASES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 30
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

COFFEE—

Whole green Rio, per lb	0 10
" roasted " per lb	0 12
Ground roasted Rio	0 13½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 [illegible]
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75

Bottles, 18 oz., per doz		2 25
" 20 " " "		2 50
Onion—		
1 gal. pails,		90
3 " "		2 40
5 " "		3 75
Crocks		85
Bottles, 18 oz., per doz		2 50
" 20 " " "		2 75

FOREIGN DRIED FRUITS—Australian raisins are being brought in now in good quantities owing to the scarcity of the Californian, raisins and they are meeting with a good reception.

Australian raisins —	
Brown Lexias, per lb	0 08
Extra brown "	0 08½
Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95

California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 90-100 per lb	0 06½
" 80-90 "	0 06½
" 70-80 "	0 07
" 60-70 "	0 07½
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½

F. J. FOLEY & CO.

Manufacturers' and General Commission Agents for

ALBERTA and SASKATCHEWAN

Agencies Solicited

Office and Warehouse—

LARUE-PICARD BLOCK, EDMONTON, ALTA.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

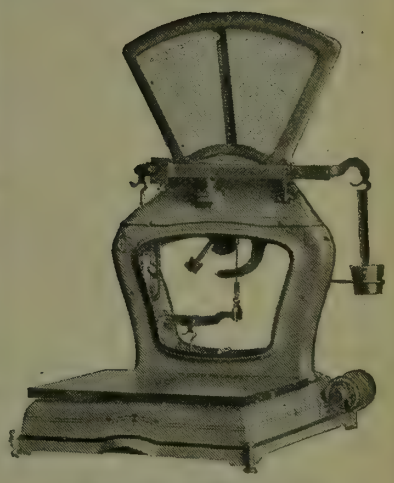
Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,

MONTREAL



Scale No. 70

This is an automatic scale with a capacity of 100 lbs. Computing part from 3½ cents to 60 cents per lb.

It has absolutely no springs and is built on the principle of our No. 11 scale—the scale that made the Stimpson scales famous.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET

WINNIPEG, MAN.

EFFECTIVE WINDOW DRESSING

More About the Use of Adjustable Window Partitions—Can be Cheaply Made —A Striking Tea Window by an Old Friend.

In a recent issue an article in this department dealt briefly with window partitions. That was not the last word on the subject by any means. Illustrations were given of two adjustable partitions in use in Toronto. One was of iron and the other, scarcely less expensive, in wood. Many would think both too costly, but any grocer can make for himself a division of light lattice work, or a window frame with a lattice of tape would be very effective. Of course, the best partition would be two sheets of mirror glass, back to back, because the mirror gives the appearance of a greatly enlarged display. We would like to see the partition idea taken up by some grocers and have pictures of their windows when they try it. Modern window dressing in other lines forbids the mixing up of different articles. With few exceptions the grocery window is a medley. System and separation would improve things.

A TEA WINDOW.

The accompanying illustration shows a tea window, presented by A. Hagmeier, Hespeler. It was dressed by Gordon Hagmeier. This is not the first of Mr. Hagmeier's window creations to appear in The Grocer. He has been a prize winner on several occasions. All his windows give evidence of originality and artistic conception in design and execution. This display, without the scroll on the screen which makes the background, would look bare. It is an illustration of the effectiveness of little things, in window dressing or elsewhere.

WINDOW DRESSING AS A SCIENCE

We have received a copy of the "Art and Science of Window Dressing," edited by S. W. Roth, the publisher of The Retailers' Journal. This book contains 46 pages, 25 of which are devoted to three-quarter page photographs of out-of-the-ordinary windows and booths, with descriptions as to how they were constructed, what they cost, the attention they attracted and other details.

The book is compiled by Mr. Roth, and we presume the letter-press is mainly from his pen. Most of it is creditable stuff and deserves the serious study of anyone interested in this important branch of the retail grocery business.

One feature of the book which we like especially is a half-page on "Trick Windows," condemning the eccentric and extravagant in window dressing, and pointing out that the expert window trimmer is not the one who relies upon some "dime museum effect" to draw business, but he who builds his window honestly, and whose display, when finished, reflects careful study of balance and harmony upon the man who produced it.

The cost of the book is $2, and it may be obtained upon remittance of this sum from S. W. Roth, Chicago, Ill.

NATAL DAY WINDOW.

Dillon Bros., Halifax, bring their window dressing up-to-date. June 21 was Natal Day in the Atlantic capital and this firm put in a special window display to be in keeping with the popular sentiment.

In the bottom of the window was cut grass with jellies, fancy biscuits, lunch tongues, cut Roquefort cheese and biscuit, etc.

In the background were syrups, olives, jelly, fruit in glass, with a background of apple blossoms, spruce trees, and different kinds of leaves.

The window was dressed by Chas. B. Marsden, who is doing excellent work for the firm along this line.

A. Hagmeier's Window, Hespeler.

A CAMPING WINDOW.

R. Rinker, Kincardine, had a unique show window that attracted considerable attention, last week. The floor was covered with green sod, and in the back of the window a small tent, with door open to the front, displayed inside table and chairs. On another chair outside lay pipe and tobacco. Fishing tackle was to be seen at one end, and at the other an old-fashioned pot was suspended on poles, with some potatoes peeled for dinner. Over the grass was strewn samples of canned and bottled goods generally used by campers, and a neat card read: "Let us supply your picnic wants."

The whole made an advertisement quite in keeping with Mr. Rinker's usual up-to-date methods.

SOCKEYES LESS PLENTIFUL.

Sockeye salmon on the Fraser these years is but a memory of the "good old days" when the lordly fish were running in such great shoals in the season, that they were often hooked from the banks of the river with a walking stick. The pioneers of the salmon canning industry are fast passing into memory also. On Friday occurred the interment of the late Alex. Ewen, of New Westminster, president of the British Columbia Packers' Association, and virtually the dean of pioneers in the industry. Mr. Ewen, whose death occurred on Monday, the 8th instant, has attained the age of 78 years and up to recent months had been measurably vigorous and active, taking the same interest in his business affairs as ever. Over thirty years ago Mr. Ewen erected his first salmon cannery, and while perhaps one other was begun and operated in the same season, none were earlier in the field, from which the veteran never retired, preserving his large holdings even after the majority of the individual cannerymen had merged their plants in the British Columbia Packers, the association floated some years ago through Aemilius Jarvis.

SAME OLD DRINK.

A North Carolina preacher named Lemon was given an assistant. A kind of lemonade as it were.— Atlanta Journal.

HERE'S A PROPOSITION

That Will Interest You

No matter whether your customers buy goods of high quality or low price, they will all be pleased with

Gold Standard Baking Powder

Because the quality could not be better (we guarantee that) and the price is within the reach of all. That's why the sales are universal, making a quick turnover of profits.

BUT HERE'S THE POINT: We are spending a lot of money advertising GOLD STANDARD BAKING POWDER and we want your co-operation.

Therefore we are making a special proposition that WILL PAY YOU BIG to push this article.

It will be worth your while to write for particulars to-day.

The Codville-Georgeson Co., Ltd.,

WINNIPEG, - MAN.

Wethey's Celebrated Mince Meat

in Packages and Bulk.

Laurel Canned Goods

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg. WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Breakfast Bacon

Buy The Best

MADE BY
FEARMAN
HAMILTON

The Strongest Argument in favor of our Corona Hams and Bacon is the continued increase in their sales.

CORONA
HAMS
AND
BREAKFAST BACON

We have no Retail Stores

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A SURETY OF SUCCESS

The Ryan Brand has been that to hundreds of retailers. The people insist on our

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

because of the recognized purity and wholesomeness of our provisions.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

The cheese market has continued pretty steady, without any remarkable price fluctuations. There is perhaps a slightly easier tone than a week ago, but it is not marked. Weekly receipts at Montreal are now running ahead of last year, but the total for the season is still far behind. For the week ending July 13 the receipts were 117,230 boxes, compared with 112,080 boxes for the corresponding week last year. The receipts from the opening of the season to date were 695,641 boxes, against 767,017 last year. This shows a shortage for the season thus far compared with last year, of 71,376 boxes.

The butter market continues firm, despite the very limited export demand. Domestic demand is active and the season has not yet overcome its late start. Wholesalers have only lately had an opportunity to accumulate winter stores and these future requirements have been quite equal to the absorption of all receipts thus far in excess of immediate consumption. Receipts at Montreal last week totalled 21,143 packages, as against 35,447 packages, a decrease of 14,304. Evidently the discrepancy for the season as compared with last, when the make was considerably short of normal, is increasing. Total receipts from May to date were 153,652 packages and for the same period last year 240,079, showing a falling off this year of 86,427 packages, or over 35 per cent. decline from last year's figures.

THE PROVISION SITUATION

Live hog prices continue upward borne upon the hope of better weather and higher prices in England. Last week the English market improved about 6d., and Canadian agents are asking a shilling advance. Prices of live hogs opened last week at $6.40 and went to $6.60. Packers sent out prices at $6.55 f.o.b. country points for this week, but soon found that as high as $6.75 was being paid and in order to get their share everyone had to meet that price. Deliveries are light, not over 23,000 last week for Canada. The weather in the Old Country has been very unpropitious. A Canadian agent, writing recently, said he was still lighting fires night and morning and wearing a top coat. There was snow in the north of England only a little while ago. During July and August, it is largely the seaside resort demand that gives the impetus to bacon consumption in Gregt Britain. This year that is largely lacking. There is, however, a fair demand, and the market is just now in the sellers' favor. Danish deliveries are somewhat less than they were. The total was 33,000 last week, which is 3,000 to 5,000 less than a little while ago. American shipments are about normal, but a little irregular. Last week they were 2,000 less than normal. This week cable advices indicate shipments of 4,500 more than normal.

At home the provision market is showing signs of a slightly easier tendency. This began in lard, which is always subject to the market movements in Chicago, and there prices are easy. There is a good, fair demand for smoked meats, but nothing unusual and prices are about steady, though with a slightly easier tendency, as stated. The advance in raw product tends to harden prices and packers talk of an early advance.

. ARMOUR TO BUILD IN FRANCE.

It is credibly reported that J. Ogden Armour and other packers have completed their plans for the establishment of a large packing house in France. In spite of vigorous denials on the part of Armour and his associates, and although no Chicago name appears in the transaction, which has lately been closed at Bonneuil, for the purchase of a large acreage on which a packing house is to be erected, it is generally admitted that the source of financial supply is the Chicago crowd.

The plans for the packing house at Bonneuil have been submitted for approval to the municipal council, and it is reported that at Havre and Bordeaux two other plants will be built.

MONTREAL.

PROVISIONS—The demand for American pork is active. Lard is only fair in both compound and pure. There is a good demand for hams and bacon. Sorting orders are good. Quite a few changes in the price column took place within the last week.

Lard, pure, tierces	0 11⅜ 0 12½
" ..... 56-lb. tubs	0 12⅛ 0 12⅜
" .....20-lb. pails, wood	0 12⅜ 0 12⅝
" cases, 10-lb. tins, 60 lbs. in case	0 13⅜ 0 13⅝
" " 5-lb. "	0 13⅝ 0 14
" " 3-lb. "	0 14 0 14⅛
Lard, compound, tierces, per lb.	0 10 0 10½
" " tubs	0 10⅜ 0 11⅛
" " 20-lb. pails, wood	2 10 2 25
" " 20-lb. pails, tin	2 01 2 18
" " cases, 1 - b. tins, 60 lbs. in case	0 10⅛ 0 11⅝
" " " 5-lb. "	0 10⅜ 0 11⅞
" " " 3 lb. "	0 10⅝ 0 11⅞
Wood, ne' ; tin packages, gross weight—	
Canadian short cut mess pork	22 50
American short cut clear	24 00
American fat back	21 75
Breakfast bacon, per lb	0 16
Hams	0 15½ 0 16½
Extra plate beef, per bbl	14 00

BUTTER—The make of dairy butter at present is light, but is sufficient for the local demand. The market for creamery is reported to be ¼c. to ½c. lower. The quantity offering is large and as there is practically none being exported there are large stocks in the hands of local dealers.

The local butter market just now is easy in tone with quotations unchanged.

New creamery, choice, boxes	0 20¾ 0 21
" " pound prints	0 21½ 0 22
Dairy, tubs	0 19 0 20

CHEESE—There has been an easier feeling experienced since the board meeting last Saturday. Cheese continues to be made in large quantities. The quantity exported is sufficient to meet the ing made to cover cost of construction quantities in the hands of the local exporters owing to the fact that the importers are not anxious to speculate at present prices. The cable quotations are 54s. to 55s.

Cheese, old	0 15 0 16
" new, large	0 11½ 0 11¾
" " twins	0 12½

EGGS—A fair trade continues to be done in small lots for local consumption. The demand from outside sources for round lots is somewhat limited. The market is weak, owing to the continued free supply and the poor quality of the eggs arriving. Buying, at the present writing, in the country, is 13½c. to 14½c. f.o.b.

Wholesale lots	0 16 0 17
Small lo s	0 17 0 17½
" sele te d	0 1·

HONEY—The market is quiet, with demand and prices easy. It is rather early yet to make any statement as to the quantity expected to be produced. White clover, extracted tins, are off the market until new supply.

White clover comb honey	0 13 0 14
Buckwheat	0 08 0 08½

TORONTO.

PROVISIONS — Trade is very active in some lines, especially smoked backs and hams. Here and there, there is a little talk of weakness, but it is only in unseasonable lines, such as long clear, which is ½c. lower, and lard, which is under the influence of the American market. The advance in the Old Country, followed by an advance in the price of live hogs here, has eliminated the easier tendency. Trade on the whole is about what it was a year ago. Prices are, if anything, a little lower on an average.

Long clear bacon, per lb	0 10¾ 0 11
Smoked breakfast bacon, per lb	0 15 0 15½
Roll bacon, per lb	0 11 0 11½
Small hams, per lb	0 15 0 15½
Medium hams, per lb	0 15 0 1· ½
Large hams per lb	0 14 0 14½
Shoulder hams, per lb	0 10½ 0 11
Backs, plain, per lb	0 16 0 17½
" pea meal	0 16½ 0 17
Heavy mess pork, per bbl	19 50 20 00
Short cut, per bbl	22 00 22 50
Lard, tierces, per lb	0 11 0 11
" tubs "	0 12
" pails "	0 12
" compounds, per lb	0 09 0 10
Plate beef, per 200-lb. bbl	12 50 13 00
Beef, hind quarters	9 00 10 50
" front quarters	5 00 6 50
" choice carcases	7 50 8 50
" common	6 00 7 00
Mutton	0 09 0 11
Lamb	0 12½ 0 15
Hogs, street lots	9 00 9 50
Veal	0 08 0 09

BUTTER — The market continues with a firm tone, with prices steady and practically unchanged. In view of the fact that there is little export call for butter the firmness of the market is somewhat surprising. Less butter is probably being made than last year, domestic consumption is heavy, and the season is still a fortnight behind, so that dealers here have only begun to accumulate winter stocks.

	Per lb.
Creamery prints	0 22 0 23
Creamery solids	0 20 0 21

Dairy prints, choice	0 19	0 20
" " ordinary	0 18	0 19
" tubs choice	0 17	0 18
" tubs, ordinary	0 17½	0 18
Baker's butter		0 17

CHEESE — New cheese is easier and quotations here are ¼c. lower.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Old cheese	0 15	
New "	0 11½	
" twins	0 12	0 12½

EGGS — The market is easier inclined and there is a growing disparity between the prices paid in the country and those asked here. This is due to the increasing shrink. Prices here are unchanged, and in the country they are lower. Dealers are storing only what they have to, but deliveries are beginning to slacken a little.

Eggs	0 17	0 18

HONEY — Prices are nominal. There is practically no business passing.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 5	0 06
" " in comb, per doz		1 50

POULTRY — Trade is quiet at unchanged prices.

Live Weight.

Spring chickens, per lb	0 15	0 20
Old fowl		0 10
Ducks		0 10
Spring ducks		0 15

Dressed weight.

Spring chickens, per lb	0 20
Old fowl	0 10
Ducks	0 10
Spring ducks	0 15
Tom Turkeys	0 12
Hen "	0 14

WINNIPEG.

BUTTER—Dairy butter offering now is of poor quality and the price is weakening. Produce houses now offer 18c. for No. 1, and 14c. to 16c. for No. 2, delivered in Winnipeg.

Creamery is selling at 20c. to 21c. per pound.

Bricks, 1 lb. fancy, per lb	0 26
" 1 lb. choice, per lb	" 24
Solids, fancy, 16's, 28's, 14's	0 25

EGGS—Produce houses offer the trade 16c. per dozen, subject to candling. This is the price for eggs delivered in Winnipeg.

50-lb. tins, ½c. per lb. over tierce basis, each		6 25
20-lb. wood pails, ½c. " " "		2 55
6-10 lb. tin pails, ½c. " " per case		7 80
12-5 " " ½c. " " "		7 90
20-3 " " 1c. " " "		7 95

CHEESE—Ontario cheese is selling at 13½c.

CURED MEATS—We quote:

Hams, selected, mild cure, 10 to 14 lbs., per lb	0 17½
Bacon, " " 5 to 7 "	20½
Backs, " " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 17
" medium, 14 to 16 average	0 16½
" heavy, 20 to 30 "	0 15½
" skinned, 2 to 30 "	0 17
Picnic hams, 6 to 8 "	0 12
Shoulders, 10 to 14 "	0 13
Breakfast bacon, clear, bellies, 8 to 10	0 17½
" " clear bellies 10 to 12	0 17½
" " wide 14-16, strips 6-8 lb	0 16½
Clear backs, bacon, 8 to 10	0 16½
" " 12 to 14	0 16
Spiced rolls, long	0 17
" short	0 14½

Canadian shipments of bacon to the Old Country were 2,000 boxes for week ending July 13th.

WILSON'S
FLY PADS

Keep a box where it will be seen by your customers, and my advertising will do the rest.
ARCHDALE WILSON, - HAMILTON

BUSINESS MEN IN MUNICIPAL LIFE

No. 23.

William Binning, Treasurer Board of Trade, Lumsden, Sask.

William Binning, treasurer of the Board of Trade of Lumsden, Sask., is a type of the progressive business man who has grown up with the west and has taken his part in the municipal life of the town or village in which his lot has been cast. To write the history of many a western town is to tell the business story of a public-spirited business man, and the history of Lumsden, Sask. could not be written without extended reference to the part played by the subject of this sketch.

Mr. Binning came to Western Canada from London, Eng., in 1894, and settled

WM. BINNING, LUMSDEN, SASK.

in Lumsden when it was a very small hamlet. First impressions were not very favorable, but Mr. Binning started a grocery store on a small capital and in the years that have passed has, in spite of transportation difficulties and other drawbacks which have somewhat retarded the growth of the town, built up a good business.

From the first Mr. Binning has taken an active part in the public life of the town and has served in many capacities.

Lumsden's municipal history consists in a long effort to obtain proper streets, roads, bridges, etc., and in all this Mr. Binning has borne his part, a business man giving his time to the affairs of the municipality. At the present time he is treasurer of the Board of Trade and still very active in promoting the business interests of the town.

"YES MISS

I always find great satisfaction in handling

Clark's Canned Meats

Customers like them, they are

Easy to Sell

and the quality is always the same."

Latest Summer Price List Now Ready.

WM. CLARK, MONTREAL.

O'Mara's Bacon

I receive many unsolicited testimonials. The following is worthy of publication.

Toronto, July 19, '07

The English beef, the Welshman goat,
The Scotchman mutton gnaws,
The Eskimo holds walrus fat
Between his greasy paws,
The Frenchmen nibbles froggies' legs,
New Yorkers gobble clams,
But **Jack Canuck** who knows what's what.
Sticks to **O'Mara's Hams.**

JOSEPH O'MARA

Pork Packer, Palmerston, Ont.

The Manitoba Canning Co.

LTD.

Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

THE PREFERENCE EXTENDED

The Grocers of Canada

Have Extended the preference to

"HORSESHOE" Brand

of

HAMS AND BREAKFAST BACON

because of the proven superiority of the brand over the next best on the market.

The Paying Trade demands that ***you*** get in line. We beat the Dutch for cleanliness and there is no goodness about prime fresh pork which our process of curing does not retain.

JOHN DUFF & SON

Hamilton, Can.

CEREALS AND CONFECTIONERY

Wheat Market Had a Weak Spasm but Flour Prices Still Hold—Renewal of Export Business—Home Trade Buying From Hand to Mouth.

The wheat market continued strong last week to the end, but on Monday developed a weakness. Fears of a telegraphers' strike in the States and better Northwestern crop news caused heavy selling. By Tuesday the weakness had about spent itself and the market turned firmer. Flour prices for domestic demand have remained steady, but for export some slight concessions have been made, English buyers also yielding somewhat. The buying for Canadian account is on a hand-to-mouth basis, as is usual at this season. Cereal business is not too brisk, though some millers report a good seasonable demand.

Confectionery.

Readers of this column may be getting tired of hearing the grocers continually urged to handle confectionery. But there are still some unregenerate retailers without the fold, and it is the shepherd's business to go after them until he gets them. All wise grocers stock confectionery, and they don't give it a back place in the store, either. The grocer who sets out to handle confectionery in the right way gets a silent salesman to start with, and fills it up with high-class confectionery as the second move. Success comes easily after that. Try it, and if you don't succeed we shall be surprised.

MONTREAL.

FLOUR—Prices continue steady with demand fair. Export trade with some firms is good, with others quiet. The local trade is fair, considering the season. Nominal prices prevail.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 20
Straight rollers, bags, 90 per cent.	1 75	2 40
Royal Household		5 30
Glenora		4 70
Manitoba spring wheat patents	5 10	5 30
" strong bakers		4 40
Five Roses		5 10
Buckwheat flour	2 25	2 30

FEED—Heavy feeds are still to the fore. Demand for bran is light at the reduced price. A good export demand for bran is likely to keep prices up during summer months. No change in prices at present.

Fine oatmeal, bags	2 60	2 75
Standard oatmeal, bags	2 60	2 75
Granulated " "	2 60	2 75
Golddust cornmeal, 98 lb bags	1 70	2 00
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 40	2 50
" 80-lb. bags	2 30	2 35
" bbls.	5 05	5 35

ROLLED OATS—The market is firm, with demand fair.

Ontario bran	18 00	19 0
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	24 00
" bran		19 00
Mouillie, milled	23 00	30 00
" straight grained	28 00	30 00
Feed flour	1 35	1 45

TORONTO.

FLOUR—Prices continue unchanged, despite the easier tone to the wheat market. Domestic buying has again begun, but at this season of the year it is a purely hand-to-mouth business. Millers report a demand from the east especially. Export business has begun again too, English buyers having come up somewhat and Canadian millers having made some concession.

GOOD MORNING!

I'm the D. & R. paper traveller. I'm not booking any orders, only around to remind you that my firm

Douglas & Ratcliff, Limited

carry the finest line of Wrapping Paper, Paper Bags, Twine, Etc., in the Dominion. If there's anything you require just sit down ***NOW*** and drop them a line. You'll get what you want shipped to you like lightning.

Our regular travellers will be calling upon you as usual. Try to reserve an order for them.

Good Morning! Hope to hear from you at my Toronto or Winnipeg address, c|o

Douglas & Ratcliff, Ltd.
TORONTO, WINNIPEG

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

WE CLAIM THAT OUR

Calcium Acid Phosphate

(1) Is quite as successful for Baking purposes as Cream of Tartar, and
(2) From a health standpoint is superior.
(3) That it keeps well and retains its strength.
(4) That it shows a considerable saving to the user.

Write for Recipes, Samples and Quotations

CHARLES C. BRYCE & CO., 43 & 5 Great Tower St. E.C. LONDON, ENGLAND

QUANCE BROS
MILLERS OF CHOICE
WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR
WRITE FOR QUOTATIONS. *DELHI, ONT.*

NAP. G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., *QUEBEC.*

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Manitoba Wheat.

60 per cent. patents	4 90	5 00
85 " "	....	4 50
Strong bakers	4 30	4 40

Winter Wheat.

Straight roller	4 25	4 35
Patents	4 45	4 65
Blended	4 35	4 40

CEREALS — There is a fair demand for staples, considering the season. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	2 75	3 00
Rolled oats, in wood, per bbl	....	5 25
" " in bags, per bag 90 lbs	....	2 50
Oatmeal, standard and granulated, per bbl	....	5 55
" " " in bags 98 lbs	....	2 65

CONFECTIONERY NOTES.

B. H. Herron, baker and confectioner, of Lander, has sold out.

The confectionery business of the Ninette general store, Ninette, has been sold to W. C. Way.

Alfred Tiderman, baker and confectioner, of Grand Bend, has sold out to Frank Geremotte.

The Lake of the Woods Milling Co.'s new mill at Keewatin, is now running up to 5,000 barrels daily, and everything is going very satisfactorily. A deputation of leading millers from Minneapolis visited the plant at Keewatin last week and expressed themselves as greatly pleased with the equipment and the work being done.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

$2,000,000 CEREAL COMPANY.

The Edward Ellsworth Company, of Buffalo, formed to manufacture cereals and all kinds of foods, grain and food products, and to operate mills and elevators, has filed articles of incorporation with the Secretary of State. It is capitalized at $2,000,000. The directors are Thomas D. Powell, Almon W. Lytle, Leo A. Weter, Hugh J. Rourke, Walter Minchan, Horace L. Mann and William G. Heimlich, all of Buffalo.

NOTES.

The assets of F. Girard, grocer, Montreal, have been sold.

Sesias & Gallo, confectioners, of Montreal, have **dissolved.**

The assets of J. Arsenault, grocer, Montreal, have been sold.

J. A. Williamson, grocer, of Hamilton, has sold to E. Lees.

W. R. Dawson, of Inwood, general store, has been burnt out.

E. A. Wooton, general store, Maynooth, has been burnt out.

Meredith & Melville, general store, High River, have dissolved.

W. R. Brock, grocer, etc., of Lynden, has sold to George Haines.

The assets of C. M. Leveille, grocer, of Montreal, have been sold.

Eaton & Co., general store, Sperling, have sold to R. H. Waddell.

Brown, Longacre & Arthur, general store, Erskine, have dissolved.

Donohue & Co., general store, Wardner, have suffered loss by fire.

E. N. Croker, general store, Brooks, has been succeeded by W. J. Ball.

F. Bentham & Co., grocers, of Merritton, have sold to W. A. Richardson.

The assets of Pitre Fortin, general store, Portneuf, Sag., have been sold.

J. J. Keating, general store, South Woodslee, has sold to A. W. VanEvery.

C. M. Irwin, general store, Grayson, has been succeeded by Irwin & Winter.

The Rapelje, Thompson Co., of Moose Jaw, general store, have sold out.

S. Chipperfield, general store, Abernethy, has sold to D. B. Campbell.

O. D. Fleming, general store, Penhold, has been succeeded by Geo. Fleming.

R. B. Roddy, grocer, of Winnipeg, has been succeeded by W. J. Sutherland.

T. R. Horner, grocer, of Brandon, has been succeeded by S. P. Wilson.

W. J. Powell, grocer, etc., of Belmore, has sold out to Wm. Mallough.

J. E. Price & Co., grocers, of Brandon, have been succeeded by J. E. Price.

The Shrewd Grocer

makes it

Perfection Cream Sodas

on the order list for various reasons—the chiefest being that particular and economic housewives, women who know and appreciate biscuit goodness, always insist on

It could hardly be otherwise. First Quality goods are bound to capture the market and that Quality must last if that brand of goods holds the market.

The immense sales of

Perfection Cream Sodas

can be explained in no other way. It does pay the grocer to recommend and push them, and most grocers know it.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

THE BEST BY ACTUAL TEST

It has been proven to the satisfaction of all particular grocers that

McLAUCHLAN'S CREAM SODA BISCUITS

are just as perfect as Soda Biscuits can be baked—and **they hold their goodness.**

McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co.,
A. P. Tippet & Co.

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

Pride of Canada

Thousands of gallons of this standard brand maple syrup and maple sugar are sold annually.

People are asking for it everywhere. Live grocers meeting this great demand are reaping large profits and are adding to their reputation through the selling of a line that is guaranteed in *purity* and *excellence.*

If you do not handle PRIDE OF CANADA brand maple goods, please let us know.

IT PAYS.

The Maple Tree Producers' Association

WATERLOO, - QUE.

IMPORTANT NOTICE

We beg to notify our numerous customers and friends that we have secured the representation for Canada for the celebrated

Kkovah Jellies,
Custard Powder,
Health Salts

and other well known products of

SUTCLIFFE & BINGHAM
MANCHESTER, ENGLAND

A full stock of these goods will be kept in our Toronto and Montreal warehouses, and all orders will receive prompt attention.

Maclure and Langley

152-154 Pearl Street, TORONTO

Note our new Montreal address
38-40 William Street, MONTREAL

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kaiyay)

You will certainly realize some day that

CAILLER'S CHOCOLATE

is the leading brand in the taste of your customers.

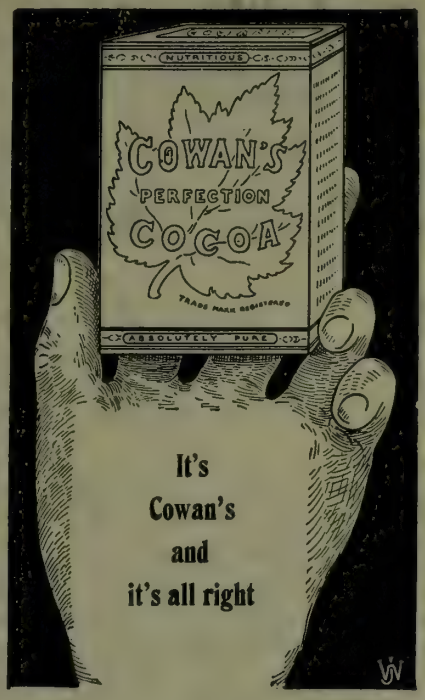
Get it into your store. We are creating a demand from the customers. Be prepared to meet this by stocking.

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

A Surety of Purity



The Maple Leaf is the buyer's surety of purity and quality when it comes to buying cocoa and chocolate.

Cowan's Cocoa and Chocolate

are the best on the Canadian Market. Guard your reputation by stocking Cowan's.

The COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Grocers who have really tested the merits of Cooking and Eating Chocolates invariably order

Mott's

"Diamond" and "Elite" brands of

Chocolate

It rests with you to give your customers the best. In Chocolate it is

MOTT'S

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

CORRESPONDENCE

CHATHAM.

After an illness extending over seven weeks, Joseph Barassin was able this week to resume his duties at Harry A. Andrew's grocery. His many friends are glad to see Mr. Barassin out again.

Chas. Burnie, of Malcolmson's grocery staff, is spending his holidays in Detroit.

Blenheim has just scored what it claims to be a record, in the shape of a monster rhubarb stalk and leaf grown in the garden of Mrs. Jos. Stokes. The leaf was twelve feet in circumference, and the stalk was [illegible] hes long and nearly an inch and a half in diameter.

John McCorvie is spending the week in London, where he is taking part in the big bowling tournament. While in the Forest City he is the guest of his sister, Mrs. McVicar.

* * *

The strawberry season here is pretty well ended. Last week's rain served to prolong it a little, but the supply of berries offered on Saturday, nevertheless, showed a noticeable falling off. Owing to the shortness of the supply, the extremely low prices of some former years were not repeated this year; in fact, three boxes for 25c. was about the lowest retail price quoted.

The raspberry crop is as yet an uncertain quantity. The canes are in many places reported dead; evidently killed by the cold of last winter. The prospects are that the crop will be a small one. Raspberries are usually in by this time in July, but thus far none have appeared.

Incidentally, the heavy rain last week proved a godsend to the farmers, and the latter are once more jubilant. The rain will help largely to bring on the beans where the latter were replanted, following on the recent heavy frost.

* * *

There was a big crowd in the city last Friday, the occasion being the annual celebration of the Orangemen from Essex, Kent, Lambton and parts of Middlesex and Elgin, together with large contingents from Detroit and Port Huron. The crowd must have numbered between 5,000 and 7,000 people.

As usual with celebrations and circuses, the day did not materially assist the grocery business. People came in to celebrate, rather than to buy. Hotels and lunch-counters did a thriving business, as did the ice cream and refreshment parlors, and many grocers report having benefitted indirectly through orders from hotels and boarding houses, while the day is also reported to have helped along in quite a few small lines.

The crowd, though large, was quite orderly, and amply deserved Mayor Stone's congratulations on this point. The parade in the afternoon was probably the largest ever seen in Chatham, and the merchants along the route decorated liberally for the occasion.

* * *

The market tower clock has been duly installed. It commenced to mark the passing of the hours at about 5 o'clock Saturday afternoon. The clock, which is illuminated at night, is quite an addition to King street. It is equipped with an automatic striking apparatus to tell the hours.

The clock, in all its glory, will be a lasting monument to Chairman Potter of the property committee, to whom its erection, as well as the remodelling and beautification of the old market front are both very largely due. Ald. Potter has shown, during his three years in municipal life, a marked faculty for "sticking at it," and the market clock is one of the permanent results.

As a result of Ald. Potter's efforts, it looks as if the electric lighting system here will continue under municipal ownership. The plans for a new gas engine plant have been approved by the Ontario Municipal and Railway Board, and the council at their next meeting will undoubtedly give the by-law its final reading. Ald. Potter is naturally elated at the successful outcome of his efforts for the maintenance of municipal ownership, in which he is a firm believer.

* * *

North Chatham has secured the Wolverine Brass Company, the latest addition to the Maple City's industries. The concern will locate on St. Clair street, and as a result the merchants in that vicinity are looking forward to a boom in business. The location was decided on last week, and building operations will be commenced at once, the factory to be completed by Nov. 20th.

The St. Clair street merchants certainly deserve this consolation prize. Since the middle of last January business in their vicinity has been hampered by the continual blocking of the street, for a variety of reasons. First, there was the repairing and strengthening of Aberdeen bridge, and later the paving of the bridge approaches and St. Clair street. The latter work is not yet complete. It was anticipated that the pavement would be completed and the street opened for traffic this week, but a break in the water main, due, apparently, to electrolysis, has just occasioned a further delay. The blocking of the street has a tendency to divert country trade, temporarily at least, to other channels, and the kicks registered by the merchants of this vicinity have been strong and vigorous.

KINGSTON.

Crowds brought to a city by any attraction means a lot to that city by way of advertising it. Grocers get the lion's share, leaving out the hotels, of course, where people are taken inn.

People must eat or die, and when they come on a holiday they are given the best to be had, even if the aunt or uncle they are visiting has to go on tick for it. Oh, that word tick! How many grocers it has stopped in the race for business. When will they learn that cash business is the best?

Ninety-nine out of a hundred will tell you that the wholesaler who sells wholesale only and does not retail and interfere with his customers' customers is the one they should support. On the other hand, 99 per cent. of the wholesalers will tell you that the retailer who jobs and tries to do a wholesale business is making an awful mistake and sooner or later will be an incurable case of financial pneumonia. He should look after family trade, and keep pure goods. The man who jobs must carry all sorts of cheap mixtures and compounds.

To obtain a good, first-class family trade you must do a cash business. Then, Mr. Grocer, do it now. Give up your mixing and give pure foods to your patrons instead.

* * *

Talking about clerks, the thoughtful, painstaking kind is in the minority. The young man who wants to be a good clerk and afterwards a good business man, must be able to discern and grasp opportunities of improving himself all the time and not try to take up too many distractions outside of business. Recreation is necessary, but there is a limit.

In the Old Country the clerk used to work in a hard school. He was taught to rise early in the mornings and not to be too anxious about closing hour. To cut up the large sheets of paper into suitable sizes. To open up the boxes carefully and nail the lids on again so they could be disposed of and turned into money. To sell old goods first and not to put new goods in front of them. To wear clean aprons, look tidy and pleasant, and wait on customers well and make them feel he is glad to see them and have them come back again. A good clerk is a good asset, and Canada has the material. With better prices and less cutting we can give them as good wages as Uncle Sam and keep them at home.

* * *

Attempts have been made by coffee roasters and grinders of Canada to put up goods to compete and win against American houses, but they seem to fail, like Sir Thomas with his yachts. Why is it? The quality of goods, or lack of advertising?

* * *

"Yes," said Jim the Grocer, "the advance in tea is going to make it hard for the package tea men to put up a good 25c. line."

The coupon business is fast fading away, and the sooner the better. It creates a lot of annoyance.

Kingston is to have a Made in Canada exhibition for the benefit of the hospital.

Capt. Sharp has again resumed his duties as head clerk in Crawford's grocery store. The captain is an all round athlete, a practical joker and public entertainer. He often appears at concerts and always puts his audience in good humor.

Arthur Bryant, clerk for Gilbert Ostler, of Plevna, died suddenly of heart failure, while bathing in the lake. Arthur managed one of Gilbert's stores in Kingston at one time and was popular and well thought of. His sudden death has cast a gloom among the grocery element here, and his parents are heart broken.

Albert Hebert, of the firm of Hudon Hebert & Co., Ltd., Montreal, is still traveling on his European trip. He writes that he is enjoying the vacation immensely. When last heard from he was at Berlin, Germany.

J. A. Stephenson, Arthur, has refitted his store for the fall trade. Mr. Stephenson has done remarkably well since he took over the business from his father and is to be complimented. He has many admirers in his town and his likeableness is reflected in his business.

LEA AND PERRINS'

SOLD BY FIRST-CLASS GROCERS ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.

E.W.GILLETT COMPANY LIMITED

CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Weekly Price List
Issued at Toronto every Saturday
Send for it
FRUIT NEWS

Canadian Berries are now at their best. Get your orders in early, as crop will not last long. To-day's prices 9c. to 11c.

WATERMELONS
Best stock from Georgia.

ORANGES
Fancy California Late Valencias will give you satisfaction.

LEMONS
Verdillis, new stock, sound and fancy packing.

California Peaches, Plums, Apricots, Pears. Direct cars. Let us have your orders.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1

Write for our quotations

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.
Packers and Exporters of Canned Lobsters —Wholesale only

300 Bags French Peanut Kernels
Prices and samples on application.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS
Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

FRUITS, VEGETABLES AND FISH

Lemon Market Firmer in Tone—Warm Weather Has Strengthened the Situation—Last Arrivals of Florida Pineapples—Canadian Berries.

The lemon market, while remaining nominally at last week's prices, is actually considerably firmer in tone. The demand is becoming more active, and if the present hot weather continues, a forward movement is practically a certainty. Receipts are disposed of in short order and although there is no lack of stocks, most of the fruit men are busy keeping up with orders. The demand for verdillis this season so far compares favorably with that of last year, and the situation at present is stronger than it was at the corresponding period a year ago. If sales are maintained at their present rate it is probable that this season's total will show an appreciable increase over 1906.

Two cars of Florida pineapples are being handled this week by one of the largest wholesalers, and the sale of these will practically end the pineapple season. From hardly any standpoint can it be said to have been satisfactory. The fruit has been of poor size, of only medium quality, and the demand has naturally lessened under these drawbacks.

Canadian berries are now narrowing down to a few districts and two weeks more at the outside will see the whole crop gathered and marketed. The yield has been a small one, but the berries have been of a size and quality well up to the average.

Business for the week has been excellent in all lines of fruit, fair for Canadian and imported vegetables and quiet in fish.

MONTREAL.

GREEN FRUITS.—Green fruits are in good demand but continue very scarce. This in part explains the high prices experienced. As far as can be seen there is no prospect of relief. Just now the demand is general. Domestic strawberries are very fine, although not any too plentiful. They are quoted at 9c to 12c per qt. The lemon crop has been light and high prices rule. Oranges, California grape fruit, declined within the past week from $5 to $3.50 to $4. New southern apples are beginning to make an appearance, as are also Australian lines.

New dates, per lb	0 04½	0 07
Bananas, fine stalk		2 00
" jumbos	2 25	2 50
Cocoanuts, per bag	....	4 00
Pineapples, crate	3 50	4 75
Apples, bbl	....	8 50
Lemons	3 75	4 50
New lemons	3 00	5 50
" "	3 60	5 00
California oranges	3 00	5 00
Jamaica oranges, per bbl	4 75	5 50
Sorrento oranges	....	3 50
Messina oranges	....	4 25
Strawberries, quart	0 09	0 12
New figs, per lb	0 08½	0 12
Florida grape fruit, box	....	7 50
Limes, crates	....	1 00
California grape fruit, boxes	6 50	7 00
" grape fruit, half box	3 50	4 00
" peaches, box	2 00	2 25
" apricots, box	2 25	2 50
" plums, box	2 00	2 75

VEGETABLES.—The situation at present in all lines of vegetables is good with demand principally in favor of new potatoes, cabbages and cucumbers. Florida tomatoes are off the market and Jerseys, the next line to arrive, are fully one month late. They are not expected here till 1st of August. Domestic stuff, to a great extent, is now replacing American goods. Jersey sweet potatoes and mushrooms are also not to be had. New domestic cabbage is now quoted at 50c to 75c, with a lower tendency. Many prices have declined since those last issued, owing to the fact that domestic stuff is now on the market.

Parsley, per doz. bunches	0 35	0 40
Sage, per doz	....	0 60
Savory, per doz	....	0 60
New cabbage, domestic	0 50	0 75
Turnips, bag	1 25	1 50
Green beans, bag	....	1 25
Water cress, large bunches, per doz	....	0 75
Lettuce, per doz	0 25	0 40
Boston lettuce, per doz	....	0 50
Asparagus, doz. bunches	4 00	6 00
Radishes, doz	0 10	0 15
Spinach, per box	....	1 00
Cucumbers, per doz	0 35	0 50
Parsnips, bag	1 25	1 50
Potatoes, whites, per bag	0 85	0 90
New potatoes, lb	....	0 03½
" " bbl	....	3 50
Egyptian onions, lb	....	0 02½
New beets doz. bunches	....	0 60
Carrots, bag	1 75	2 00
New carrots, doz. bunches	0 25	0 35
Horseradish, lb	....	0 15
Rhubarb, doz. bunches	0 15	0 25

FISH.—Among fresh fish, salmon are becoming scarce and price has again advanced. The catch up to the present is short compared with last year. Halibut continue plentiful, also cod and haddock. Brook trout are scarce, while lake trout and whitefish are in only fair supply. Pike and dore or pickerel are scarce, with prices high and firm.

Smoked herring in small boxes are in good demand now, but haddock and other smoked fish are neglected, owing to warm weather. Boneless and prepared fish, in most cases, are in plentiful supply.

As haying season is now in full swing, there is a fair quantity of Labrador salmon and sea trout moving in the country parts, but all other kinds are uncalled for.

Fresh and Frozen Fish.

Haddock, express, per lb	....	0 04
Halibut, express, per lb	....	0 08
Mackerel, " "	....	0 10
Dore, "	....	0 12
Smelts "	....	0 08
Steak cod, lb	0 05	0 06
Brook trout lb	....	0 22
Market cod, lb	....	0 04
Pike, lb	....	0 06
Lake trout lb	....	0 10
Grass pike, lb	....	0 08
White fish lb	....	0 10
Gaspe salmon, lb	0 14	0 15
Flounders, lb	....	0 10
Smoked and Salted—		
New haddies, boxes, per lb	0 08	0 09
Kippered herring, half boxes	....	1 00
Smoked herring, per small box	....	0 11
Yarmouth bloaters, box	....	1 10
Prepared and dried—		
Skinless cod, 100 lb. cases	....	5 50
Boneless cod, 20 lb. boxes	....	0 06
Boneless fish, 20-lb. boxes, bricks	....	0 05½
Boneless fish, 25-lb., boxes, per lb	....	0 04½
Shredded cod, 2 doz., per case	....	1 80
Oysters—		
Standards, bulk, per imp. gal	....	1 50
Standards, Imp. qt. tins, sealed	....	0 40
Pickled fish—		
No. 1 Labrador herring, per bbl	....	5 00
" " per half bbl	....	2 75
No 1 N.S. herring, half bbls	....	2 50
No. 1 sea trout, 1 0 lb. kegs	....	5 75
No 1 sea trout, 2 0 lb. bbls	....	10 50
Labrador salmon, in bbls	....	14 00
" " ½ "	....	6 50

TORONTO.

FRUITS.—Lemons are again firmer, with prospects, if the warm weather continues, of an early rise. Canadian cherries are beginning to arrive more

plentifully, but the prices are too high to admit of much business passing. Late valencia oranges are showing up better each carload and dealers declare the stock to be unusually fine. Bananas, which have been high at seaboard throughout the season, show a tendency to decline, and the demand continues as brisk as ever. It is probable, however, that with the heavier arrival of the Canadian small fruits, both the inquiry and the price will ease off somewhat.

Oranges—		
Late Valencias (California), extra fancy, 96's	4 25	4 75
" " " 126's	....	5 00
150's, 176's, 200's, 216's	5 25	5 50
Late Valencias (California) fancy, 96's	4 00	4 25
" " " 126's	....	4 75
" " fancy, 150 176, 200, 216	....	5 00
" " " 250's	....	4 25
" " " 288's, 300's	....	4 00
Ovals, 80's 100's, 150's ½ boxes	2 35	2 50
Sorrentos, 20 's 300's	3 00	3 75
Lemons, Verdillis, 300's	5 00	5 50
" " 2's 300, 360	4 50	5 00
" Messinas and Sorrentos, 300's	4 25	5 00
Pineapples, 30's, per case	....	5 00
" 36's, "	....	4 50
" 42's,	....	3 75
" 48's	....	3 00
Bananas, Jamaica firsts, per bunch	1 60	2 50
Bananas, jumbo bunches	2 00	2 50
Strawberries, Canadian per qt.	0 08	011
Cherries, Canadian, eating, per basket	1 25	1 50
" " cooking "	1 00	1 25
Cantaloupes (California), per crate	7 00	8 00
Limes, per crate	1 00	1 25
Watermelons, Florida, each	0 40	0 45
Gooseberries (Canadian), per basket	0 90	1 25

VEGETABLES.—Canadian tomatoes are expected to be on the market shortly, the hot weather having arrived at the right time to force the growth along. A heavy crop is anticipated. Egyptian onions are still quoted but the stocks held by dealers do not collectively amount to much. Cauliflower is expected to go lower almost immediately. A car of Canadian new potatoes arrived on the market early in the week, but the stock was not attractive and did not meet with much favor from buyers.

Potatoes, Delawares, per bag	1 00	1 05
" Ontario	0 75	0 85
New potatoes, per bbl	3 15	3 50
Onions, green per doz	....	0 15
" Egyptian, 110-lb. bag	4 00	4 50
Cabbage, new, per case	....	2 75
" Canada per bbl	....	2 25
Beets, new, per doz. bunches	0 30	0 40
Carrots, Canadian, per doz. bunches	0 40	0 60
Carrots, new, imported, per box	....	2 25
Lettuce, Canadian leaf, per doz. bunches	....	0 25
Spinach, fancy, per bush	....	0 50
Radishes, Roseland, per doz	....	0 25
Cucumbers, imported	2 00	2 75
" Canadian, per bask	1 00	1 25
Cauliflower, per doz	1 25	1 75
Beans, green, per bushel	2 25	2 50
Green peas (Canadian), per basket	0 40	0 75
Tomatoes, Texas, 4-basket crates	....	2 00
Parsley, per doz	....	0 25
Rhubarb, per doz	....	0 40

FISH.—The fish business is quiet, but compares favorably with the amount usually transacted at this time of year. The supply of fresh fish is none too large, but at that is ahead of the demand.

Perch, large, per lb	0 06	0 0½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb	....	0 10
Whitefish, winter caught, per lb	....	0 10
Haddock, fresh caught, per lb	....	0 07
Herring, medium, per lb	0 05	0 06½
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 17	0 18
Trout, fresh, per lb	0 08½	0 10
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl	....	4 75
Cod, fresh caught, per lb	0 07	0 08½
Halibut, fresh caught	0 08	0 09
Shredded cod, per lb	....	0 08
Shredded cod, per doz	....	0 90
Halifax fish cakes, case	....	2 40
Live lobsters	0 17	0 18
Mackerel, each	0 17	0 22
Bluefins, small white, per lb	....	0 06

White & Co. are handling large quantities of California peaches, pears and plums. The quality is improving. Some good Bartlett pears and St. John peaches were received in last car and sold at fair prices.

JULY
LEMON Weather

When you are ordering, remember we have the goods.

Fancy Verdillis, sound and juicy, Watermelons, Pineapples, Bananas, Oranges, California Fruit in abundance

WHITE & CO., Limited
TORONTO AND HAMILTON

LISTEN, PEOPLE!
Lemon prices will be rushing upwards soon. The wise buyer will "Do It Now," because the buying opportunity of to-day won't present itself again this summer.
"ST. NICHOLAS" "HOME GUARD" "KICKING" "PUCK"
W. B. STRINGER & CO., TORONTO

FRUITS AND VEGETABLES
We are in touch with the leading shippers and can supply **the best at closest prices.**
J. R. CLOGG & CO., *82 St. Antoine St., MONTREAL*

YOU ALWAYS GET THE **BEST GOODS**
obtainable when you send your orders to us. We have arriving daily

FRESH
Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON
Established 1861 ***Guelph, Ont.***

FRUIT GROWERS' DIRECTORY.

The first annual directory of the Niagara District Fruit Growers has been issued by the Niagara District Fruit Growers' Directory Company, of St. Catharines. It is published in the interests of the fruit growing and handling industry and includes the names of the leading commission houses and wholesale and retail merchants handling fruit in Ontario. Practically all the fruit growers of the Niagara Peninsula are listed, the few exceptions consisting, according to the publishers' preface, of those "who wish to be considered extensive growers and who, for obvious reasons, declined having their 'extent' published."

The directory should be of inestimable value to all who are in any way interested in the fruit growing industry, and a copy may be obtained by applying to the publishers.

$16 per case is being paid for lobsters, at St. John, and the market continues very firm.

Latest reports from St. John's, Newfoundland, state that the shore fishermen are making good catches. One trap at Cape Broyle took 100 quintals at one haul.

The first car of Elberta peaches was received by White & Co. this week. The stock was good, and brought $3.50 per crate.

PERSONALS.

P. J. Cuddy, traveler for the Montreal Packing Co., Montreal, has left for the Maritime Provinces, where he will remain for two weeks on business.

James Ireland, general merchant, Durham, is anticipating a trip to Montreal in the Masonic interest in the near future. He's sure of a good time and as a close observer will have some interesting incidents to relate.

J. W. Irvine, Clinton, is expecting to leave for the west on Aug. 1st. He intends to be gone a month visiting his son, the dentist, at Calgary, and another son who is accountant with a large manufacturing firm in Moose Jaw.

J. W. Shields, formerly of Grand Valley, has opened a general store in Elora. He has fixed the place up in first-class shape and it is a credit alike to himself and the town. He has started in the right way to build up a big trade.

R. E. A. Stinson, general merchant, Moorefield, gave out he would attend the Orange demonstration in Arthur. Mr. Stinson has a reputation for wit. "I'm anxious to have Stinson's opinion and description of the gathering," remarked a traveler, "it will be comical."

Mr. Green, of the Anglo-American Direct Tea Co., Toronto, was in Montreal this week interviewing the wholesale trade, along with their agent there, Alex. Hendery.

J. S. Ireland, Mount Forest, last week killed two birds with one stone by taking a bowling team to London. Besides enjoying himself on the green he improved the opportunity to do some seasonable buying. The bowlers went out in full regalia and had a good time.

Gilbert McKechnie, of M. G. & J. McKechnie, Durham, is looking forward to a trip west on business. Mr. McKechnie is secretary-treasurer of the Portland Cement Co., Durham, and his work has been heavy enough of late to tell upon his health. It is hoped he will return from the west feeling quite himself again.

Geo. Ballantyne, traveler for Melagama tea, is under way again after laying up to repair an injured leg. He made the mistake of geting into a rig behind a kicking horse, and when the animal began his performance, Mr. Ballantyne attempted a hasty exit, tripped and fell, cutting a deep gash from knee to ankle on a sharp part of the buggy. He kept on for a week, but finally had to rest up.

THE LATE MARTIN F. NIERMEYER

The many friends of Martin F. Niermeyer, known almost universally in the trade as Mr. Martin, of G. F. Sutton, Sons & Co., London, England, will regret to learn of his sudden death at Saskatoon, after a few hours' illness. Mr. Martin had made a number of successful trips from east to west in Canada, solely in the interests of Messrs. Sutton's and a year or two ago made a trip around the world, visiting China, Japan, India, South Africa, Australia, and New Zealand. Besides being a most successful traveler and a keen business man, he was an accomplished linguist, and he received renewed proofs of the popularity of his firm's goods, by his success on the tour which was so shortly to end in Canada,.

A successor to Mr. Martin will be appointed as quickly as possible, and the firm's customers will be duly advised.

To Mrs. Martin we tender our sympathies.

TEA IMPORTS.

The importation of tea into the United States via Canada in the calendar year 1906 amounted to 2,301,201 pounds, valued at $548,290. This was admitted free of duty, as there is at present no customs charge on American tea imports. Canada has the following customs regulations for this article: "Tea and green coffee imported direct from the country of growth and production and tea and green coffee purchased in bond in the United Kingdom, free;" from other countries, including the United States, 10 per cent. duty is imposed. Under this tariff restriction the shipments of tea from the United States to Canada in the fiscal year 1906 amounted to only 78,564 pounds, valued at $18,522. The foregoing facts are furnished by the Bureau of Manufactures.

FLORIDA PINEAPPLES

LAST CAR OF THE SEASON

Chase's packing. 18's $5.00. 24's $4.75. 30's $4.50.
36's $4.25. 48's $3.65. f. o. b. Montreal.

MONTREAL FRUIT EXCHANGE

193 McGILL STREET, MONTREAL.

¿ SALT ?

Full Stocks

All Lines

VERRET, STEWART & CO.
LIMITED
MONTREAL

"The Finest Flavored Fish in the World are caught off the Coast of Nova Scotia"

YOU have often heard this before, but we repeat it to remind you that the Prepared Codfish done up in packages and bearing this

TRADE MARK

all come from the waters which are famous for the fish they produce. When talking fish to your customers do not forget to mention this fact.

Sole Packers

Atlantic Fish Companies,

Nova Scotia

AGENCIES

A. H. Brittain & Co., Montreal **Stuart, Watson & Co., Winnipeg** **Chas. Milne, Vancouver**

Every fish canned isn't a Sardine, but every fish in a tin of

"King Oscar" Sardines

is the real thing.

It is so real that those who "know" can't be persuaded to use any other. There's something so rich, clean, and flavory about a King Oscar Sardine that one can't get away from the desire for more.

That's the kind to sell to your customers They will use a lot this summer.

For sale by all jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents HAMILTON.

We are now packing the

"FAMOUS BRUNSWICK BRAND"

SARDINES, CLAMS SCALLOPS

AND

FINNAN HADDIES

We guarantee every tin we pack

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

MARITIME WHOLESALERS AT ST. JOHN, N.B.

Maritime Wholesale Grocers' Association in Convention — Largest Attendance on Record—Sugar Dropped 20 Cents in Four Weeks — Crop Prospects.

(Special Correspondence of The Canadian Grocer.)

St. John, N.B., July 15.

The annual meeting of the Maritime Wholesale Grocers' Association was held Wednesday morning, July 10, in the Board of Trade rooms here. The attendance was the largest in the association's history, indicating an increased interest in the organization. A good deal of routine business was transacted.

All the grocers reported that the present year was the most prosperous in their experience, far exceeding that of previous years. The markets had been most favorable, and the outlook was extremely bright. The price committee did good work in the past year, arranging fixed prices on canned corn, tomatoes, peaches and strawberries, gelatine and brooms.

The business session was concluded after one o'clock. Officers were elected as follows:

W. C. Cross, St. John, president.

H. G. Bauld, Halifax, 1st vice-president.

W. H. Aitken, Charlottetown, 2nd vice-president.

Price Committee—W. C. Cross, G. E. Barbour, C. H. Peters, St. John; M. Dwyer, Halifax; E. T. Higgs, Charlottetown.

The delegates in attendance at the meeting were:

Halifax—R. M. Symonds, Henry G. Bauld, John E. Hills, Arthur C. Pike.

New Glasgow—Robert Murray.

Yarmouth—R. W. Brown, J. L. Lovitt, F. C. Kenney, J. A. Kirk.

Amherst—D. A. Morrison.

Truro—Albert S. Black.

Moncton—J. H. Harris, J. F. Edgett.

Charlottetown—E. T. Higgs.

St. John—W. C. Cross, A. Malcolm, W. L. Harding, Thomas Gorman, C. E. Cowan, R. M. N. Robertson, W. M. Barlow, G. E. Barbour, I. H Northrup, S. A. Jones.

In the afternoon the visiting delegates were treated to a sail on the St. John River on the steamer Champlain as the guests of the St. John members of the organization. They went half way up the Belleisle, and a beautiful sail was enjoyed. Dinner was served on board.

The visitors were delighted with the trip, and on motion of E. T. Higgs, of Charlottetown, seconded by H. G. Bauld, of Halifax, a hearty vote of thanks was tendered the St. John members who furnished the excursion and entertainment. The visitors left for their homes in the evening.

Sugar.

A decline of twenty cents in the price of all grades of refined sugars has taken place in the last four weeks. On June 18, a drop of 10 cents was announced, and a further decline was reported on July 9 of a like amount. This is considered very unusual, coming, as it does, on the eve of the "preserving season." Local wholesalers are at a loss to account for the drop, except that some of the refiners wish to unload some of their stock. There has been no change in the quotations of the raw material. The drop in price is hardly sufficient to affect the consumer.

Crops.

John Macaulay, of Lower Millstream, Kings County, was in the city last week. He says that crop prospects have very materially improved in the country within the last fifteen days. Up to that time things looked pretty blue, but now everything points to at least an average year. Hay will be about the same as usual, he said, and all kinds of grain and potatoes promise excellent yields. Owing to the lateness of vegetation this spring, nothing has been killed by the late frosts, and berries and fruits are quite up to the average.

Geo. H. Campbell, Red Rose Tea.
He always looks happy, because that's the way he feels

Meats.

The wholesale price of the best quality of western beef is now 9 to 10c. a pound. Butchers' beef is quoted at 8½ to 10c., and country beef 7 to 9c. Mutton is also easier, at 8 to 10c. Lamb is getting quite plentiful, but as yet the price is unchanged. The only quotations are by the carcase, $3 to $5.

Butter.

Butter has fallen off in price in the produce market, rolls selling at 19 to 21c., and tubs 18 to 20c. Old potatoes will soon be off the market and what stock is left is offering for from $1.80 to $2 a barrel, a decline of from 20 to 25c. since last week.

Potatoes.

According to all reports, the potato crop this year will be very large, much greater than heretofore, as the demand for potatoes from this province is becoming greater every year. In Carleton, York, Victoria and Westmoreland counties a much larger area has been sown than in former years, and the farmers predict that the present year will be by far the most successful ever experienced. Dozens of big potato warehouses have been built for storing the crop and the shipments from New Brunswick to Upper Canada and the West Indies will be the greatest ever.

* * *

In the grocery and provision line cheese has eased off a little, while beans have advanced owing to discouraging crop reports.

The reports from cheese and butter factories throughout Kings county are more encouraging now than at any time since the spring opened. The recent rains have helped the pasturage materially and the flow of milk is increasing. The gain means much for the business interests of the county.

* * *

The explosion of a lamp in the cellar was responsible for a fire in Robertson & Co.'s grocery store, on Main street, on Thursday evening last, that did about $1,000 damage. Insurance to the extent of $2,000 was carried.

* * *

Stanley Howell and J. V. Kierstead, two of T. H. Estabrooks' travelers, in company with Walter Rollinson, of London, England, pride themselves with holding the Kings county record of trout fishing. During Tuesday and part of Wednesday of last week they caught over 200 of the speckled beauties at Jack's Lake, varying in weight from one-half pound to one and three-quarters. They also saw two moose, a bear, wildcat and fox, but owing to the present restriction of the game laws they were left unmolested.

A MONTH'S PLAY.

George Campbell, Toronto manager for T. H. Estabrooks, and chief pusher of Red Rose tea in Ontario, is taking a holiday. The accompanying striking likeness shows his start. He always was a hustler. This trip he is headed for his old home in Hartland, N.B., whither his wife preceded him a little while ago. Hartland is on the St. John River and is in Mr. Campbell's estimation the choicest spot without the pearly gates. He will spend a day en route with Walter Gaden, the Red Rose tea man in Montreal. The week of Aug. 5 will be occupied by the Red Rose annual reunion in St. John and Mr. and Mrs. Campbell will return to Toronto about Aug. 14.

During Mr. Campbell's absence, Walter Harrison of the St. John office, Mr. Estabrooks' secretary, will superintend the work in Toronto. Mr. Harrison has been there before and is a favorite with the staff.

WHERE HAS THE TEA TRADE GONE TO?

To the Editor Canadian Grocer:

Replying to the comments subscribed by a correspondent of The Canadian Grocer regarding the letter of the writer, which appeared in your valued paper under date of July 4th, I fear that the gentleman who inspired this criticism jumped at conclusions without verified data. He makes caustic remarks about my references to the "decreasing tea consumption in the United States and Canada," and uses rather extreme language in his exceptions thereto. He says that the writer should consult statistics of imports in both Canada and the United States before rushing into print with such a statement, and, therefore, I take pleasure in giving the following statistical facts, which prove my statement and which can be verified by referring to the Custom House reports of either country.

The increased population in both countries has been most rapid (within the last ten years) and the import of teas to-day would necessarily have to show much larger quantities to equalize the per capita consumption of 1897, but notwithstanding, however, the import of China teas into the United States in 1904 totalled 53,146,080 lbs.; in 1905, 42,938,984 lbs.; in 1906, 37,466,689 lbs., thus showing a decrease in China teas in three years of 15,679,391 pounds.

The importation from Japan in 1904 totalled 42,711,127 lbs.; in 1905, 41,823,115 lbs.; in 1906, 37,806,414 lbs., showing a decrease in Japan tea during the same period of 4,904,713 lbs.

The importation of India and Ceylon teas in 1904 was 7,674,663 lbs.; in 1905, 7,813,564 lbs.; in 1906, 7,340,106 lbs., showing a decrease in India and Ceylon teas during the same period of 334,557 lbs. You will notice that in 1905 there was an increase over 1904 in the importation of India and Ceylon tea, when a decrease followed in 1906 which carried the number of pounds imported in 1906 below the importation of 1904.

The total importations from other Asiatic countries in 1904 was 450,923 lbs.; in 1905, 658,076 lbs.; in 1906, 456,731 lbs. The total imports from the United Kingdom, Canada, and sundry other countries to the United States in 1904 shows a total of 8,915,224 lbs.; in 1905, 9,472,860 lbs.; in 1906, 10,551,810 lbs., an increase of 1,636,586 lbs. The grand total of all teas imported into the United States less tea exported therefrom in 1904 totalled 109,614,993 lbs.; in 1905, 101,937,084 lbs.; in 1906, 92,561,498 lbs.

In these days of extraordinary prosperity, in this period of strenuous commercialism, many firms are striving to introduce package teas, but notwithstanding, the grand total decrease in the United States importations of tea within three years was 17,053,495 lbs.

Now, a word about Canada. It may interest you to know that the imports of India and Ceylon teas in 1905 totalled 18,312,396 lbs.; in 1906, the India and Ceylon imports totalled 20,447,304 lbs., showing an increase of 2,134,908 lbs.

The total import from China, Japan, and other countries into Canada in 1905 was 8,001,846 lbs.; in 1906, 5,185,323 lbs., showing a decrease of 2,816,523 lbs. The exports from Canada to the United States, Great Britain, Newfoundland and other countries in 1905 totalled 1,921,841 lbs. and in 1906, 2,387,358 lbs., leaving a net import into Canada in 1905 of 24,392,401 lbs., and in 1906, 23,245,269 lbs., showing a decrease between 1905 and 1906 in Canadian imports of 1,147,132 lbs.

The census and statistic department of the Canadian Government has figured the population in Canada up to April 1st, 1907, at 6,504,900, which shows an increase of 1,133,586 inhabitants, during the last six years, which should be accounted for in the per capita consumption of tea.

The Canadian consumption of Japan and China teas show a decrease during the same period of 2,816,523 lbs., whereas the India and Ceylon teas show an increase of 2,134,908 lbs., thus leaving a deficit of 681,615 lbs.

Where has the tea trade gone to?

GEORGE LEWIS.

George Lewis & Company, Chicago.

Chicago, July 11, 1907.

The Standard Olive Oil

BARTON & GUESTIER

BORDEAUX, France

ESTABLISHED 1725

Shippers of the Highest Grade

—OF—

Olive Oil

In Quarts, Pints amd Half-Pints

JOHN HOPE & CO.

Sole Agents for Canada

MONTREAL

TAKE YOUR TIME.

Don't leave your advertisement writing until the last minute. An ad that is dashed off without thought is almost invariably a pretty poor ad. Take your time to it and write something that means something.

Roberston & Co., grocers, of St. John, N.B., have suffered loss by fire. Some insurance was carried.

CIGAR GOODNESS

Some grocers overlook that point - although there isn't a grocer in Canada who can afford to do so. The quality of your goods originates more trade than almost anything else, while it is absolutely certain that quality goods can alone retain trade. You must cater to the tastes of your customers, and—judging by the orders arriving from grocers in all parts of Canada—the

PHARAOH and PEBBLE

cigars must be mighty popular. There are reasons for their popularity.

Pharaoh is a carefully made cigar—I personally select and supervise the maturing of every leaf of tobacco used in my factory—and easily worth fifteen cents but retails for ten.

Pebble is the five-cent head liner. Smokers marvel at its goodness and some grocers sell it for ten.

N. B.—The Payne Plan of doing business says more for the sterling quality of my cigars than all the words we could print. Do you know that plan ?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Good Business

The kind of business that pays depends largely on the brands of tobacco you carry. There was a time when tobacco had little to do with the grocery business; but that's so long ago that we do not remember it. There's a multitude of men sitting in smoking jackets and here's about the way Mr. Smoker talks: "You might make it a point to order your groceries at Smith's. Smith carries a good stock of

T. & B.

the best tobacco placed on the market to-day. The Grocer who is wise enough to appreciate tobacco quality and its influence is wise enough to appreciate quality in every article he sells. Go to Smith's and, by-the-way, you might bring a couple of packages marked **T. & B.** with you." Enough said for the shrewd grocer to think over.

T. & B. Tobacco sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE GROCER, THE FARMER, AND THE CITY BUYER.

The Guelph correspondent of The Canadian Grocer, recently, after writing of the efforts of Toronto wholesale buyers with farmers in the Guelph market on a Saturday morning, continues :

Now what I can't understand is why these Toronto buyers can't come in and say on Friday night : "I will give you so much for your surplus stock on Monday morning," and then stay off the market and let the grocers go ahead and get what trade they can out of the farmers on a Saturday. Why I remember when the boss would come along on Saturday morning and say : "Boys, so much for eggs and butter to-day in trade; no cash," while to-day I venture to say not one grocer in Guelph can say to a first-class butter maker : "You must trade it out." He simply cannot do it. Why, to-day in Guelph the farmers to my own knowledge don't trade half of their produce out, in fact, the best butter makers won't. But why? Just because the grocer hands out the cash and his next-door neighbor has something special for Saturday, and the next, &c., and the farmer's wife is a good buyer as well as a good seller.

There is no use kicking individually, but get together. If we have to pay the cash let us fight him on Toronto market or some other together, and in a short time the Toronto buyers will be out of our way on a Saturday.

BUILDING UP TRADE IN NEWFOUNDLAND.

T. A. Macnab, the head of T. A. Macnab & Co., manufacturers' agents and commission merchants, St. John's, Newfoundland, was formerly with Mathewson's Sons, Montreal. For some eight years he was their sole representative in the city of Montreal and left them three years ago to go to St. Johns to look after the agency part of the business of W. A. Munn. On the first of the present year Mr. Macnab took over this part of the business on his own account.

The offices of the firm are in the Cabot Building and are centrally situated. The accounting work is under the management of E. M. Macnab, who was some ten years accountant with Chas. Gurd & Co., Montreal.

The following are some of the Canadian firms represented by the firm : The Canadian Salt Co., Windsor; the F. F. Dalley Co., Hamilton; the Edwardsburg Starch Co.; MacLaren Imperial Cheese Co.: Truro Condensed Milk Co.; the Walter M. Lowney Co. Besides these Canadian houses they also represent a number of American and continental firms. They are also exporters of Newfoundland products and their aim is to ship only the first qualities.

CONDENSED INFORMATION.

"15 minutes with Edmonton, for the busy man of the 20th century," is the title of a handy folder, issued by the Publicity Department of the Edmonton Board of Trade. The remarkable amount of condensed information contained in this folder is well worth more than a quarter of an hour's study, but anyone who only dips into it for this amount of time cannot fail to learn many facts about the Alberta capital, of which he was formerly ignorgnt. Among other information is given 70 "Facts about Edmonton," 19 buildings, institutions, etc., which Edmonton "will have in the near future," 27 different kinds of factories wanted, fifty-two different occupations, reliable representatives of which can always be sure of securing good positions in Edmonton, "Facts for Farmers," and 13 things "To Remember" about the city for men who are thinking of locating there. A fine colored panoramic view of the city as it stands to-day is shown, maps of Alberta, of the Edmonton and Peace River districts are given, and a number of fine photographs representative of the best scenery of the country, are reproduced.

Especially attractive is a sheet of "Photographs of Peace River Scenes," reproducing with admirable fidelity a comprehensive selection of the rivers, wheat fields, ranches, homesteads, and farms that together contribute to the attraction of the Peace River district. A copy of this folder, with any other information desired, may be had on application to the secretary of the Edmonton Board of Trade.

PERSONAL.

C. Stephens, of C. Stephens & Co., Collingwood, was in Toronto the early part of this week.

F. W. Morley, vice-president Canada Brokerage Co., Toronto, is on a trip to Manitoba, and through to Victoria.

F. W. Thompson, vice-president of the Ogilvie Flour Mills Co., Montreal, has just returned from a two weeks' resting trip at St. Andrews.

R. Carrignan, traveler for Laporte, Martin & Co., Montreal, was in Ottawa throughout the present week in the interests of the firm.

James H. Robinson, Canadian advertising manager for the N. K. Fairbank Co., Montreal, spent some days this week with the trade in Toronto.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Tow
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS, CHAMPLAIN } 5c.
E SERGEANT 10c.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

GROCERY TRADE NEWS OF NOVA SCOTIA

(Special Correspondence of Canadian Grocer.)

Halifax, N.S., July 15.

The grocery markets are quite active, and there is a good demand for some lines. With berries coming in the demand for sugar increases, and will likely continue for some time. Pork and lard are a little easier, but beans have been advanced 25c. per bushel. Beef packers have not been offering any quotations for the past fortnight, owing to the scarcity of cattle and the fight in Chicago between the packers and the cattle dealers. Seeded raisins are now selling at 13c., an advance of 1c. per pound since last week. All dried fruit is becoming rather scarce. The wheat market is very strong, and oats and corn are very strong. The receipts are improving some and it is thought that the highest prices have been reached. Bran is more plentiful and the stocks are equal to the demand. Middlings are as scarce now as at any time during the winter.

Strawberries are now coming in very plentiful and the price has dropped rapidly. During the latter part of last week berries retailed at 25c. per box. Early this week a big shipment of Canadian berries arrived, followed by a lot of American, and then the Nova Scotia berries commenced to pour in. The price dropped to 18c., and as the Nova Scotia berries were arriving at the rate of 200 and 300 crates daily, the price continued its downward tendency until three boxes could be purchased for a quarter. The local berries are of very fine quality and they forced all the others off the market.

Butter and Eggs.—There is a good demand for the former, but for the latter it is light. The receipts of both are fully up to the average. There is considerable choice dairy butter coming on the market now and this helps to relieve the demand for creamery, the sales of which have been very heavy during the past season, though the price was high. All the creameries were taxed to their utmost and the change is most welcome. Good dairy butter in small tubs can now be purchased for 23c. Creamery is holding firm at 25c. to 26c. Eggs appear to be plentiful, with the price steady at 17c. for Nova Scotia.

* * *

The steamer Boston, which arrived here on Friday last from Jamaica, landed 950 tons of cargo, which included sugar, cocoanuts, honey and bananas. The schooner Burleigh, which arrived during the latter part of the week, landed 276 puncheons, 41 tierces, and 36 barrels of molasses. The cargo was from Barbadoes.

* * *

Bauld Bros., one of the oldest and most reliable wholesale grocery firms in Halifax, has been re-organized as a joint stock company and will in future be known as Bauld Bros., Limited. The transfer has just been completed and the new firm will carry on the business on a more extensive sale. The officers of the new company are: President, Henry G. Bauld; directors, W. C. Bauld, A. M. Bauld; treasurer, Hugh Johnstone; secretary, John L. Wilson. No change will be made in the staff or the management of the new company.

The name of Bauld has always been associated with courtesy to customers, prompt and fair dealing and the officers of the new company are determined to keep up this reputation. Besides the main house in Halifax, this firm has two outside branches, one at Sydney, and the other at Springhill. The new company's growing trade throughout the province made it necessary for them to establish warehouses at these points and complete establishments are maintained there. Altogether upwards of

ALEX. McWILLIE
United States Manager, MacLaren Imperial Cheese Co.

forty people are employed by the company.

The firm carries a very extensive stock and makes a specialty of fancy goods. It is claimed that the firm handles more fancy goods than any other east of Montreal.

* * *

Ex-Ald. John F. Ryan, who conducted grocery stores on Argyle and Pleasant streets for a number of years, has disposed of his stock at auction. Mr. Ryan has been appointed to the staff of the Inland Revenue Department at Halifax.

All the wholesale grocery establishments in this city close at one o'clock on Saturday afternoon, and also several other lines of business. Recently the employes of several establishments endeavored to have the retail stores close on Saturday afternoon and evening, but the movement was not very favorably received. The merchants would not entertain such a proposal while Saturday remains "pay day."

ALEX. MACWILLIE'S NEW SPHERE

Heinz Co.'s World Traveler Goes to MacLaren Imperial Cheese Co.

Alex. MacWillie has given up his position as world organizer with the H. J. Heinz Co., to become United States manager for the MacLaren Imperial Cheese Co. Mr. MacWillie is much more than a salesman. He has introduced the "57 Varieties" into many foreign countries in a way that has spelled success from the start. For instance, on his latest trip round the world, and it was one of many such, he gave a dinner of Heinz goods to the royal princes of Siam, the oldest ruling family in the world.

Mr. MacWillie is a remarkable man. He came off the farm with his brother, both young men, and started a retail grocery store on King street, Toronto. Some time later, when the Confederation Life Insurance Co. erected the largest and finest building in the city, MacWillie Bros. rented a large section of the ground floor with frontage on Yonge and Richmond streets, and proceeded to put the retail grocery business in Toronto on a new footing. They had the most attractive foodstuff store in Canada. They organized a systematic delivery system. They made the distribution of groceries an art. But the new venture fell upon hard times; Toronto suffered years of grinding depression. The venture was several years too soon. The business was wound up, and Mr. MacWillie's health failed. He went to the States and engaged as salesman with the Heinz Co. A remarkable thing about Mr. MacWillie is his self-confidence. He would not work on anything but a commission basis, and he was going to Atlantic City, where, before his time, no Heinz salesman had been able to pay expenses. He was still an invalid, but within a couple of years his income was greater than that of the manager of his district. That was but the beginning of his success with the "57 Varieties."

Mr. MacWillie evidently thinks there is for him a larger future handling in the United States (with an eighty million market to develop) MacLaren's Imperial cheese and Maconochie's goods for which the MacLaren Co. are the American agents. Mr. MacWillie may rest assured that the grocery trade in Canada will watch his career with interest and wish him all kinds of success.

ENCLOSE SLIPS IN PARCELS.

An Illinois hardware dealer runs a small ad in two local daily papers, changing his copy every day. From each ad he has one of the papers reprint a lot of slips on good paper. These are placed on counters in the store and wrapped up in every package that leaves the store. This is a very cheap and effective way of advertising. The slips cost only for the paper and presswork, as the composition is already paid for in the ad.

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:

GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to

HIS MAJESTY THE KING — *H.R.H. THE PRINCE OF WALES*

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

BECAUSE IT PAYS

Shrewd Grocers stock favorite brands of goods because it pays to do so. And most grocers know that

Purnell's

Sauces–Pickles–Vinegar

are popular favorites because of quality and purity. Your customers are looking for Purnell's Vinegar, Pickles and Sauces. They'll pay you and please your patrons.

PURNELL WEBB & CO., Ltd.

Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

J. W. Gorham & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. Jardine, - - - - - ST. JOHN, N.B.
H. Hazzard, - - - CHARLOTTETOWN, P.E.I.
R. Mitchell & Co., - 26 St Peter St., - QUEBEC.
C. S. Harding, Room 46, Canada Life Building, MONTREAL.
Bickle & Greening, - - - HAMILTON, ONT.
Carman Escott Co., 722 Union Bank WINNIPEG, MAN.
C. E Jarvis & Co., - - - - VANCOUVER, B.C.
Kyle & Hooper, - 27 Front Street East - TORONTO.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Don't Grope Around in the Dark!

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

PURVEYORS BY SPECIAL APPOINTMENT TO
HIS IMPERIAL MAJESTY, THE KING.

Cantrell's

"Dry Imperial"

GINGER ALE

In Pints and Half-Pints

"It is as clear and sparkling as champagne"

MANUFACTURED BY

CANTRELL & COCHRANE, LTD.

Dublin and Belfast

JOHN HOPE & CO., - Sole Agents for Canada
MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

FOR SALE.

FOR SALE at a bargain—coffee roaster, fan and cooler. Apply Geo. Marshall & Co., London, Ont.

FRUIT GROWERS' DIRECTORY.

WHOLESALE AND RETAIL GROCERS, Attention—The Niagara District Fruit Growers' Directory is now being distributed all over Canada, why? Because it contains the names of all the fruit growers of the Niagara Peninsula, giving the post office address, shipping stations, phone number; express, railroad and steamship service, together with the number and variety of fruit trees, and the acreage and variety of small fruits, etc. The growers listed will ship to any reliable merchant, any kind and quantity of fruit desired, and at reasonable prices; the fruit will have only one handling and one shipping expense, and will arrive in first class condition without any middlemen getting a profit out of it. The directory will be sent post paid to any address on receipt of one dollar. The Niagara District Fruit Growers Directory Co., Box 302, St. Catharines, Ont.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

A Dollar Saved Is a Dollar Made.

This cut shows the **Diamond Hall Awning,** Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

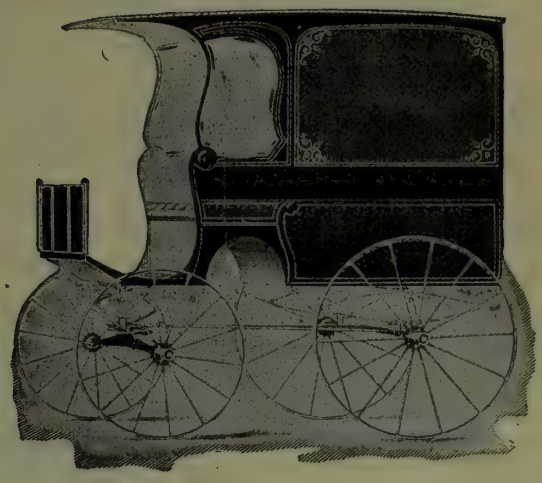
Durability, Ease of Operation and Reasonable Price.

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

The Waggon Tells Its Own Story.



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. ***EWART'S*** waggons are easily the best on the market.

Write for prices ***Phone 1188***

J. A. EWART, 257-9 Queen St. E. TORONTO

This Canner Cans at Home

You operate the Modern Canner right on your own farm or in your own store.

Fruit growers, vegetable growers and grocers use it. Saves all waste. Profits are large.

Put up your surplus perishables and market them to the best advantage.

Our descriptive booklet tells all about the Modern Canner. Write for it.

The Modern Canner Co.,

Canadian Branch, St. Jacobs, Ont.

IF YOU WANT AN AWNING,

WHY NOT TRY

The Tobin Tent & Awning Co., = Ottawa?

IT'S WORTH CONSIDERING.

——*BUY*——

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

BLACK JACK

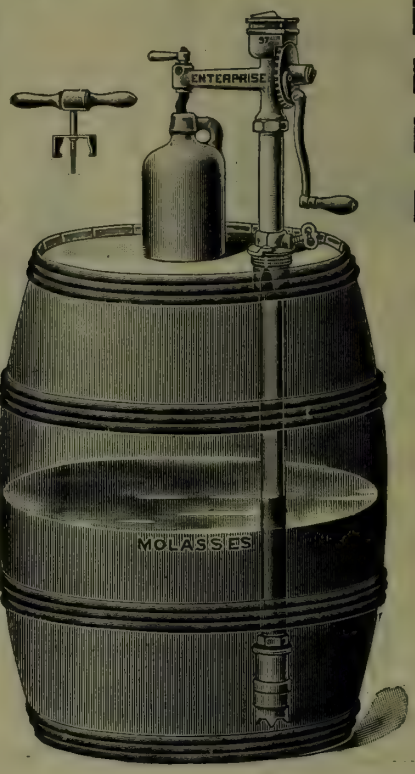
WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—8 doz. in case.

**It isn't so much a question of *"Getting Along"*
---the other fellow may get along so much faster
that you won't be in the race---
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"**



"ENTERPRISE"

with new Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent absence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.

SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

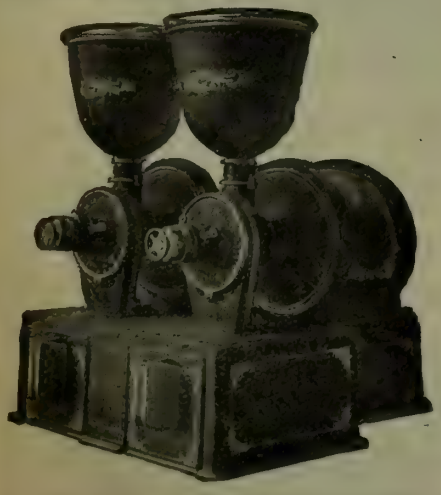
Write for Illustrated Catalogue of all the Enterprise Specialties.

**The Enterprise Mfg. Co. of Pa.
Philadelphia, U.S.A.**

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

EVERY GROCER
SHOULD KNOW ABOUT
"WALKER BIN" FIXTURES

INCREASE

Business and Profits

SAVE

Time, Labor and Expense

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

THE SHREWD GROCER

knows that there's just one ***Best Laundry Soap*** on the market, viz.:

Canadian Castile Soap

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

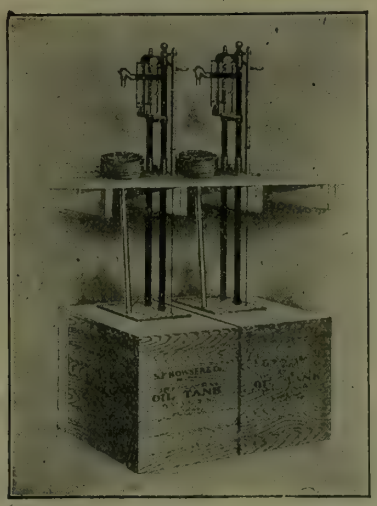
Increased Oil Profits

The Bowser Self-Measuring Oil Tank will increase your profits because it reduces expenses and cuts off all losses.

No Leaks
No Evaporation
No Spilling
No Waste

The Bowser really costs you nothing because its own savings will soon pay for it.

Send for catalog B.



Cut No. 35
Cellar Outfit for Two Kinds of Oil

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto

If you have an old Bowser and want a new one, write us for our liberal exchange offer.

THE GREAT PACIFIER

between the retail merchant and his grouchy customers is the adoption of the

Allison Coupon Books

It's mighty hard for a man to pick a quarrel with you about his account when he always pays as he goes---and that is exactly what he does when you use the Allison System---he pays you in coupons just as he would in cash.

For sale by the jobbing trade everywhere

Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

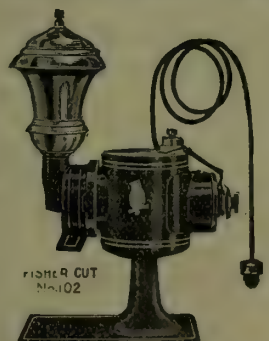
"Duplex" Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Value Wins the Day

A low price or a pretty label may attract some of your customers some of the time, but in such cases your profit is fickle, your trade fleeting. The problem of how to attract all of your customers all of the time is solved so far as pickles are concerned by selling the greatest combination of quality and value—

Maconochie's Pickles

Your customers will ask for them again, the surest indication that dollar-for-dollar value goes with every bottle.

Why not co-operate with us and push the sale of Maconochie's lines? If you do so, save the bottle wrappers and compete for one of the nine cash prizes to be awarded November 30th. Ask your jobber for our goods, or write for particulars of competition to the Canadian agents,

MacLaren Imperial Cheese Co., Limited

Head Office, TORONTO, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 19, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 8, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$3 40
12a size	2 50

Cereals.

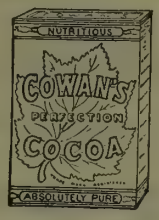
Wheat OS, 2-lb. pkgs., per pkg	0 [illegible]
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼-lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 35
Vanilla, ½'s	0 30
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz. to case	per doz.,	$ .90
½ "	" 4 " "	"	2.40
¼ "	" 2 " "	"	4.75
1 "	" 1 " "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per lb
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case,	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	39c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	40c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins,	41c.
12-lb. boxes, 6 boxes in case,	41c.
Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins,	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins,	32c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.,	33c.
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.,	33c.
Milk chocolate—	
50 5-cent pieces to box, per box	$1.65
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.65
6-lb. bxs. 12 bxs., in case, ½-lb. tins,	28c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	28c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.,	24c.
6-lb. " 12 " " ¼-lb. "	24c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
½ and ½ lb. packages assorted	0 28½
¼ and ½ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
⅛ lb. " in 5, 10, 15 lb. cases	0 30

Bulk— In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 20
Old Dutch Rio	0 17
	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 [illegible]
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transhipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

There's never any trouble with the milk or cream during hot weather if your customers use

BORDEN'S BRANDS

"EAGLE BRAND" Condensed Milk and **"PEERLESS BRAND" Evaporated Cream**

—Now is the time to prove this to them.

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

The Keystone

of your business is your stock of Tea and Coffee. If these most important items are right you have trade winners.

BRAID'S BEST marks the acme of the coffee blender's art.

Packed in 1, 2, 5, 10, 25 and 50 lb. cans, also in fancy iron drums and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
3-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
7-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.	0 07½
5 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 11½
½-bbls.	0 11½
Tubs, 60 lbs	0 11½
Pails	2 33
20-lb. tins	2 23
Cases 3-lb. "	0 12½
" 5-lb. "	0 12
" 10-lb. "	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$3 60
2 cases of 4 doz	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar "	0 25
F. D ½-lb. tins, per doz.	0 85
" 1-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
7-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.	0 90
Pint " 3 doz.	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lbs. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 70

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	13 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 5½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 300 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

There is a refreshing and strengthening sensation as well as exhilaration brought about by a cup of

WOOD'S TEA

that marks this as the ideal selection for the goblet of ice. It cannot be beaten. In fragrance, taste, roundness of tone, it reveals a wealth of excellence unrivalled.

We ask the grocer to bear these points in mind when inquiries are made.

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL.

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case..	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb .	0 07
Durham corn starch, 40 lb.	0 06

Laundry Starches—

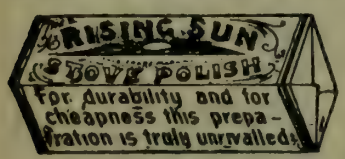
No. 1 White, 4-lb. cartons, 48 lb..	0 06½
" 3-lb. cartons, 36 lb..	0 06½
" 200-lb. bbl.....	0 06½
" 100-lb. kegs.....	0 06½
Canada Laundry, 40 to 46 lb.....	0 06½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 06½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
Akron Gloss, 1-lb. packages 40-lb	0 06
Coldwater Ivorine Starch, per box, 40 pkgs.....	2 50

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 8-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03 per lb.
Half-barrels, 350 lbs...	0 03½ "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lbs.....	1 15 each
3 " " 38½ lbs.....	1 60 "

Plain tins, with label—

	Per case.
3 lb. tins, 2 doz. in case.....	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24, pts.. 2 50	Cases, 24 qts.. 4 80
" 12, ½-gal 4 80	" 6 gals.. 4 50
" 1, 5-gal 4 00	

54 lots prepared up to 40c. rate.

Empire Golden Syrup—

Cases, 24—2's. 2 25	Bbls, per lb. 0 03
" 12—5's. 2 55	½-bbl. " 0 03½
" 6—10's. 2 50	Kegs " 0 03½
" 3—20's. 2 45	Pails, $1.50 and $1 60

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lb.....	1 15 each
3 " " 38½ lbs.....	1 60 "
2-lb. tins, 24 in case, per case ..	2 25
5-lb. " 12 " " .	2 55
10-lb. " 6 " " ..	2 50
20-lb. " 3 " " ..	2 45

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 29	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 35	0 50
Gold Label, ½'s.....	0 44	0 60

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

THOS. LIPTON

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.

	retail	wholesale
"A," Pink label, ½'s & 1's, tins	0 50	0 35
"B" Orange " ½s, ¼'s and 1's	0 40	0 30
"C," Blue " ½s and 1's ..	0 30	0 22
"D," Green " 1's	0 25	0 20
"B," Orange " mixed, ½'s only	0 40	0 30

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

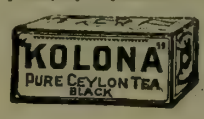
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.....	0 20	0 25
" " ½ lbs.....	0 21	0 26
Black, green, mixed, 1 lbs. & ½s..	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 19
" " ½-lb., "	0 20
Blue Label, retail at 30c.....	0 22
Green Label. " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s..	0 20	0 25
Crimson "	1's and ½'s...	0 22	0 30
Green "	1's and ½'s..	0 25	0 35
Blue "	1's, ½'s, ¼'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s...	0 36	0 50
Gold "	1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label, 1's and ½'s.....	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb.....	$0 35
" " 30 ½-lb.....}	0 35
" " 120 ¼-lb.....	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½.....	$ 0 35	$0 50
Blue Label, 1-lb. and ½.....	0 28	0 40
Green Label, 1-lb.....	0 19	0 25
Green Label, ½	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor" I 40-lb. boxes.....	$....
" II 40-lb. boxes.....	....
" III 80-lb. boxes.....	....
EMD AAA Japan, 40 lb " at.....	....
AA 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes....	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 80-lb. "	....
Condor" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ¼s, ½s and 1s, 60-lb. cases .....retail	0 27½ at 0
Grey Label, ¼s, ½s and 1s, 60-lb. cases .....retail	0 30 at 0 23
Yellow Label, ½s and 1s, 60-lb. cases .....retail	0 35 at 0 26
Blue Label, ¼s, ½s and 1s, 50-lb. cases .....retail	0 40 at 0 30
Red Label, ¼s, ½s and 1s, 50-lb. cases .....retail	0 50 at 0 34
White Label, ¼s, ½s and 1s, 50-lb. cases ....retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30½
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 48
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 48
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s..	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 [illegible]

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 [illegible]
" " ½-lb "	0 [illegible]
" " 1-lb "	0 0

Vinegars

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	$0 33½
Condor, pure distilled.....	0 27½
Old Crow.....	0 23½

Special prices to buyers of large quantities

White Wine, proof..... ..	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz. in case....	1 10

Batger's

Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice, quality is everything

Batger's has it

Rose & Laflamme

Agents

MONTREAL and TORONTO

Some Seasonable Sellers

Cunningham & De Fourier Co.

LONDON, ENG.

Pickles—Small Vegetables and well packed.

Soups in Glass of the very finest quality.

Dried Herbs—Full English strength.

Potted Meats that have the real, true flavor which the label denotes.

AND MANY OTHER LINES

All Big Sellers with Good Profits

AGENTS

Rose & Laflamme, Montreal - Toronto

THE TWENTIETH CENTURY FLY-CATCHER

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

1D. FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS

LARGE SALES

COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Ltd., Bury (Lancs) Eng.

MARCE FILS & CIE

Vermicelli and Macaroni

Now is the time to look over your stock and to prepare your import order. We are ready to take it at the best prices of the market for

Any Quantity
Any Size
Any Quality

Remember that we are one of the oldest and best firms.

Leon Fontanel & Co.

General Agents

6 St. James St., - Montreal

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Davenport, Pickup & Co., Winnipeg.

Awnings, Tents, Rope, Etc.
Tobin Tent & Awning Co., Ottawa.
Bartlett, Wm., & Son, Toronto.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Beer—Non-Alcoholic.
Kops' Breweries, London, S.W.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burrington, Ont.
Canadian Canners, Hamilton.
Farmers Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Napanee Canning Co., Napanee.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.
Warminton, J. N., Montreal

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Carter-Crume Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Co, Hamilton, Ont.
Ingersoll Packing Co., Ingersoll, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.
Ewart, J. A., Toronto

Egg Trays.
Star Egg Carrier & Tray Mfg. Co.
Rochester, N. Y.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co, Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H, & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.

Fly Coil.
Brown's Fly Coil Co., Bury, Lancs, Eng.

Foreign Importers.
Colbeck, Henry. Newcastle-on-Tyne, Eng.
MacDonald, Gordon & Co., London, Eng.
Methven, James London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts
Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. B., & Co., Montreal.
Davidson & Hay, Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Alexander Milling Co., Ltd., Brandon.
London, Ont.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto

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Balfour, Smye & Co., Hamilton.
Bell, Thos., Sons & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons Montreal.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Modern Canner Co., St. Jacobs, Ont.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

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Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
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Kyle & Hooper, Toronto.
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MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Standard Brokerage Co., Vancouver
Scott, Bathgate, & Co., Winnipeg.
Tew, Richard & Co., Toronto.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.

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Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
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Wethey J. H., St. Catharines.

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Ozo Co., Montreal.
udon, Hebert & Cie, Montreal
Mason, Geo., & Co., London, Eng.
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Taylor & Pringle, Owen Sound, Ont.

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Common Sense Mfg. Co., Toronto.
Nathan, A., Montreal.

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Majestic Polishes, Ltd., Toronto.
Oakey, John, & Sons, London, Eng.

Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.

Polishes—Stove.
Nickel Plate Polish Co., Chicago.
Morse Bros., Canton, Mass.

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Eureka Refrigerator Co., Toronto
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
Canadian Castile Soap Co., Berlin, Ont.
Guelph Soap Co., Guelph, Ont.
Royal Crown Soap Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.

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Church & Dwight, Montreal.

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Dominion Molasses Co., Halifax, N.S.
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"Sugars" Limited, Montreal.
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Wallaceburg Sugar Co., Wallaceburg, Ont

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Braid, Wm., & Co., Vancouver, B.C.
Branson & Co., Ltd., London, Eng.
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Greig, Robt. Co., Toronto.
Lipton, Thos., New York.
Nishimura, Shaw T., Montreal.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Robertson, John & Son, Montreal.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Burnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.

Washing Compound.
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Wines and Liquors
Hope, John, & Co., Montreal.

Wrapping Paper. Paper Bags, Twine, Wood Dishes, Etc.
Canada Paper Co., Toronto.
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159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

TRADE WINNERS.
Pop Corn Poppers, Peanut Roasters and Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES NETHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

HENRY COLBECK
NEWCASTLE-upon-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

This space $15 per year

QUEEN CITY WATER WHITE OIL
GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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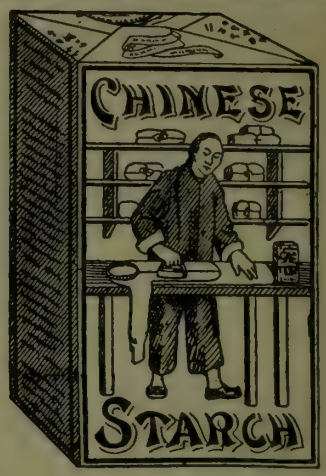
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.



This is the season when Chinese Starch proves itself **the Best** of all laundry starches.

Write for particulars.
Big profit to you.

OCEAN MILLS, MONTREAL

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

How is your stock of **AYLMER BONED POULTRY?**

Are you keeping this article **to the front?** It will sell freely with a little pushing, as it is **an ideal summer food.**

AYLMER BONED POULTRY has no competitors. It is superior to anything else of its kind on the market.

It is absolutely **pure poultry.**

It has been prepared under **perfect sanitary conditions.**

A tin of **AYLMER BONED POULTRY contains more tender flesh** than an ordinary fowl prepared at home.

No worry. No work. No tough meat. Ready to serve.

Benefit yourself and your customers by selling **AYLMER POULTRY.**

A pleased customer is your best advertisement.

Reputation and Profit

The wise grocer is just as anxious to secure a high reputation as he is to make money. Since both are essential to lasting success it is evidently short sighted policy to stock an inferior brand of canned goods. You clinch both reputation and profit by stocking the housewife's favorite, the far famed

OLD HOMESTEAD BRAND

because that brand is simply a revelation of sterling goodness through and through. Some competitors wonder because we don't claim more in our advertising, but we prefer to let **Old Homestead Brand** prove our claims.

Let your customers decide for us. If you never carried **Old Homestead Brand** let's ship you a trial order and we're willing to stand by the decision of your customers.

There's just another interesting reason for stocking

OLD HOMESTEAD BRAND

a cash reason—there's more profit, direct and indirect, in handling **Old Homestead Brand** of canned goods than any other most grocers know about.

Yes, you clinch both reputation and profit by stocking **Old Homestead Brand.**

The Old Homestead Canning Co.

PICTON, ONTARIO

REPEAT ORDERS ARE ONE THING "BUT"

when these are accompanied by unsolicited and entirely voluntary remarks, such as the following, their value is increased tenfold.

These are actual quotations from letters received during the past few days, and we receive hundreds of such.

"Please repeat our last order. "Salada" is getting to be a great seller with us."

"Ship us at once 60 lbs. of Black and the same of Green. We are surely helping you to swell your splendid increases."

"Send us another case of "Salada" as before. We are gradually discarding loose teas altogether, as we find more satisfaction this way."

"A Pleased Customer is the Best Advertiser"

GROCERS!

You are wide-awake, open to opportunities and anxious to obtain your fair share of profits.

Washing Powder is a profit-bearing line if it is good, satisfying to customers, a trade-winner, in short if it is

PHENIX WASHING POWDER

We have been handling **Phenix** for some time, and will answer for its quality. The greatest seller imaginable. Profits are very reasonable.

Write us

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

SOLE CANADIAN SELLING AGENTS

Hot Weather Thirst

finds it's Waterloo in

LYTLE'S LIME FRUIT JUICE

Your customers once using this popular summer drink will want more of it, and will find pleasure in recommending it to their friends.

Keep well stocked, with dog days around us.

Made in Canada by

The T. A. LYTLE CO. Limited

TORONTO, - CANADA

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St.,
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	KINGSTON
GEO. MUSSON & CO.	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
GEO. H. GILLESPIE,	LONDON
CARMAN, ESCOTT CO.	WINNIPEG
C. E. PARADIS,	QUEBEC

When Ordering

Valencia Raisins

Remember these Marks—

"M.D.&Co." Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

Mahiques, Domenech & Co.

Agents: ROSE & LAFLAMME
Montreal and Toronto

When Buying Californian

Prunes,
Evaporated Fruits,
Seeded Raisins
Loose Muscatels
Etc.

Specify

"Pansy" and "Daphne"

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents;

Rose & Laflamme, Montreal
MacLaren Imperial Cheese Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N. S.
G. B. Thompson, Winnipeg.

"O.K."

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsicums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

Travellers' Holidays

Our travellers will be holidaying. During above time we will appreciate your orders. Write, wire or 'phone at our expense for prompt shipments.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

The "Quality" Salt

Since "the proof of the pudding is in the eating" we think that Windsor Salt has proved up by facts, by sales, by test. It passed the "comparison" stage long ago—now other salts are proved by "Windsor".

If "other salts" prove up, 50 per cent. that means they are 50 per cent. as pure, white, crystalline as Windsor Salt.

Windsor Salt is the so-called weather gauge —the testing glass —the "prover" — ***the one hundred per cent salt.***

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

JAPAN TEAS

Are best value at a given figure to-day, and in spite of an exceptionally high market this year, numerous import orders are being placed with me for second and third crop Teas. Recent cable advices say the crop is estimated considerably below normal season with upward tendency. I shall be glad to quote buyers on third crop standards.

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. **Japan Tea Firing Co.** **Ito's Tea Firing Dept.** **Nakamura's Tea Firing Dept.** **Fuji Company**

Tartan BRAND

SIGN OF PURITY

Special Sale in Every Line When the Boys are Away.

Phones 596, 1996, 1997, 1804, 1807

All free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Six For A Quarter

JELLY

The latest and best thing on the market.

BEE JELLY POWDER

Six good sized cartons in a handsome special box. Six flavors—**Raspberry, Strawberry, Lemon, Cherry, Pine-apple** and **Nutto,** or put up in any flavor required.

THE WHOLE RETAILS FOR 25 CENTS

Sells at Sight *Quality Guaranteed*

Write us for samples and prices. They will interest you.

SNOWDON, FORBES & CO.

449 St. Paul Street - MONTREAL

When a particularly good customer asks for

a particularly good 10c. soap—you are doing yourself and your customer a particularly good turn if you recommend

"ROYAL CROWN"

Witch-Hazel Toilet Soap

Your good customer is sure to come back for more. Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm H. Dunn, 394-396 St. Paul St. Montreal, Agent for Quebec and Lower Provinces

E. NICHOLSON

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg, June 27th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

If you care to intrust to us the pushing of your interests in Western Canada, we can place at your command exceptional facilities and a wide and thorough knowledge of the trade in this territory.

We have been successfully prosecuting the business of general selling agents and manufacturers' representatives for many years. There is no better known house in Western Canada, or one possessing a larger or more loyal circle of clients.

Our facilities for storing and handling goods are excellent. We have three warehouses----one each at Winnipeg, Calgary and Edmonton---- from which points we can readily and quickly reach all towns in this region.

We should like to receive some consignments from you, and believe you would find a connection with us very profitable.

A reply from you would be greatly appreciated.

Very truly yours,

NICHOLSON & BAIN,

CALGARY **WINNIPEG** **EDMONTON**

Mr. Grocer! Are You Sure That You Are Safeguarding Your Profits?

I am aware of the fact that no Grocer would deliberately endanger his margin of profit; but unless you stock and recommend the famous

E. D. S. Brand
JAMS and JELLIES

you are not taking necessary precautions. ***E. D. S. Brand Jams and Jellies*** are the wholesomest, purest and best manufactured in Canada. Government inspectors say so. ***Ask for the proofs!***

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

Kops
Ale and Stout
(NON-ALCOHOLIC)

Are prepared from ingredients of undoubted purity, and the bitter principle is derived from the finest hops. The ALE has a delicious and appetising aroma, and is an agreeable salutary bitter, and whilst they both will be found to act as tonic stomachics and aids to digestion, they are so free of alcohol that they will be found a veritable boon to total abstainers. Sufficiently aerated to make them pleasantly sharp.

HAVE YOU TRIED THEM? IF NOT, DO SO AT ONCE.

By introducing them to your customers you are likely to create steady demand and permanent trade in a very profitable line.

LET US SEND YOU PRINTED MATTER and FURTHER PARTICULARS

KOPS BREWERIES, ***LONDON, S.W. ENGLAND***

AGENTS: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris, - -	Denia
P. G. Barff & Co., Ltd., - -	Smyrna
D. S. Parthenopulo, - - -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS. BELL, SONS & CO., Montreal

NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre —none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Ridgway's Celebrated Teas

Sold in ¼, ½ and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	In very
Five o'Clock Tea,	60c.	attractive
Her Majesty's Blend,	1.00	tin packages

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To John Robertson & Son, Ltd.

41 Common St., MONTREAL

SOLE AGENTS FOR CANADA

HIS MARK

High Grade Printing

from the conception of the idea to the finished job—we are now ready to produce in our NEW PRINTING DEPARTMENT

With everything new—

NEW MANAGER—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—

NEW PRESSES—the latest products of the press makers—

NEW TYPE—the best faces selected from the stocks of leading foundries and a

NEW RESOLVE—to make every job a credit to us and to you—we ask for a chance to figure, furnish lay-outs, dummies, schemes and designs for anything from a letterhead to a catalog—

If you want
"printing that's different"
let us hear from you

MACLEAN PUBLISHING CO LTD
John Bayne MacLean
President
10 Front St East Toronto
MONTREAL WINNIPEG
LONDON ENG

PRINTING DEPT
Charles Edward Peabody
Manager

his mark

There has been a demand for sometime for a Jelly Powder to retail at five cents. Here it is

WHITE CROSS JELLY POWDER

5 cents a package

each package makes a pint of excellent jelly---pure and wholesome, fifteen flavors to choose from, five cents each, with a good profit to the dealer.

Have Some

THE ROBERT GREIG CO., LIMITED
TORONTO.

"Canada's Pride"

Brand of Peas will be the finest quality this year possible to pack. The raw material is being received in fine shape, and owing to the very short pack, we are enabled to give special attention in packing. ¶ Give "CANADA'S PRIDE" Peas a trial and be convinced that they are the finest on the market. ¶ Packed by

The Napanee Canning Co., Limited

W. A. CARSON, Manager

W. Galbraith & Son, Sole Agents Montreal and District.

We have just received a large shipment of

FORMOSA OOLONGS

and have also to arrive shortly

BLACK and GREEN CEYLON and INDIANS

For the wholesale trade only

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
Molasses	**Almonds**	**Currants**
	Filberts	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** OTTAWA

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Red Feather B.B.C.
FANCY TABLE SUGAR

Have you bought a case yet? 5-lb. bags, 12 in case—can be bought with or without a handsome glass shaker with each bag. For table use this is the finest sugar you can buy, and everybody likes it. Ask our travellers about this.

Fruit Syrups
For Fountain and Ice Cream Use
Quality Unexcelled

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

Redpath
IS
CANADA'S STANDARD
FOR
REFINED SUGAR
Manufactured by
THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Manufacturers!

Do you want your goods
Sold in British Columbia?
If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited
ARTHUR NELSON, Manager.
144 Water Street
VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

ENGLISH MALT
VINEGAR

Bulk and Bottled. We carry the finest Vinegar made.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

The average person thinks that Baked Beans are all alike, but anyone who has ever tried

ESSEX PORK AND BEANS

finds them appetizing beyond comparison, and different entirely from the usual canned beans. They have the genuine flavor of good old-fashioned cooking—the result of the most rigid care and inspection in preparing food products.

The Essex Canning and Preserving Co. LIMITED
28 WELLINGTON STREET EAST - - - TORONTO, CAN.
Factory at Essex, Ontario.

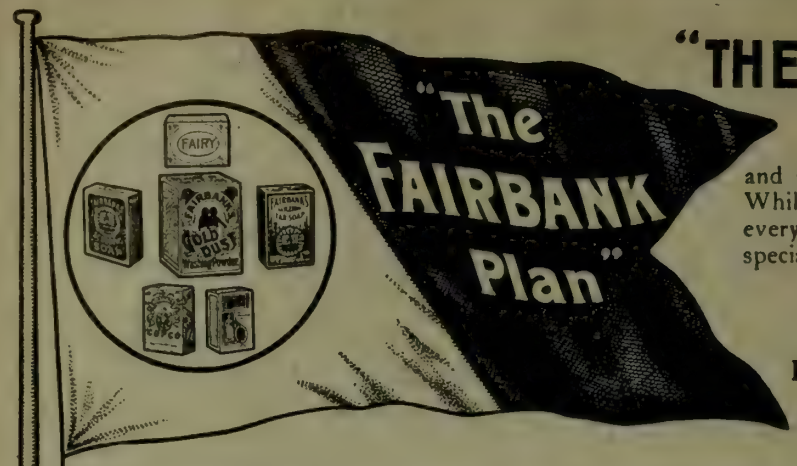
Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal.

SYMINGTON'S EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS
THOS. SYMINGTON & CO. EDINBURGH



"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what **"The Fairbank Plan"** is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to **"The Fairbank Plan,"** as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of **"The Fairbank Plan"** it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

A Dollar Saved Is a Dollar Made.

This cut shows the **Diamond Hall Awning,** Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

Durability, Ease of Operation and Reasonable Price.

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

Pure Food is Essential to Good Health

Wagstaffe's

New Season's Goods

If you wish to secure some of these celebrated goods see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

There are Reasons for our Success

Canada's particular women declare that the delicious, succulent goodness and vitalizing qualities of ripe, juicy fruit and fresh vegetables are preserved in

FARMER BRAND CANNED FRUITS AND VEGETABLES

Our experts have reduced the canning business to an exact science. We control vast areas of the best fruit and vegetable lands on this planet and

We can the goodness, not some of it, but ***all the goodness of ripe, juicy fruit and the energy-building qualities of fresh vegetables.***

These are some of the reasons for the growing demand for ***Farmer Brand.***

Can you supply the demand?

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

Pride of Canada

Thousands of gallons of this standard brand maple syrup and maple sugar are sold annually.

People are asking for it everywhere. Live grocers meeting this great demand are reaping large profits and are adding to their reputation through the selling of a line that is guaranteed in *purity* and *excellence.*

If you do not handle PRIDE OF CANADA brand maple goods, please let us know.

IT PAYS.

The Maple Tree Producers' Association

WATERLOO, - QUE.

We Don't Exaggerate

when we say there is nothing "just as good" as our

JAMS and JELLIES

They stand alone in their excellence. That is why you should push them—they please your customers. Same thing with our

PURE APPLE JUICE

It pays you to handle goods which satisfy your customers. Don't lose any time getting into communication with us.

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

OUR MOTTO: QUALITY FIRST.

BURLINGTON

BRAND

CANNED GOODS

Are Sound, Best Quality Fruit and Vegetables carefully processed in one of the largest, most modern and best managed factories in Canada.

These Goods are distributed over the entire Dominion and are appreciated everywhere.

Burlington Canning Co., Ltd., - Burlington, Ont.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Remember

Full weight in every package of McLean's White Moss Cocoanut and costs you no more. "Ask for it."

Canadian Cocoanut Co.
Montreal, Canada

Canadian National

EXHIBITION

1907—TORONTO, ONT.—1907

Saturday, Aug. 24th to **Monday, Sept. 9th**

$400,000 In New Buildings $400,000
In Premiums $45,000 In Premiums
$40,000 For Attractions $40,000

Historical Art Loan in New Art Gallery

Extra Fine Exhibit of Pure Bred Live Stock

Five Acres of Industrial Exhibits

Grand Musical Festival
Brilliant Military Spectacle
Highest Class Special Features
Battle of Badajos (Nightly)

Largest Fire-Proof Grand Stand in America

Six Tickets for One Dollar	Reduced Rates on all Lines of Travel	Great Dog and Cat Shows

The First Week is the Best Week for Comfort

FOR EIGHT PICKLING SEASONS

our registered brands of ***VINEGARS*** have been on the market, and they are known by the best buyers as ***STANDARDS OF EXCELLENCE.*** They are the purest distilled, strong, clear and always the same.

Four Strengths. ***One Quality: The Best***

EMD	***32½c.***	***Condor***	***30 c.***
Black Swan	***27½c.***	***Old Crow***	***23½c.***

Also ***Purnell's*** choicest and best imported ***Malt Vinegar*** at ***50c.*** and ***60c.*** per gal.

TERMS: FIVE PER CENT. 30 DAYS

Freight paid to Quebec, Levis, Sherbrooke, Ottawa, Brockville, Kingston, Pembroke, and all large cities.

The E. D. Marceau Co., Ltd.

Wholesale Teas, Coffees, Spices and Vinegars, - **Montreal**

OWL CHOP JAPAN TEAS

(In Packages)

HAVE PLEASED THE CONSUMER

Says "Mr. Grocer."

HOW MANY WILL WE SHIP THIS TIME?

NO CHANCE

IN OUR PRICE

OWL CHOP	No.	1	H/c	80 x 1 lb	36c. lb.
OWL CHOP	No.	4	H/c	80 x 1 lb	30c. lb.
OWL CHOP	No.	50	H/c	80 x 1 lb	26c. lb.
OWL CHOP	No.	100	H/c	80 x 1 lb	24c. lb.

3 PER CENT. 30 DAYS.

FREIGHT PAID IN ONTARIO AND QUEBEC ON THREE CASE LOTS OR MORE.
NO TROUBLE TO SELL. NO LOSS IN WEIGHT. TRY A SHIPMENT AT ONCE.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Tea Importers

2, 4, 6 and 8 DeBresoles Street, - MONTREAL

Sell Syrup in Hot Weather?

Why, yes! If you think the best is good enough, to increase your profits and sales, give your jobber an order for

GOLDENETTE

Pure Cane Table Syrup

The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

Free samples to give to your customers. Put up in 2, 3-lb. tins; 5, 10, 20-lb. tin pails and barrels by

Imperial Syrup Company

Refiners of Natural Flavor Food Products

Montreal - - Canada

Sell The Best

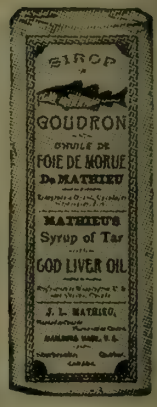
That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package).

Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.



J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

Grocers

Commence now and specialize on

"Balmoral"

Pure Jams, Jellies

and

Marmalades, etc.

These are absolutely the finest preserves and the best finished package on the Canadian market, no faking of any description but straight goods, at every process of manufacture cleanliness is reduced to a science. Make your contracts now for supplies during season. Prices and full particulars, write

J. W. WINDSOR

MONTREAL

(Do it now) **Sole agents for Canada**

MARCE FILS & CIE

Vermicelli and Macaroni

Now is the time to look over your stock and to prepare your import order. We are ready to take it at the best prices of the market for

Any Quantity
Any Size
Any Quality

Remember that we are one of the oldest and best firms.

Leon Fontanel & Co.

General Agents

6 St. James St., - Montreal

MATHEWSON'S RED VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

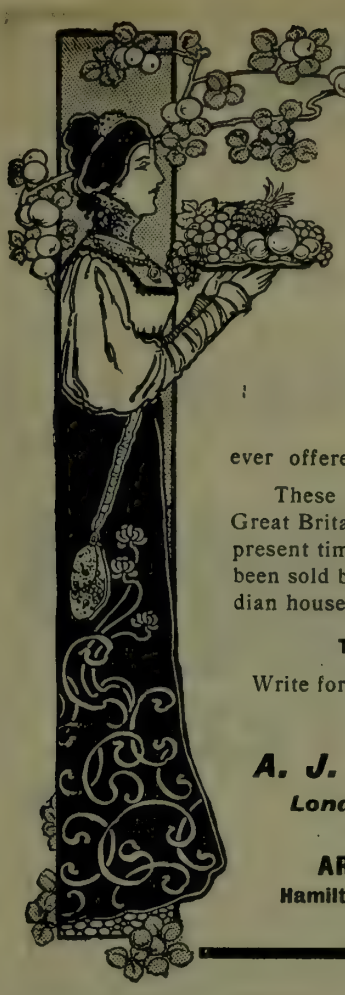
The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL



THE

MOST BEAUTIFUL

Line of

Xmas Cracker Novelties Table Decorations and Xmas Stockings

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.

London, W.C., England

ARTHUR E. BOWRON

Hamilton, - - Canada

Canadian Agent

RIVERDALE BRAND

Fresh Fruits and
Verdant Vegetables
Properly Processed by
Modern Machinery and
Daintily Dressed in
Lakeside Labels
Produce Popularity and
Please Purchasers.

REMEMBER! BUY!
RIVERDALE BRAND
CANNED GOODS

The Lakeside Canning Co.

LIMITED

WELLINGTON - - ONTARIO

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited Montreal

HOLIDAYS, HOLIDAYS

While our travellers are taking their much needed rest for the next two weeks, kindly **Phone Main 985**--- **Wire or write** your orders at our expense.

PRICES RIGHT - and - SHIPMENT PROMPT

WARREN BROS. & CO., LIMITED
TORONTO

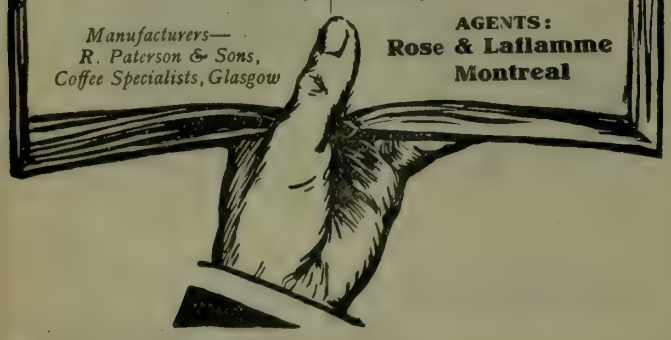
'CAMP' COFFEE

The Golden Rule!

Once tried, always wanted—that is the golden rule that governs the sales of "CAMP" Coffee. Through all weathers and all seasons this delicious, easily made and economical coffee steadily grows in favour with all coffee drinkers. "CAMP" Coffee yields excellent profits and also adds to your reputation for selling only the very best of everything. Stock it freely. Stock it now.

Manufacturers—
R. Paterson & Sons,
Coffee Specialists, Glasgow

AGENTS:
Rose & Laflamme
Montreal



The Business of a Grocer

is more easily damaged than any other business on earth. People expect his goods to be perfect. That explains two things—the growing demand for

2 in 1

and just why the wise grocer stocks the incomparable polish.

2 in 1 is not only a perfect polish—it is also a wonderful leather food.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co.
LIMITED

Hamilton, Canada. **Buffalo, U.S.A.**

WILLIAM GALBRAITH & SON

Wholesale Grocers

80 AND 82 ST. PETER ST., - - - MONTREAL

"CANADA'S PRIDE" CANNED GOODS

THE BEST IN THE WORLD

"HOME SWEET HOME" CEYLON TEA

TRY IT

CATSUP

To enable you to give your customers a snap during the season when Catsup sells the best, we are making SPECIAL PRICES on

CHAMPION CATSUP, PINTS and QUARTS

RED LABEL CATSUP, PINTS and QUARTS

Our travellers have full information. If they don't call, write, wire or phone.

JAMES TURNER & CO., Limited, Hamilton, Ont.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

A Leak in the Till

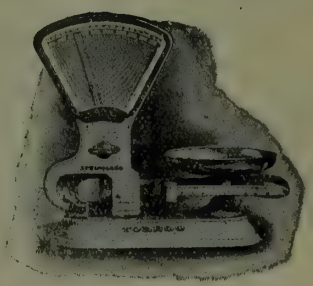
is only one way of losing money. You can los more by giving over-weight. One cent lost this way in one sale mighty soon means a dollar lost. The loss by over-weight

Can be Stopped by

giving correct weight—and no more. You are sure of having the correct weight when you use

Toledo Computing Scales

They save your money. Let us show you why you can't afford to be without them.



THE TOLEDO COMPUTING 2CALE CO., Hamilton, Ont.

VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell, London, England

Many Grocers Make Holiday in Ontario

Mighty Delegation of Retailers from London Visit the Queen City—Toronto Grocers Hit Buffalo with a Loud Clang—Hamilton and Brantford Combine to Show Niagara Falls Where the Good Grocers Come From — Magnificent Weather Favored the Holiday—Everybody had a Good Time.

The terrible catastrophe which visited London on the night of July 16, and in which eight of her citizens lost their lives, detracted considerably from the numbers of those who would otherwise have been present at the annual excursion of the Retail Grocers' Association of London, and saddened many of those who actually did take part in the expedition. It was thought that well over 1,000 people would be present; at least 200 of the expected number were unable to leave the city, either on account of the death or injury of some relative or friend, or because they were momentarily expecting news of a similar nature from the workers at the wrecked building. London has added another to her terrible list of accidents, and one the memory of which can never be effaced.

Out for a Good Time.

Notwithstanding the gloom shed over the city by the grim list of casualties, the 700 or 800 people who stepped off the C.P.R. train at Toronto at 10.30 on Wednesday morning last, were cheerful and enthusiastic and evidently intended to enjoy themselves. The train, which was to have left London at 7 a.m., was a few minutes late in starting, owing to some trifling delay occasioned by Ed. Ryan, who insisted that the bar car had been omitted and went up the track to look for it. He was brought back just in time to be included in the expedition, but it was a long while before his friends could quiet him.

But don't imagine for a minute that everybody caught the train as easy as it sounds.

"What's the matter?" gasped Frank Smythe to Bob. Ross, with 300 yards to go, and all sails set. "Are you training for a race?" "No danger of it," breathed Frank, with difficulty, "I'm racing for a train."

Wholesalers' Hospitality.

It did not require a second glance at the party to see that everyone had agreed upon the motto for the day. It was carved on their faces in letters an inch deep, and read something like this: "We are out for a good time and mean to get it."

This attitude of determined optimism was further emphasized by the appearance among some of the male members of the party of a blue ticket, supplied by Todhunter, Mitchell & Co., tied with red ribbon, the reverse side of which read as follows:

I AM OUT

FOR A GOOD TIME.

When I can't stand, tie this to my button-hole, steal my pocket book, sponge my clothes, and

CART ME HOME.

Name .....

Residence .....

Keep this out of the papers and tell my wife it was an old stomach trouble.

To prevent any misapprehension as to the future behavior of the wearers of these temperance tags, it may be said at once that the instructions did not have to be carried out any oftener than might have been expected under the circumstances.

One of the circumstances was the free bar-car hooked to the engine, wherein was gratuitously dispensed every method of liquidation known to man, besides about 15 new ones which were invented on the spot to meet special emergencies.

There was lots of noise made on that train before it reached its destination, and the major part of it was contributed by the exuberance of the juvenile members. With a determination to make themselves heard that nothing could either justify or check, they beat the tin drums distributed among them by the McCormick Biscuit Co., and so successful were their efforts that they eventually drove their distracted fathers to the very top of the train, whence, so rumor whispers, they were some time in returning.

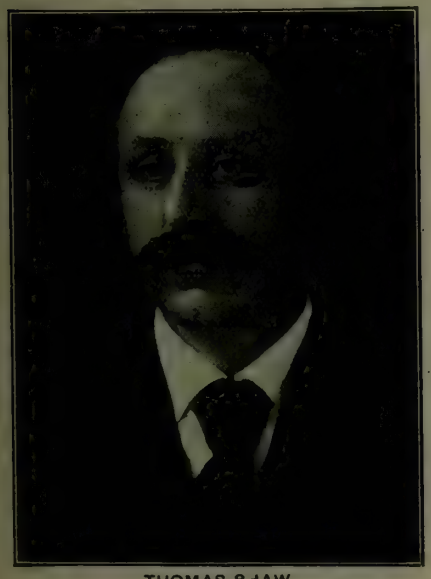
London Grocers in Todhunter, Mitchell's Coach.

They All Liked it.

When the train reached Toronto, the grocers were met on the platform by representatives from Todhunter, Mitchell & Co., Cowan's, Sunlight Soap, Red Rose Tea, Salada Tea, Christie, Brown & Co., and the Pure Gold Co. Todhunter, Mitchell & Co. and the Pure Gold Co. had each sent about forty in-

HARRY RANAHAN
President London Retail Grocers' Association.

vitations to the London grocers to take advantage of the exceptional opportunity which they were offering to see Toronto by means of the electrically-driven Imperial Coaches. When the ride was over, the Todhunter & Mitchell party lunched at the King Edward, while those in charge of the Pure Gold Company were escorted to the St. Charles restaurant, where a satisfying spread had been prepared for them.



THOMAS SHAW
Vice-President London R.G.A.

Right here it should be said that all of the above mentioned firms left no stone unturned to give the visitors nothing but the most pleasant remembrances to take back to London, and every member of the excursion benefitted, directly or indirectly, from their generosity.

C. E. Moyle, sales manager, E. W. Gillett Co., was also at the station on arrival of the train extending the glad hand of welcome.

Why Not a Universal Picnic?

About nine o'clock the party assembled at Scarboro Beach park, several hundred free entrance tickets having been distributed among them on the train. It would be hard to say which of the various attractions at the park proved most popular, because they were all crowded all the time. The children, of course, would find the problem an easy one to solve. Most of their afternoon was spent hilariously on the "bumps," and it was a treat to watch them at it. Whoever it was that invented this form of amusement was blessed with a pretty clear insight into the mind of a child. They never seemed to tire of it, and many had to be forcibly removed by their parents when the time came to go.

And which of them all enjoyed the day most? The husbands, the wives, or the youngsters? Well it is a moot question and not worth quarreling over. The kids say they never had such a time. The mothers say that the "bumps" relieved them of all responsibility, and that they were able to enjoy themselves to the limit in consequence, and the fathers declare that Toronto is the finest place ever for a picnic, and that they never knew before that so much enjoyment could be crammed into one day.

Excursion Well Patronized.

An expedition such as this, which was a big success from start to finish, sets one to wondering whether next year it would not be feasible to gather the members of every Retail Grocers' Association in Ontario together for one or two days, and to hold a vast mass picnic, the like of which should never have been seen in Canada. It would emphasize the bond which should exist between all the Retail Grocers' Associations, and would in addition, give the members of each body an opportunity to exchange opinions on management and organization. We should be glad to hear what the retailers think of this suggestion, and invite criticism of every sort from every quarter.

Credit to Whom Credit is Due.

The following are the officials of the association and committee of the excursion:

President—Harry Ranahan.
Vice-President—Thomas Shaw.
2nd Vice-President—W. Mullins.
Treasurer—Ed. J. Ryan.
Secretary—Cyril Hays.
Committee — R. A. Ross, Frank Smythe, Gordon Drake, C. H. Lee and Frank Paul.

The Coaching Party.

One of the greatest treats enjoyed by a number of London grocers was their entertainment by Todhunter, Mitchell & Co. This company had arranged with Treasurer E. J. Ryan to tag about thirty of the visitors with a unique blue shipping tag tied to the lapel (described elsewhere). The party was met on arrival of the train by A. M. Piper and R. D. Wanless, of the Todhunter, Mitchell Co., and escorted to one of the Imperial electric coaches. A halt was made in front of Todhunter, Mitchell & Co.'s offices on Front, near Yonge, where three rousing cheers and a tiger were given for Mr. Mitchell. Three cheers were also given for The Canadian Grocer, whose offices are directly across the way. The drive, which occupied about two hours, was one greatly enjoyed by the visitors

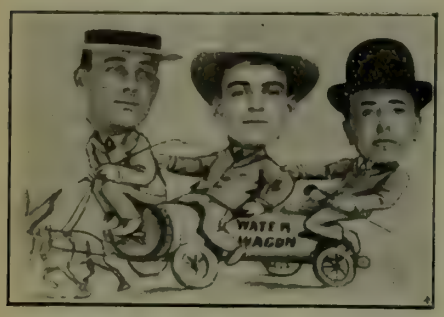
CYRIL HAYES
Secretary London R.G.A.

all of whom were loud in their praises of Todhunter, Mitchell & Co. for this unexpected treat. At the conclusion of the drive the party were entertained in the American dining room of the King Edward. After luncheon the members separated to seek enjoyment and diversion in shopping, sight-seeing, the Island, and Scarboro Beach Park. Be-

ED. J. RYAN
Treasurer London R.G.A.

fore the party left with their fellow excursionists, Messrs. Piper, Wanless and MacCabe, of Todhunter, Mitchell & Co., gave then a hearty bon voyage. A pleasant little souvenir in the shape of a

specially prepared package of eating chocolate, was handed to every member of the excursion. This package bore the inscription, "With Compliments of Todhunter, Mitchell & Co.," and "We hope you had a good time. Come again." Several members of the Todhunter, Mitchell & Co. party expressed to The Grocer their thorough appreciation of the kindness and hospitality extended to them by their hosts, and on behalf of



A Tour of Scarboro Beach Park.
S. M. Screaton Geo. McCormick J. Haskel

themselves and family wished The Grocer publicly to express their thanks. As The Grocer representative was honored with an invitation to join the party in their outing, these thanks are hereby extended for all.

Heard on the Coach.

That Garfield McCormick, of A. McCormick & Son was voted the best looking grocer on the train. That box of cigars will be cherished by the winner.

That E. J. Ryan is the whole tip. "Where's Ryan," was the constant call. He's a hustler and an out-and-out genial fellow. Shake!

That W. Mullins, Tom Shaw, Bob Ross and Jim Haskett are a quartette hard to beat. Their songs were much appreciated on the way up. Did they sing going home?

That Charley Maher and James Dean were somewhat lost. There wasn't anything to weigh, and they missed the hay racks.

That Gordon Drake and Tom McCormick had no opportunity to repeat their hurdy-gurdy performance of July 1st. Too bad, and they are so musical, too.

That for real, painstaking workers, Frank Smythe, Gordon Drake and R. A. Ross carry away the honors as premier committee men. Engaged for 1908!

That A. M. Piper made an ideal host, particularly as regards looking after the comforts of the wives and sweethearts of the party was concerned.

That R. D. Wanless' smile was a winner and those Benedict cigars of his much appreciated.

That D. S. Perrin & Co. and the McCormick Biscuit and Confectionery Co.'s beautiful souvenir samples of confections were highly appreciated by all the excursionists.

That Thos. R. MacCabe, accountant for Todhunter, Mitchell & Co., had the time of his life, "and so say all of us."

That Sidney M. Screaton, managing director of the Lea Pickling and Preserving Co., Simcoe, met a lot of his old London friends and was one of them. The pleasant smiles and hearty handshakes which greeted him said everything good.

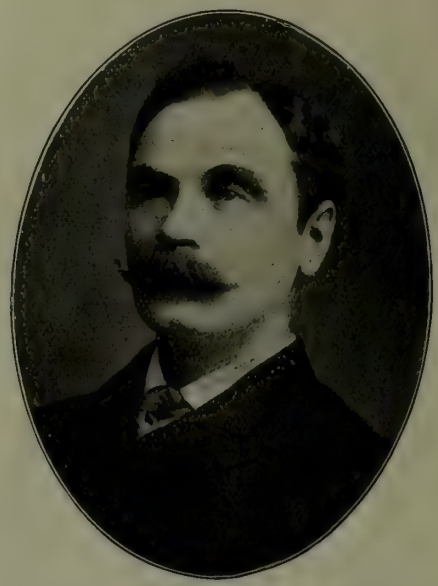
That Secretary Hayes was much in demand and active in making everything go off well.

That N. McLeod would rather sell groceries than go shopping in Eaton's. He knows how to do the first but won't ever do the other again.

That "David Harum" J. N. McLeod knows how to make good cigars but that he should advertise them in The Grocer. Here's hoping!

That Clem. Garvey took a day off with his host of customers and that the oldest-youngest grocery traveler in London was entitled to a holiday.

That Harry Ranahan, the president, knows how to get up an outing and get the right men into line with him.



A. M. PIPER, Todhunter, Mitchell & Co.
Who with Bert Wanless, of the same firm, showed Toronto to a coach full of London Grocers.

That R. J. Donaghy had a real good time in the right spirit.

That W. T. Mullins said he couldn't do without The Canadian Grocer. He's up-to-date, sure.

That A. S. Gormaly traveled all the way from Windsor to be with his friends. For once he didn't talk Salada Tea.

That E. J. Ecclestone was looking after his friends with Comfort-able ideas. He also came in off his ground to try and make things pleasant for the London grocers.

That Sid. Screaton was the champion shot at the Scarboro Beach galleries and that the "chutes" were all right.

That the Laughing Gallery is a libel on the good looks of London grocers.

That the Imperial Coach guide should improve his history and get his facts right. However, he's young and may improve.

That everybody had a royally good time.

PICNIC POINTERS.

It was London let loose.

Comfort Soap distributed unlimited buttons to the crowd.

Cowan's cocoa extended a general invitation to visit their factory.

D. S. Perrin gave boxes of fancy biscuits and confectionery to everyone he could see.

T. B. Escott, one of London's leading wholesale grocers, presented everyone on the train with a handsome fan.

A. McCormick & Sons, one of the leading retail grocery stores in London, distributed fans with a lavish hand.

Todhunter & Mitchell have put another feather in their cap, and there is nothing in London now which they may not have.

The Sunlight Soap people had a representative on the train issuing invitations to visit their factory when in Toronto.

Bob. Ross and Frank Smythe are the boys to put up the drinks. Rumor has it that they are no snails at putting them down, either.

All the wholesale grocers of London sent representatives to the excursion. Walter Hungerford, of the A. M. Smith Co., was well to the fore.

The McCormick wholesale biscuit people gave out several hundred boxes of biscuits, and in addition presented every grocer's wife with a one-pound tin of their best fancy.

C. Maker, the market clerk, and Jim Dean, the gentleman who superintends the weigh-scales in the London market, were both presented with complimentary tickets by the association. Everybody likes them.

Said Harry Ranahan: "Our visit could not have been made more pleasant for us by our friends among the wholesalers and others. They laid themselves out to make us enjoy ourselves, and they succeeded."

Dick Woods wasn't allowed to miss anything at the Beach. Harry Ranahan and company put him through everything in sight. He crawfished at the Third Degree and said he had never

Quite at Home.
M. Millman Clem. Garvey H. J. Glandville

been treated so cruelly in his life. No flowers, by request.

Shaw T. Nishimura cabled his Canadian office the following message on Monday of this week: "Tea crop is estimated at much below normal. Market advanced."

THE BIGGEST OF THEM ALL

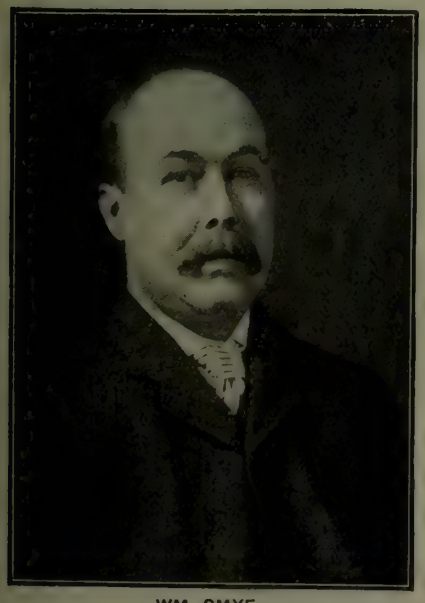
Hamilton and Brantford Grocers' Picnic at Niagara Falls Was Attended by Over 8,000 People—How They Enjoyed it.

It's something to be the biggest ever. The picnic of Hamilton and Brantford grocers at Niagara Falls Wednesday of last week was the largest gathering of its kind ever held in Canada. Eight

J. O. CARPENTER
President Grocers' Section of the Hamilton R.M.A.

thousand was a conservative estimate of the number congregated in Queen Victoria Park within earshot of the mighty cataract and under the auspices of the grocers of the two cities.

Two special trains carried the Hamilton contingent, and three trains ran out of Brantford. The day in the park was given over entirely to amusement



WM. SMYE
President of the Hamilton R.M.A.

and the respective committees were at very considerable pains to provide entertainment. The principal feature, of course, was the games. A large area was roped off for the contests, and the spectators stood ten deep all the way around. The 91st Highlander's band gave a concert during the afternoon. There was a Rube band, half a dozen of the Highlanders masquerading as Rubes, with a roving commission to create music and amusement throughout the park. Still another feature was a pair of tambourinists, one a burnt cork artist, who entertained large audiences.

Flow of Tea and Coffee.

The associations furnished free tea and coffee, and the most arduous work of the day fell to A. G. Bain, who had charge of this department, and his noble band of volunteers who served the drinkables. If there had been a prize offered for the man who filled the most pails it must have gone to Adam Ballentine, of Hamilton, who was indefatigable in his efforts to make the park a land flowing with tea and coffee. The associations own a splendid equipment for this purpose, eight furnaces and boilers, the latter big square affairs with faucets attached. Eighty pounds of coffee and 60 pounds of tea were brought along in the stores and there was none to spare. The furnaces were set up the day before in one of the open pavilions, and most of the day the pavilion was the scene of greatest activity. Each family was provided with a small pail in which to carry coffee or tea. Last year these pails were provided by the associations. This year some manufacturers were found willing, not only to contribute the pails, but to fill them with biscuits. Weston, of Toronto, furnished 3,000 and E. W. Ewing, Hamilton, 1,500. And just to show how greedy and ungracious some people are and the troubles that fall to the picnic managers, Bay Hill found one man (thank goodness! not a grocer) with 28 of these pails. He would not give over in response to Bay's oratory, so Bay backed his appeal by calling in a couple of park policemen to assist.

Downpour of Rain.

The pleasure of the day was marred by a heavy shower about three o'clock. The rain fell in torrents for half an hour, and it was a bedraggled multiture the sun came out to dry.

In the morning there was a baseball match, Hamilton vs. Brantford, and they put up some pretty presentable ball. Brantford won out on a score of 8 to 5. The teams were:

Hamilton:—Lewis, Semmens, Hobson, Williamson, Brown, W. Cann, Burkholder, Donovan, Cummings. Brantford:—Croome, McCallum, Taylor, Burns, Campbell, Foulds, Copeland, Woodley, Cale.

Donald Barton was umpire, and there were no kicks coming.

The games went off splendidly in the afternoon with a moist intermission for the rain.

They were put through expeditiously, too. The centre of activity was John Forth, of Hamilton. He was chairman of the Hamilton Games Committee, and he kept the record of the winners. He had a long blotter, with each event, as set forth in the printed programmes, pasted in. The winners were brought to him; their names were entered, and he had a little red pad and handed each competitor an order for his prize.

Hamilton vs. Brantford Fat Ladies' Race.

The Baby Show.

The first event was the baby show on the band stand. There were 40 entrees of hopefuls under 15 months, and the judges, the mayors of Hamilton, Brantford and Niagara Falls, had their troubles. We'll draw a veil over the feelings of the mothers who didn't win: beaten, but unconvinced. The winners were: 1st, Caroline Montgomery, Brantford, 5 months old; 2nd, Herbert William George Fuller, Hamilton, 9 months old; 3rd, Harold Martin, Brantford, 7 months; 4th, Hughie McHugh, Brantford, 11 months. Brantford, it will be noticed, took three of the four prizes.

Of the other 19 events, those open only to grocers or their employes, resulted as follows:

Association Race, 100 yds—1st, J. Clendenning; 2ind, M. Semmens; 3rd, A. Hobson.

Great Tunnel Race, 100 yds, open to employes—1st, L. Brown; 2nd, W. Cornell; 3rd, B. Cornell.

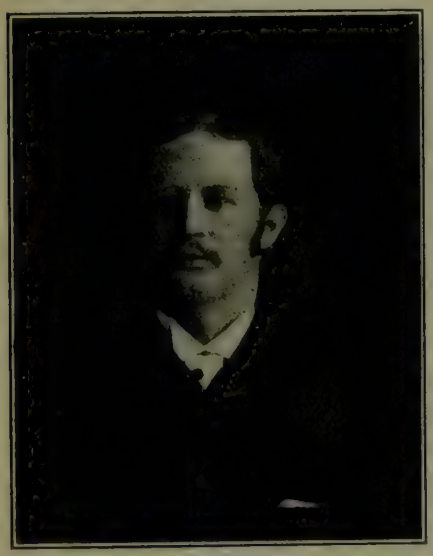
Three-legged Race—1st, Carey and Carey; 2nd, Brown and Brown; 3rd, Roache and Lucas.

One of the most exciting events was a chicken catching contest. Three guinea hens were let loose before about 40 girls under 16, and there was a great scramble for a few minutes.

Boys under 15 were allowed to enter the chase for a small porker. The programme remarked: "This is the race where 'everybody works but father'." On the contrary, father ran, too, and was just about as interested as the boys.

A Heavy Matter.

The fat ladies' race also created a good deal of excitement. Four ponderous matrons tore up the turf for 50 yeards, and the one President J. Burns, of Brantford, was waiting for carried him clean off his feet, but you bet he hung on and landed all right. The other officers of the Brantford Association are: S. Sudaby, vice-president; N. Willetts, secretary; A. V. Vanstone, treasurer.



R. B. SNOW
President Toronto Retail Grocers' Association.

The games committee consisted of John Forth, chairman; M. Semmens, secretary; H. P. Boyd, treasurer. Both associations felt greatly indebted to Donald Barton, of the Hamilton Y.M.C.A., who, as in former years, acted as official starter, and to Bobby Kerr, the champlon runner, who was official judge. Both men did much to make the games a success and did their work with great heartiness.

Mr. Moore, of Comfort soap, put on a race for ladies. There were 20 or more entrees, and much excitement.

Pratt & Co., and R. McRay & Co., gave away a great number of balloons and fans, both of which were much appreciated. The Morton Soap Co. provided handsome badges with buttons—red for Hamilton and blue for Brantford. Everyone was decorated.

It was a great picnic, splendidly managed.

TORONTO GROCERS GO TO BUFFALO

Retail Grocers' Association Held Their Annual Outing on July 17—Great Doings in the Bison City—A Few Persona ls.

The Retail Grocers' Association of Toronto held their annual excursion to Buffalo on Wednesday of last week. The tickets were good on any of the big Niagara boats, but most of the excursionists took passage on the splendid steamer Cayuga, the latest addition to the trans-Ontario fleet. There were other excursions aboard, making up a large company. The voyage was not enlivened, as last year, by guessing and pie-eating contests. P. McIntosh & Son held a guessing contest by ballot on the number of passengers aboard, the prizes for which were some cases of breakfast cereals. The committee evidently thought the excursion sufficient in itself. The weather was perfect. The lake was like a pond all day. A choice of objective was given, Buffalo or Niagara Falls, and the large majority made it Buffalo. They disembarked at Niagara-on-the-Lake and crowded a long Michigan Central train awaiting them there. This meant an early arrival in the Bison City, about 11 o'clock, and seven hours before they must needs return to catch the last homeward boat.

Whatever managing was necessary in such a go-as-you-please affair, Davie Bell was there to do. He carried a large, handsome handbag, in which he kept the responsibility of office. He wore his usual smile. Somehow that smile of Mr. Bell's never does grow rusty. It's always as fresh and voluntary as a June morning. It's almost certain that considerable of his success in the grocery business rests on that smile.

A Good Pair.

Mr. VanLoon's graceful genuflection made the whole excursion look polite. VanLoon is the right bower of the association all right. His side partner in perigrination from deck to deck was usually Ben Panter. Now Ben can no more make a graceful bow than he can help making good baking powder. So they struck a nice average, helped to gather up the ballots in the guessing contest, and gave Davey Bell all the help he wanted.

Mr. Bond was on hand to lend all necessary assistance, but as no emergency call was rung in, he quickly resorted to euchre.

The favorite lay-out for this innocent frivolity was in the smoking room on the upper deck. A brace of friends on opposite benches, with a chair in the centre for table, was a common arrangement.

Pretty nearly everyone of any account aboard wore a red badge, setting forth that they were on the Retail Grocers' excursion, and the large button, with which the badges were fastened, bore the imprint of the Davidson, Hay Co. This little decorative effect was seen to by C. Newman, S. E. Qua, "Goat" Blackburn and Ralph Robinson, under the able supervision of Capt. Adams.

Big Alex. Hutcheson, who has put it all over Canada with Taylor's soap, was aboard, and there was no mistaking it, for he suffused geniality wherever he went.

J. J. Fee, the wholesale provision merchant, wouldn't miss a grocers' outing for a car of eggs, and whether it be making motion music at the annual at-home or admiring the lake breezes on the off-to-Buffalo trip, he's the best pleased man in any company.

DAVEY BELL
Secretary Toronto Retail Grocers' Association.

Two Tea Totalers.

Fred Rose and Chas. Pott were along, and just their presence reminded everybody that "Red Rose tea is good tea." R. Maxwell, W. Collins and F. W. Heyes, of Perkins, Ince & Co., Wm. McFarren, Queen street, and Mr. Fay, of E. K. Scolery & Co., made up a party that held together throughout the day and arrived home in good order on the early evening boat.

James Langskill, whose sombre smile illuminates the fruit market, was a grocer again for a day. He was a mighty good grocer when he was at it, but how good he was Wednesday is no part of this story.

Fred Brown, who is a genial and enterprising young man, despite his beauty, circulated in the room and stead of Ed. Hawes, who is now touring Europe. Other wholesale representatives present were: T. Grant, of the Eby, Blain Co.; "Jack" Wright, of the MacLaren Imperial Cheese Co.; Arthur Scott, of Scott Bros.; Chas. Kimpeton, F. B. Mason, Deacon Owen and G. H. Gausby, of Warren Bros., the latter of whom had his daughter with him for the first time. Just a few of the grocers present were Wm. Dallimore, J. A. Farewell, A. E. Manning, D. Radcliffe, H. G. Macdonell, I. Irving and J. M. Cork.

E. W. GILLETT CO. PICNIC.

Last week was a picnic week for the grocers and grocery interests. Besides the Toronto Retail Grocers' Association's excursion to Buffalo, the Hamilton and Brantford Grocers' Excursion to the Falls, and the London Retail Grocers' Excursion to Toronto on Wednesday last, E. W. Gillett & Co. held their annual picnic at Lorne Park on Friday, 19th inst. The offices and factory were closed up and everybody attended, with their wives and families. Some two hundred employes and their friends were conveyed by special train at 9 a.m. to the park where sports and games commenced at 11 o'clock. A long list of interesting events, such as baseball, tug-of-war, and races, were gone through with. An interesting feature of the picnic, and one not on the programme, was the presentation by Geo. H. Macfarlane, assistant general manager, on behalf of the employes, of a very handsome traveling outfit to Wm. Dobie, president. Mr. Macfarlane's well expressed sentiments of the employes' esteem of Mr. Dobie were cheered by all present. The event was a complete surprise to Mr. Dobie, and his thanks were doubly heartfelt. Refreshments were served by the Harry Webb Co. and music by D'Alesandro's Italian orchestra. The day was an ideal one for a picnic and everyone enjoyed himself. A feature of the outing was the treat furnished the employes by President Mr. Dobie, who gave all of them a spin in his automobile. The run through the park and out was a happy one for all. Assistant Manager G. H. Macfarlane, Treasurer J. R. Kirkpatrick and Secretary Hepburn, as well as Sales Manager C. E. Moyle and Supt. A. P. Craig, were all assiduously engaged in seeing their various duties carried out with promptness and to the satisfaction of all. The run into the city at six o'clock ended one of the best picnics ever held by this company.

Chaput, Fils & Cie receive next week a car load of imported lager, containing only 2 per cent. alcohol. It is described as particularly saleable, and those wishing a cooling summer beverage, practically temperance in character, will find that this meets all expectations.

MUTUAL FIRE INSURANCE COMPANY NOW ASSURED

Experience has shown that it is impossible during the summer months to get a satisfactory attendance of the Retail Merchants' Association of Western Canada at a convention in Winnipeg, although a large attendance can always be secured at the annual meeting in February. Accordingly, the executive decided this year to dispense with the regular semi-annual meeting and instead to hold a full executive meeting to dispose of all business that has come up during the last six months. Accordingly a full executive meeting was held in Winnipeg on the 16th in the secretary's office, President W. G. MacLaren, of Souris, being in the chair.

The most important business that came up for consideration was contained in the report of the mutual fire insurance committee, appointed last February. It will be remembered that the proposition to organize a strong Mutual Fire Insurance Co. to carry the risks of the retail merchants of the western provinces occupied the attention of the annual meeting last February and that a strong committee was appointed to look into the matter. This proposition has been a hardy annual at the conventions ever since the association was formed and there are many doubting Thomases in the trade who have had very little faith in the plan ever going through. However, the committee now on the job have proved themselves very capable and they have gone to work in a businesslike way. Mr. Ledoux, the assistant organizer, has been out in the country for some three or four months conducting the organization work of the association in the country districts and he has been able to secure applications from the trade for fire insurance amounting in the aggregate to more than $300,000. With applications for this large amount already secured, there is every reason to believe that a mutual company can easily be placed upon a substantial footing.

Legal Conditions.

R. White, of the legal firm of Hanneson & White, attended the meeting last week by special request, and answered many enquiries put to him by members of the executive as to the steps which it is necessary to take in order to form a Mutual Fire Insurance Company. He explained that the regulations call for a cash deposit of $5,000 with the Government, but he added that the payment of the actual cash might be avoided by having the secretary give bonds for the amount and paying the amount of the bonds from the insurance premiums as soon as they are received.

The executive and the members of the insurance committee were very much encouraged by the report and the explanations of Mr. White, and it was unanimously decided to proceed to organize a Mutual Fire Insurance Company for the benefit of the members of the Retail Merchants' Association of Western Canada. Mr. White was instructed to prepare a prospectus and a copy of this prospectus will be mailed to each member of the association who has applied for insurance. He was also instructed to secure incorporation papers as soon as possible. From this it can be seen that the long looked for Mutual Fire Insurance Company will very soon be a reality and the saving in insurance premiums to the members of the Retail Merchants' Association of Western Canada will undoubtedly amount to a very large sum each year.

The collection of small debts and the improvements necessary in the legal machinery for this purpose have occupied the attention of the association for some time. Mr. White was instructed by the executive to print a bill along the lines suggested at the convention last February and this bill will be introduced at the next session of the Manitoba Legislature.

The secretary gave a verbal report of the work of the association since the annual meeting in February, and was able to show that the finances are now in a flourishing condition. It will be remembered that last February the financial condition of the association occasioned the convention no little anxiety but during the last few months there has been a marked improvement, many new members having joined the association and a large proportion of the outstanding dues having been collected. At his own request Mr. Coulson was instructed to prepare an itemized statement for the information of the convention next February.

The work of Mr. Ledoux, as an assistant organizer in the country, was favorably commented upon. He has secured some 300 new members for the association during the last three or four months and has done effective work in organizing local sections in the various towns. The enterprise of the grocers' section of the association in conducting the Pure Food Show in Winnipeg met with the approval of the executive. The secretary was commended for the publication of the association hard book, which has recently been sent to all the members.

CHEESE AND BUTTER FIRM ASSIGNS.

The firm of D. A. McPherson Produce Co., Montreal, exporters of butter and cheese, has gone into liquidation, under the Winding-up Order Act. The petition was presented by A. Chase Casgrain, of McGibbon, Casgrain, Mitchell & Co., on behalf of Stephen J. LeHuray, accountant. Mr. LeHuray's claim is based on a note for $42,600, which was transferred to him by the Sovereign Bank of Canada.

Although a statement of the assets and liabilities had not yet been filed at the insolvency department of the Supreme Court, at the time of going to press, it is understood that Mr. LeHuray is practically the only creditor.

The D. A. McPherson Produce Co. was organized about two years ago, the chief members being Thos. Ryan and Barclay McPherson. D. A. McPherson, the founder of the firm, who began business in Montreal some twenty years ago, fell from the deck of a Richelieu & Ontario Navigation Co. steamer and was drowned. His death caused the company's affairs to be reorganized.

The firm, upon which a demand of assignment has been made, was particularly well known in the eastern townships, doing a large business with the farmers in that section. They also had a large connection in the Lake St. John district.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Sugar—Firm.

Raspberries—First arrivals.

Japan Teas—Advanced.

Montreal, July 25. 1907.

Business was fair throughout the week. There are lower prices quoted on imported herrings in tins, also in Grenople walnuts. Some lines of pure olive oil have also declined. Very little of old crop Japan teas remain on the market at present. New crop is sure to be higher. Advices from shippers is to the effect that the new crop will be fully 10 per cent. higher on arrival. Raspberries are now beginning to arrive and are quoted at $1.50 a pail.

There is a fair demand for all lines, but no special features to the market.

SUGAR—The sugar market is firm, with an exceptionally good demand. Advices from the primary market are that the general tone is improving. Price quotations are unchanged.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES — Corn syrups are neglected at present. The feeling for molasses keeps fairly good.

Barbadoes, in puncheons	0 29	0 31½
" " fancy	0 30½	0 33½
" " extra fancy		0 35
" in barrels	0 31½	0 33½
" in half-barrels		0 34
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03
" ½-bbls		0 03½
" ¼-bbls		0 03¾
" 35 lb pails		1 60
" 25 lb pails		1 15
Cases, 2 lb tins, 2 doz per case		2 25
" 5-lb. " 1 doz. "		2 55
" 10-lb. " ½ doz. "		2 50
" 20-lb. " ¼ doz. "		2 45

TEA—Latest cable reports from the Japan tea market states that teas such as were imported last year, for direct shipment to Montreal, at 18c., cannot be obtained under 20c. this season, and further, that tea offered at 16½c. to 17½c. now was sold last year for 14½c. to 15½c.

In first hands or wholesale trade there is very little old crop Japan teas on the market, these being pretty well cleaned out owing to the high prices of new crop teas. For present delivery none of the English houses are quoting Japan teas under 20c. Tea sold at 16½ and 17½c. is only for shipment during September. There is a fair demand for other lines.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common		0 18
Common	0 16½	0 17½
Ceylon—Broken Orange Pekoe	0 20	" 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15½	0 20½
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEE—The demand is fair, with prices steady.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio. No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The dried fruit business as usual at this time of year is featureless, with the exception of prunes which continue in fair demand. Nominal prices prevail.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08½	0 09
Selected, per lb	0 09	0 10
Layers, "		0 10
Dates—		
Hallowees per lb		0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb	0 21	0 23
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 60
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs		0 13
Choice seeded, 1-lb. pkgs		0 11½
Loose muscatels 3 crown		0 09½
" " 4 crown		0 10

Prunes—	per lb.
30-40s	0 08½
40-50s	0 07½
50-60s	0 07
60-70s	0 06½
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 07½
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 07
" " 90-100s	0 06½
" " 100-120s	0 05 0 04½

Currants—

Filiatras, uncleaned, barrels	0 07½	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 03½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages	0 08	0 08½
Sultana Raisins—		
Sultana raisins, per lb	0 13½	0 15
" 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown	0 06	0 06½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30

EVAPORATED APPLES—The market is featureless. While stocks in most cases are low there is still a fair supply to be had.

Evaporated apples, box 50 lbs	0 09

SPICES—The spice market is featureless and is expected to continue so till September. Nominal prices prevail.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 15
Nutmegs	0 30	0 55

BEANS—There is a fair demand for beans, with prices well kept. Soup peas are very scarce and it is hard to procure any of suitable quality. Prices are unchanged.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 25	2 55

RICE AND TAPIOCA—The rice market is very firm. Quotations are unchanged.

Tapioca continues very scarce, with little doing owing to the exceptionally high prices. Any buying there is, is from hand to mouth.

B rice, in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 09	0 10

MAPLE PRODUCTS—The demand for maple products continues slow and the market is dull. Quotations remain stationary.

Pure maple syrup, bulk, per lb	0 08
Compound maple syrup, per lb	0 05
Pure Townships sugar, per lb	0 07½ 0 08

CANNED GOODS

MONTREAL—There are still fair stocks of canned vegetables on the market, but demand is only fair, with the exception of corn, tomatoes and peas.

In canned fruits, stocks are depleted. There is a fair demand for goods still procurable.

TORONTO—All canned goods are going into heavy consumption, most lines of fruit being almost impossible to procure. There are a few stocks of vegetables still held, but at the present demand these will scarcely last till the new supply.

Most dealers anticipate a complete clean-up for this season.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal		2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard		4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted		8 90
" not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack		7 40
Gals., red, standard		5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard		6 65
Gals. " solid pack		8 15
Gooseberries—		
2's, H. S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals. standard		5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow		2 25
2½'s, yellow	2 65	2 62½
3's, yellow		3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3s, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70

Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	....	2 50
2's " preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	1 59

VEGETABLE

Asparagus—		
2½'s, tips, California	....	3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 02½
2's, whole, " "	....	0 92½
3's, sliced, " "	....	1 25
3's, whole, " "	....	1 15
Beans—		
Fancy brands	....	....
2's, golden wax	0 90	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	....	0 90
Gals	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's "	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals	5 17½	5 17
Squash—		
3's	1 20	1 17½
Gal	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60

ONTARIO MARKETS.

POINTERS—

Sugar—Raws, firmer.

Canned Goods—Heavy consumption.

Dried Fruits—Australian raisins expected.

Raspberries—Small crop.

Poultry—Spring stuff in demand.

Toronto, July 25, 1907.

Everyone in the wholesale grocery trade, in Toronto at least, is thoroughly satisfied with last week's business, and collections, especially from country points, were unusually good. The wholesalers are becoming more careful of their accounts every year, with the result that many of them are now practically immune from demands for credit extension and carry only a class of retailers who are able to make prompt settlement in the slack as well as the busy season.

Canned goods were again the feature of the week's business. As the weeks go by, prophesy becomes easier, and it is now a fairly safe statement to say that the carry-over this year will amount to very little, if, indeed, there is any at all. Stocks of fruit are in very narrow compass, and all vegetables are rapidly getting cleaned up.

There is a good demand for all the lower-priced teas, 25c. blends and the like, and the market is strengthening under the heavy consumption. With regard to the official record of the tea trade for the past half-year, a recent London advice says:

"The most striking feature of the official record of the past half-year's trading is the manner in which home consumption has been maintained in the face of the high level of values ruling. Whether this would have been the case had the prices of the cheaper canisters been raised to the general public is a matter for conjecture, but it would seem at any rate that the action of the wholesalers in continuing to supply tea to the retail trade at a very small profit has been largely responsible for the satisfactory progress of deliveries. There is no doubt, however, that as regards re-exports, business has been prejudicially affected by the quotation for common, especially with countries other than Russia, where demand has been surprisingly strong for British growths, although the buying of Ceylons for that market has been to a great extent transferred from London to Colombo.

The tone has again been active throughout the auctions, the lower medium broken Pekoes being perhaps in most request, at about ¼d. per lb. advance on late rates, while the best liquoring sorts appear to have met with more attention. Present indications point to the level of prices being maintained during the next few weeks, for previous reports of short Indian crops have been fully confirmed by mail advices."

TEA — The market is quiet, the greatest activity being exhibited in the lower grades. There is not much enquiry, however, and prices remain firm. Mail advices from London, dated July 10th, say:

"The tea market in June remained very quiet; offerings consisting mostly of end-of-the-season invoices of Indian tea, and as arrivals from Ceylon were of less attractive quality, buyers were inclined to limit their purchases to the supply of their immediate wants. Some early arrivals of new season's Indian teas were also catalogued, but as is usually the case with first pickings, they were more attractive in leaf than in liquor, and cannot be regarded as giving any reliable indication of the quality of the coming crop."

COFFEE — There is no special feature to the market, the situation remaining about as last week. Willet & Gray, New York, report that:

"The most important feature in connection with coffee of late is the continued very cold weather throughout the State of Sao Paulo. The very low temperatures have ruled for about two weeks, preceded and accompanied by cold rains, which have done considerable damage to both the quantity and quality of this crop, besides being of serious consequence to the flowering of the next crop. The importance of these matters is having some weight in the steadier markets of the past few days."

With regard to the rumors that have been circulating of late to the effect that the Rothschilds have been making themselves a power in Brazil, they say:

"The publication of reports that the Bankers Rothschilds are exercising a controlling influence in Brazil is done either out of ignorance or bias. The Federal Government of Brazil holds free gold deposits in London of about £7,000,000, and the Government neither receives nor accepts any advice or dictation when in the market for a loan of £3,000,000. Nor would any banker offer an indignity of such a nature to a country whose exports reach £55,000,000 in value in a year.

"Nor is it at all feasible that the Federal Government of Brazil would try to dictate to the leading state (Sao Paulo is a state, not a province) of the Union, which state exports about $50 per capita, against an average of about $20 per capita for the United States. From the start, the coffee world as well as many newspapers have tried hard to belittle Brazil and her coffee relief policy, publishing widespread stories of financial weakness and so forth. They began this tirade in January, when the Government had bought only 2,000,000 bags, and have kept it up ever since. Meanwhile, the Government operations have extended to 8,000,000 bags, which they control, and which are to be kept out of the market, and now the Government has a much larger amount of money at their disposal than when the purchases were only 2,000,000 bags. These facts in themselves are proofs of the strength of the Government, and ought to set at rest all adverse discussions of the Government policy and position.

"The crops will decide the future

value of coffee, and if the crops in Sao Paulo turn out as small as those which followed the previous record crop, 1901-1902, the Government will have little trouble in liquidating their holdings satisfactorily."

The world's visible supply of coffee, in bags, was, on July 1st of this year, 16,399,954, a decrease of 151,754 from the same date a month ago, and an increase of 5,286,198 over the visible supply on July 1st, 1906.

SUGAR — The demand for fine sugar is active. More sugar is going into consumption than a week ago, but the increase is not sufficiently great to cause any likelihood of a raise. Refiners, who two weeks ago were as busy as they have been all year, are now not called upon to exert themselves so strenuously. Crops in the West Indies are about exhausted, and holders there, realizing this, are not making any concessions. Willett & Gray say of raws:

"The weather conditions in Europe were the prevailing important feature of the week.

"These have had a decidedly unfavorable effect on the growing beet crops.

"All countries report crops backward. As a result, we have a change in the raw sugar market values everywhere. Beet sugar advanced from the low point of the downward reaction, 9s. 5½d. to 9s. 9d. at the close. Cane sugar in Europe also advanced 1½d. for Javas.

"European values were reflected here in decidedly firmer and strong market tone and tendency without material advance in established quotations.

"At the close, however, it is difficult to make purchases of Cuba centrifugals without a notable advance in price.

"The business of the week has been done at basis of 3.835c. per lb. for spot centrifugals up to 3.86c. per lb. for July shipment, and at 2.15-32c. c. and f. 95 deg. test, equal to 3.86c. landed 95 deg. test for August shipment.

"It has become evident in view of the whole situation at home and abroad, that 4c. per lb. for 96 deg. test centrifugals, is the objective point which is likely to be reached for the sales of a good part of the remainder of the Cuba crop still on hand.

"The visible Cuba crop is 1,398,000 tons, of which 195,000 tons remain in stock and can secure the improving prices on the unsold portion.

"Java sugar sellers have advanced prices to 10s. 6d. for cargoes afloat c. and f. 96 deg. basis, equal to 4.02c. landed.

"July-August shipments are held at 10s. 3d. to 10s. 4½d. c. and f., and August-September at 10s. 1½d.

"There is considerable uncertainty as to the quantity of Java sugar which has been secured by our refiners. No actual sales to refiners are reported here this week, although there is a suspicion of some business having been done privately.

"The Java planters have disposed of nearly all the sugar available for the July and August shipments, the major portion of which is understood to be held in second hands for sale to the refiners of America or Europe.

"Quite a rapid decrease is noticeable in the stocks of Cuba and the U.S. during the past few weeks, which is suggestive and in confirmation of the expectation of continued improvement in prices."

Paris lumps, in 50-lb. boxes	5 15
" in 100-lb. "	4 85 5 05
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 50
Berlin granulated	4 50
Phœnix	4 50
Bright coffee	4 30
Bright yellow	4 30
No. 3 yellow	4 35
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUPS—Business done for the past week has been inconsiderable. Prices are unchanged.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	
Corn syrup, bbl., per lb.		0 03
" -bbls "		0 03
" kegs "		0 03
" 3 gal. pails each		1 60
" 2 gal. " "		1 15
" 2-lb. tins (in 2 doz. case) per case		2 25
" 5-lb. " (in 1 ") "		2 55
" 10-lb. " (in ½ ") "		2 50
" 20-lb. " (in ¼ ") "		2 45
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts		0 87½
1-gal. cans		0 95

DRIED FRUITS — The most reliable reports obtainable state that the California prune crop will not exceed 60 per cent. of a full yield. It is said that there have been some enquiries on orders for export to Europe, which would indicate that the European crop is also short. Reliable advices, however, are difficult to obtain regularly, but from the action of the packers in offering to take all that the California growers can give them on a basis of 5 cents leaves no doubt as to the scarcity of the crop.

The next few weeks should see the arrival on the market of some Australian raisins, which in appearance and taste are quite similar to the Valencia.

Prunes, Santa Clara—	Per lb			Per l	
100-120s		0 05			
90-100s, 50-lb boxes	0 05½	0 05¾	60-70s, 50-lb boxes	0 07½	0 07¾
80-90s	0 06	0 06½	50-60s "		0 08
70-80s "	0 07		40-50s 25-lb "	0 09	0 10

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 13	0 15
Tapnets, "				0 03½	0 03½
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 07½	0 08	Vostizzas	0 09½	0 10
Patras	0 08½	0 09			

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½0 1b
" Fancy	
" Extra fancy	
Valencias, selected	0 09½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz. packets, choice	0 11
" 12 oz. " "	0 09
Dates—	
Hallowees 0 05	Fards choicest 0 09
Sairs 0 04	" choice 0 08½
Domestic evaporated apples	0 09 0 09½

NUTS — A rise in the price of Brazil nuts, due to the actions of the combine of importers, is anticipated in the near future. Present quotations are unchanged.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 32	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11
Pecans, per lb		0 17
Brazils, per lb	0 13½	0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish		0 08½
A 1's, banners and suns		0 09½
Japanese Jumbo's		0 09½
Virginia "		0 11

SPICES — Prices are firm, but trade is on the quiet side.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 45	0 25
Cloves, whole	0 25	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA — The market is bare of tapioca, but the demand is in no way diminished. Quotations for all other lines are firm.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 04½	0 05
Seed tapioca		0 07½
Carolina rice		0 10
Tapioca, medium pearl	0 07½	
" double goat		0 07¼

BEANS — Supplies are getting into very small compass, and prices are advancing. Unless some hidden stocks come to light, it will soon be impossible to obtain supplies at anything but prohibitive quotations.

Beans, hand picked, per bush		1 65
" prime No. 1 "		1 60
" Lima, per lb	0 07	0 07½

HIDES AND WOOL — Business is very dull. Pulled wools are slightly easier. Sheep skins are no longer quoted.

Hides, inspected, cows and steers, No. 1		0 09½
" " " " No. 2		0 08½
Country hides, flat, per lb., cured	0 07½	0 08
Calf skins, No. 1, city		0 11
" " No. 1, country	0 11	0 12
Lamb skins	0 25	0 35
Horse hides, No. 1	3 25	3 [illegible]
Rendered tallow, per lb	0 05½	0 06
Pulled wools, super, per lb	0 24	0 25
" " extra	0 26	0 27
Horse hair, per lb	0 28	0 30
Wool, unwashed	0 13	0 14
" washed	0 23	0 24
" rejections		0 18

Jas. Rutherford & Co., tea brokers, Montreal, are fortunate in having a shipment of new Japan fannings just arrived. As this line is reported scarce, grocers will be glad to know where they can be got.

Teacher—What is the meaning of "aperture?"

Class (in chorus)—An opening.

Teacher—Tommy Smith, give a sentence containing the word "aperture."

Tommy—All the big stores have had their fall apertures.—Baltimore American.

Winnipeg's Greatest Pure Food Show

Splendid Display of the Food Manufactures of the Canadian West—Eastern Producers Also Represented by Many Beautiful Booths—Many Evidences of Rapid Development of the Great Grain Country—Descriptions of the More Attractive Displays—Record Event of its Kind in Western Canada.

It is not the language of fulsome eulogy but the simple statement of a plain truth to say that Winnipeg's first pure food show, held in the Auditorium Rink during the first two weeks in July, was an unqualified success. The interest grew with each succeeding day and the attendance last Saturday night at the close of the exhibition broke all previous records. Being the first exhibition of its kind ever held in Western Canada the show was undoubtedly an experiment involving the expenditure of a large amount of money; but in the hands of a capable committee, loyally supported by enthusiastic exhibitors, a big success was scored and already a large number of those who exhibited this year have reserved space in the second exhibition to be held a year hence.

Attendance Large.

In spite of hot weather, fully 20,000 people attended the show and of these more than 15,000 were housewives who were after information—and samples. The exhibitors had a splendid opportunity to demonstrate the merits of their goods to people who had paid an admission fee to see and learn and hence were interested in what the people in charge of the various booths had to show them. It was no idle, sightseeing crowd, but a great throng of serious people who attended the show because they wanted to learn something.

Enthusiastic Endorsements.

Saturday night of last week saw the exhibitors well satisfied with the results obtained. Nearly all followed the plan of selling their goods through the city grocers. Customers were asked to sign an order form calling for various lines of goods to be delivered by their own grocer and to be paid for when delivered. Grocers were grateful for a long list of profitable orders and the exhibitors were able in this way to introduce their goods to stores which formerly did not handle them.

"We are more than satisfied with the direct results of our exhibit, to say nothing of the moral effect," said the manager of one Winnipeg firm to The Canadian Grocer. "We now have our goods in every store in Winnipeg, but two. We have demonstrated to those grocers who were not handling our goods that there is a demand for them. We have turned in the actual orders to them and the results are mutually gratifying."

"Yes, the show has done us a world of good," said L. J. Clark, representative of Wood's coffees, etc., to The Canadian Grocer, in reply to a question. "We have sold a big pile of goods through the grocers and we have had a splendid chance to introduce our goods to the consuming public. You know yourself what a crowd we have had at our booth."

"Well satisfied. Have booked a big pile of orders through the grocers, and have introduced the 57 varieties to crowds of people," said Mr. Gordon, advertising manager for the Heinz goods, to The Canadian Grocer.

"No complaint at all. Glad that we exhibited," said Mr. Nash, of E. D. Marceau & Co. "People liked our tea and thousands of cups were served."

"The show is a big success and I am well satisfied," said A. E. Carson, Canadian manager of Lipton's teas.

"We have sold our entire display several times over," said Mr. Musham, of Holbrooks Ltd. "We are very well satisfied indeed."

"No complaint at the Gold Standard booth," said Wm. Mackay, manager of the Codville-Georgeson Co.'s factory. "We have sold a lot of goods through the retail trade as a result and have demonstrated that the Gold Standard lines can hold their own with any of their competitors. Personally, I am more than satisfied."

"A big success. I am well satisfied," said Mr. Wharton, of Lowney's.

Other exhibitors expressed themselves to The Canadian Grocer in similar language and there was practical unanimity among the exhibitors as to the success of the show.

W. A. COULSON
The Tireless and Energetic Secretary to Whom the Success of the Winnipeg Food Show was Mainly Due.

The Busy Committee.

The committee of the Retail Merchants Association of Western Canada, who were in charge of the show, deserve

great credit for their effective work. E. B. Nixon, the chairman of the committee, was indefatigable in his efforts and was always on hand to give assistance and direction to the exhibitors and to straighten out any little difficulties. W. G. McLaren, of Souris, the president of the western association, was unfortunately unable to attend until near the close of the exhibition, but he did valuable work in connection with the preliminary organization of the show. On the shoulders of Secretary Coulson, of course, fell the big burden of work, but his shoulders were broad enough for the load and his smile cheery in spite of all the inevitable little difficulties. He was tireless in his efforts and always on hand to direct the progress of the exhibition. To him the success of the show is mainly due.

Where the Exhibition was Held.

The exhibition was held in the Auditorium Rink, the largest and most suitable building for the purpose in the city of Winnipeg. It was gaily decorated

E. B. NIXON, WINNIPEG
Chairman Food Show Committee.

with flags and bunting and every afternoon and evening sweet music was rendered by a brass band. The band music was the only outside attraction offered, it being felt by the management that to provide anything in the nature of a vaudeville entertainment to distract the attention of the people would be unfair to the exhibitors.

The Canadian Grocer.

The Canadian Grocer booth was the popular meeting place for the trade and many wholesale commercial travelers and retailers paid The Canadian Grocer a call. All the MacLean trade papers were on exhibition there and copies of The Canadian Grocer were distributed among exhibitors who, being away from home, missed getting their copies in the regular way.

Gold Standard Goods.

Gold Standard goods made many new friends at the Winnipeg Pure Food Show, and the throngs of Winnipeg people were delighted to be able to prove to their satisfaction that a local firm, the Codville-Georgeson Co., is turning out teas, coffees, extracts, spices and a host of similar lines which can safely and favorably be compared with the output of any factory in any country.

The Gold Standard booth was undoubtedly one of the most popular at the show, and the two demonstrators, Mrs. Helm and Mrs. Hine, and their assistants rarely had an idle minute. Tea and coffee were served to visitors every afternoon and evening, and thousands of generous sized samples of Gold Standard baking powder were given away every day. Goods were sold on order to city grocers, and as a result many a Winnipeg grocer had a nice list of profitable orders turned in to him to fill.

The Codville-Georgeson Co. insist upon absolute purity in their goods, and their factory in Winnipeg is a model of what a factory should be. It is because of the purity and excellence of their goods that the Codville-Georgeson Co. continue to advertise the Gold Standard line as being "guaranteed the best."

E. D. Marceau Co. Limited.

The E. D. Marceau Co. of Montreal figured prominently in the show with an attractive exhibit of "Condor" brand teas, coffees, and baking powders, and "Madame Huot's" coffee. This booth was located on the centre of the east aisle and was one of the busiest in the show. Tea and coffee were served to hundreds of visitors every day and many new friends for these brands were made from day to day.

R. Nash, of Montreal, who was in charge of the exhibit, is recognized by the grocery trade of Canada to be one of the leading tea authorities of the Dominion as he has had a long experience in both the English and Canadian markets. Visitors to the show were given many valuable pointers from a tea expert as to the proper mode of preparing tea and coffee and the importance of insisting upon absolute purity in purchasing these lines.

E. D. Marceau Co. do a large trade in all parts of Canada in teas, coffees, spices, and baking powder. Both package and bulk goods are carried by this house and as they are direct importers and have their buying done by experts, they are always able to offer the trade particularly good values. A high standard of quality is always insisted upon and the reputation of this firm's lines is a very valuable asset. The E. D. Marceau goods have had a large sale in the west for many years, but it is safe to predict that the popularity of the "Condor" and "Madame Huot" brands will be much greater in future because of the demonstrations at the Winnipeg Pure Food Show.

Golden West Soap.

Golden West soap has been taking Canada's golden west by storm and the "Golden West" booth at the food show attracted the attention of thousands of visitors and did much to increase the popularity and spread abroad the name and fame of the Standard Soap Co.'s products. The booth made a fine showing. Backed and surmounted by a huge cake of soap eight feet long and three feet six inches across the base, in imitation of the regulation cake of Golden West laundry soap, the booth was filled with an imposing array of the Golden West cartons, packages of soap powder, tar soaps, washing soda, lye, powdered ammonia, bottled ammonia, and polishing soap, while in one corner a circular formation built up of cakes of toilet soap, transparent and of different colors, was lighted from the inside by an electric light which shone through the soap in parti-colored rays and with a most pleasing effect. At the opposite end of the booth stood a Chinaman with fan in one hand and paddle in the other, looking the impassive Asiatic to the life as he skilfully dabbled in a tub of white, frothy lather set before him and fanned himself casually from time to time. Behind the expert in laundry operations was a placard bearing the inscription "Lather made with Golden West soap in hard water," and this

W. G. McLAREN, SOURIS, MAN.
President Retail Merchants Association of Western Canada and Member of Food Show Committee.

fetching combination caught the eye of the crowds of Winnipeg housewives who visited the pure food show and who knew, only too well, how reluctant is the ordinary soap to make lather in water drawn from the alkali strata of the Manitoba prairie.

Information was cheerfully furnished at the Golden West booth to those who asked and those who were sufficiently curious to ask about the business of the Standard Soap Company were given a complete surprise when told that this company, now well known to be doing an enormous business throughout the whole of Western Canada, was formed only twenty-one months ago. Under the direction of its officers, President P. Burns, General Manager F. T. Weir, Sales Manager T. Herron, and with the hearty co-operation of the large number of Alberta and Saskatchewan merchants who have stock in this busy enterprise of the Canadian Northwest, the company that makes the Golden West soaps

Teas, Coffee, Baking Powder Jelly Powder
Gold Standard BRAND GOODS "GUARANTEED THE BEST"
Spices Extracts Herbs Cake Icings
Gold Standard BRAND GOODS Guaranteed THE BEST

Winnipeg Pure Food Show—Gold Standard Goods.

Winnipeg Pure Food Show—Exhibit of E. D. Marceau, Montreal.

and soap products has advanced by leaps and bounds in a manner at once so almost instantaneous, and yet so firmly and solidly, that, from what was within the period of two short years but an idea in the brain of a resourceful man, the Standard is all that its name implies and has increased its business so fast that work is now in progress which will double the producing capacity of the Calgary plant, a move made necessary by the favor which the company's goods have found in the markets of Western Canada.

The Standard Company now have a very large output and the golden opinions won for the Standard products are the result of honest and skilled workmanship coupled with energetic effort on the part of the officers of the corporation and the salesmen selected by these officers to represent the company in the different sections over which the operations of the Golden West management have so rapidly spread, together with advertising truly remarkable for its unique features and admirable for the results obtained.

Standard Soap Co., of Calgary.

Fifty-seven Varieties.

A pure food show without an exhibit of the famous "Fifty-seven Varieties" would surely be incomplete and, as can be seen from the accompanying cut, the Heinz exhibit at the Winnipeg show was one of the finest there. It was handsomely and substantially built and it is the intention of the management to retain it in Winnipeg as a permanent fixture. It was moved last week from the Pure Food Show to the Winnipeg Industrial, where it will be left until next year.

Thousands of visitors called at the Heinz exhibit; in fact it would be quite within the mark to say that 99 out of every 100 attending the show stopped to sample some of the 57 varieties and as a result many orders were booked for delivery through Winnipeg firms.

Winnipeg Pure Food Show—Heinz 57 Varieties.

The H. J. Heinz Co. now have 15 factories distributed throughout the United States, Canada, England and Spain, their main factory being located, of course, in Pittsburg. Branch houses and agencies are maintained in all the leading commercial centres of the world. The factories employ over 4,000 people and a force of 500 traveling salesmen are on the road all the time, pushing the sales. Over 30,000 acres of land are devoted to the cultivation of vegetables for the Heinz factories, and the assistance of 40,000 people is required in order to harvest the crop. The company have 67 pickle-salting houses, located in parts of the United States and Canada best adapted to the growing of the vegetables required. The Heinz Co. have their own glass works and last year more than $14,000,000 glass bottles were blown in their own factory. These were far from being sufficient and others had to be bought.

These figures give some idea of the magnitude of the Heinz interests. The company have too much at stake to risk putting inferior goods on the market. Their absolute guarantee stands behind every package of Heinz goods.

Up to the present the H. J. Heinz Co. have had no representation in Winnipeg, although their goods have been sold extensively throughout the west. The Codville-Georgeson Co. will handle their products now and western grocers can obtain their supplies of Heinz products promptly from them.

Wagstaffe's.

The throngs who frequent the corridors of a pure food show are invariably

looking for some toothsome morsels to tickle the palate, and the Winnipeg people were the same as all others in this respect. It naturally followed, therefore, that the Wagstaffe booth was one of the most popular in the whole show, for at this booth there were served dainty samples of the Wagstaffe jams, marmalades and sealed fruits. The attractive looking bottles in which the Wagstaffe lines are contained and the many evidences of the standard of purity insisted upon in the manufacture of these goods, won for the Wagstaffe line a sure place in the interest of the Winnipeg people.

The Wagstaffe goods are well established in England, and are already in use in Canada, from Halifax to Vancouver, although it is only some eighteen months since they were first introduced to the Canadian people. The intelligent advertising of the Wagstaffe management, and the absolute purity and high quality of the Wagstaffe goods have been responsible for a speedy success which is almost without precedent in the Canadian market. The new season's pack is practically sold now, and dealers desiring a stock would be well advised in placing their orders right away.

The Canadian headquarters of Wagstaffe, Ltd., is in Hamilton, Ont. Western dealers should place their orders through Dingle & Stewart, of Winnipeg, the western agents of this firm, thus ensuring prompt delivery.

It is the simple truth to say that the Wagstaffe goods captivated the Winnipeg people who attended the Pure Food Show, and the sales in the Manitoba capital are sure to show a big increase.

Winnipeg Pure Food Show—Wagstaffe's Jams and Preserves.

Royal Crown Co.

Winnipeg's big soap company, the Royal Crown, had two handsome booths on opposite sides of the east aisle, one being devoted to the display of the company's products and the other to the many premiums given to the users of the Royal Crown lines. For every six Royal Crown soap wrappers brought to the Royal Crown booth during the progress of the exhibition, the company's representatives gave in exchange a piano coupon on which the customer wrote her name and address. These ballots were put in a box and one was drawn on Saturday night at the close of the show. The person whose name was drawn was the lucky winner of a fine Morris piano which was on exhibition during the show.

Winnipeg people are proud of the Royal Crown Co.'s phenomenal progress in recent years and they have every

reason to be. Over 200 kinds of toilet soaps are manufactured by this firm. Witch Hazel is the leader among these and it is used by the C.P.R. from Liverpool to Japan on all its steamers and cars and in its big string of palatial hotels. It is also used by the Canadian Northern Railway, by the Ontario and Richelieu Navigation Co., and the Ontario and Rainy River Navigation Co.

The Royal Crown Co.'s laundry soaps are sold in nearly every store in Western Canada. These include the following brands: Royal Crown, Peerless, Ivory, Linen, Electric, and Naptha. A full line of washing sodas and sal sodas are also manufactured by this firm. Tar soaps and "Levita," a soap for mechanics, are also meeting with an immense sale.

Witch Hazel shaving soap is something comparatively new, but it is safe to predict that it will yet capture a big part of the Canadian market. It is put up in stick form in a handsome box and also in cakes and bars for barbers' use. The well established reputation of the Witch Hazel toilet soaps will no doubt be of great assistance in pushing the sale af this new shaving soap.

A full line of perfumes, Florida water, and toilet waters of all kinds, was on exhibition. Particular attention was directed to the Viona shampoo, manufactured by this company.

During the progress of the show the demonstrators gave away thousands of Teddy bears, Swastika pins, samples of Witch Hazel toilet soap, and booklets of all kinds.

"Royal Crown" Premium Booth.

Unique Fish Display.

One of the features of the show was the exhibit of the Winnipeg Fish Co. and it is unfortunate that the accompanying cut does not show it at its best. This is not the fault of the photographer or the engraver, but is due to the frolicsome antics of a big sturgeon fish weighing more than 120 pounds.

At the opening of the show the Winnipeg Fish Co.'s exhibit consisted of a large aquarium in which several large live fish, including the big sturgeon before mentioned, were swimming about. The exhibit attracted a great deal of attention, as the collection included some very handsome lake trout, whitefish, red horse, black bass, pickerel, catfish, goldeyes and other fish caught in the west and as the booth was very brightly illuminated at night the effect was pleasing indeed. The Winnipeg Fish Company went to considerable expense to prepare this exhibit and during the opening days of the show their efforts were well rewarded.

"Royal Crown" Soap Exhibit.

Unfortunately the big sturgeon grew frolicsome, not being accustomed to so much attention, and one afternoon during the first week of the show a powerful swish of its tail broke the glass and flooded the aisle. Thereafter the exhibit consisted of dead fish on ice and it was the second exhibit that was photographed for The Canadian Grocer.

The Winnipeg Fish Co. have a large refrigerating plant in Winnipeg and have every facility for supplying the trade promptly with all kinds of fresh fish in season.

Lipton's Teas, Coffees, etc.

Lipton's teas and coffees were served daily to hundreds of visitors. The Lipton tea room, being situated at the entrance, in a large room ordinarily used as the vestibule to the rink, could not fail to attract the attention of the visitor and its tempting coolness made it the Mecca of the great majority of those attending the show. Tea was served afternoon and evening by courteous attendants and there were also on exhibition Lipton's coffee, jams and general provisions. The accompanying cut shows the general arrangement.

Lipton products are known the world over and as the name stands for high quality the Lipton teas and coffees and provisions meet with a favorable reception wherever placed on sale. The Lipton industry is now one of the largest in the world and the marvellous business success of Sir Thomas Lipton has been due in no small measure to his strict insistence upon the maintenance of high quality and absolute purity in all stages of manufacture.

Recently a Canadian branch has been opened in Toronto and Mr. Carson, the manager from Toronto, was in attendance during the first week of the exhibition. J. J. E. Collier, the western manager, was the man in charge. It will be strange if the sale of Lipton products is not greatly increased in the west as a result of this show.

Winnipeg Pure Food Show—Winnipeg Fish Co.

Winnipeg Pure Food Show—Lipton's Goods.

Lowney's.

Few shows of the kind are ever held without an exhibit of Lowney's cocoa, chocolate, and other preparations. The name Lowney is so intimately connected with chocolate and cocoa preparations that wherever it is seen it suggests a host of good things to eat and drink, delightful to the taste and wholesome as well. Purity has always been the Lowney watchword and the hosts of visitors to the Lowney booth were given practical demonstration of this fact.

The Lowney Co. have set a high standard and in the making of their products nothing is used but pure cane sugar, the choicest cocoa beans, and the finest of fruits and flavorings. The violet and rose flavors are made from the flowers themselves, the peppermint and wintergreen from the leaves of the plants, and so on throughout the entire list. Lowney's cocoa consists of the choicest cocoa beans ground to the fineness of flour. It contains no ground cocoa shells, flour, starch, dyes, alkalis, or other adulterants. It is a strictly high grade cocoa, the best that it is possible for a manufacturer to make from the best ingredients obtainable.

During the show this firm sold to the public a handsome cook book containing 1,308 recipes, of which only 73 call for cocoa or chocolate. It is a complete cook book prepared by Maria Willett Howard, an experienced and successful teacher of cooking.

The exhibit was in charge of Stanley Wharton, the western representative of the Walter Lowney Co. of Canada, assisted by J. Adams. Miss H. G. Vance, the company's expert cocoa demonstrator, presided at the cocoa counter.

Winnipeg Pure Food Show—Lowney's Chocolates.

Winnipeg Pure Food Show—Wood's Coffees.

Wood's Coffees.

Thomas Wood & Co., of Boston and Montreal, had an attractive display of their teas and coffees, which were served free to thousands of visitors during the progress of the show. Their business comprises the importation and sale of teas and coffees and it now extends over the entire United States and Canada. Five years ago they established a branch house in Montreal and their Canadian business has been a success from the start. In great measure this has been due to their system of co-operating with the grocers in the introduction and sale of their high grade lines. They appoint exclusive agents in the various trade centres and support their efforts with aggressive and common sense advertising methods. Their agents are protected as no competitors can buy the Wood lines and as the goods are strictly high class they net the trade a nice substantial profit. Many grocers devote too much of their energy to the lines that are sold at a small margin of profit to the neglect of the money-making trade in high class lines of package teas and coffees. Thomas Wood & Co. invite correspondence with grocers who are anxious to push profitable lines.

E. J. Clark, the western representative of Thos. Wood & Co. was a busy man during the show explaining to the throngs of visitors the standard of absolute purity which is insisted upon by this firm in the manufacture of their products and, as a result of his efforts, hosts of new friends were made for Wood's Boston coffees and Wood's pure teas.

Wheat City Flour Mills Co.

The largest booth in the show was devoted to a display of the flour manufactured by the Wheat City Flour Mills Co., of Brandon, Man. This is the firm formerly known as the Alexander Milling Co. and its products are recognized all over Canada as deserving of recognition for their purity and excellence.

Brandon has been known as the "Wheat City" since the early days of the west because it is situated in one of the most fertile and productive wheat growing districts in the world. No better wheat is grown anywhere than is produced in the Brandon district and it is in the "Wheat City" that the Wheat City Flour Mills Co. has its mill and buys its wheat. The best wheat grown in the district is used in the manufacture of the "Premier Hungarian," "White Rose," and "Royal Patent" brands and the milling plant being thoroughly up-to-date it is small wonder that expert analysis has found such an unusually large proportion of glutinous matter.

The exhibit was tastefully arranged, and, being situated at the entrance, made a substantial and imposing display. L. Maclachlan, who was in charge of the display, found his time well occupied in demonstrating to the many visitors the superiority of the company's products and in handing out miniature bags of White Rose flour neatly wrapped in tissue paper.

Wheat City flour is now being used all over Canada. The C.P.R. use it exclusively in the Royal Alexandra Hotel in Winnipeg and the endorsations of the C.P.R. hotel management speaks volumes for the quality of the flour.

Winnipeg Pure Food Show—Wheat City Flour Mills Co.

Grocers can obtain supplies direct from the company's agents, as mentioned each week in the advertisement of this firm in this paper.

McCormick's Biscuits.

McCormick's biscuits and confectionery have a sure hold on the Canadian trade from the Atlantic to the Pacific, but as a result of the exhibit at the Winnipeg Pure Food Show many new friends were made for these lines in the Manitoba capital. As can be seen from the accompanying illustration, the McCormick exhibit was without doubt one of the most attractive in the whole show, the display of biscuits and confectionery being arranged to good advantage.

The central feature of the display was,

Winnipeg Pure Food Show—McCormick's Biscuits and Confectionery.

of course, the McCormick line of Jersey cream sodas. These sodas are celebrated from the Atlantic to the Pacific because of excellencies all their own. Being packed in tin boxes, they retain their freshness a long time and they are always crisp and pleasant to the taste.

Hundreds of visitors daily stopped to sample the McCormick line of hard sweet biscuits, served by capable demonstrators, who explained to all those interested the absolute standard of purity insisted upon by the manufacturers. Not only do the McCormick Mfg. Co. insist upon an absolute standard of purity, they insist also upon a uniform standard of excellence. No package is allowed to leave the factory until it has satisfied every requirement. It is this uniform excellence that makes the McCormick line so desirable for a dealer to handle.

But biscuits do not constitute the whole of the McCormick line; confectionery is a very important part of the output. The same standard of purity and high quality are insisted upon in the manufacture of confectionery as in the manufacture of biscuits. This accounts for the high place won by the McCormick high-grade chocolates.

London, Ont., is the home of the McCormick Mfg. Co., but in the west they are represented by Dingle & Stewart, of Winnipeg, to whom all orders from the western provinces should be sent.

The Nugget Polish Co.

Though not, strictly speaking, a pure food, yet quite in keeping with a groceries exhibition and providing a pleasant variety from the majority of booths with good things to eat, was the exhibit of the Nugget Polish Company, Limited, which occupied a prominent position in the centre aisle. This firm, whose head office is in Toronto, had on exhibition a very neat display of their splendid English shoe polish, and although introduced into this country a little over a year, has already taken a prominent place by reason of its excellent quality. The booth was in charge of A. R. Kent, Canadian sales manager, who was kept busy demonstrating the quality of the goods, especially in regard to its proof against water. Shoes shined with Nugget polish form the proverbial "duck's back," upon which no water can stay. A basin of water on the front of the booth proved this to the satisfaction of all visitors. A lad in neat khaki uniform was also in attendance upon a chair where free shines were provided for everybody who wished to avail themselves of the opportunity.

The Nugget polish, in addition to being waterproof, does not rub off and will not even soil a clean towel, proving conclusively how valuable it is to anyone who wishes to avoid soiling clothes. The polish is being retailed at 10 cents per tin and the grocers who visited the exhibition were convinced of the advisability of adding it to their stock, especially in view of the fact that it can be kept in stock without fear of its drying up and becoming worthless; neither will it freeze. The firm also manufacture a harness polish and a furniture polish in paste form, the latter retailing at 10 cents.

Winnipeg Pure Food Show—"Nugget" Polish.

Holbrooks Limited.

For several months past, Holbrooks Ltd. have been conducting an extensive demonstrating campaign and it is their intention to cover all the Canadian trade centres in this way. A large staff of demonstrators are now at work in Western Canada but perhaps nowhere have this firm done more effective work than at the Winnipeg Pure Food Show, where their handsome booth was the popular meeting place for so many visitors. Samples of their Worcester sauce and pickles were served to hundreds of people every day and approving comments were many and enthusiastic.

Holbrooks Ltd. claim to have the largest sale of Worcester sauce in the world and they are making a determined effort now to capture the Canadian trade. In their English factory they use the largest vat in the world, a vat three times larger than the great vat on exhibition at Heidelburg. This vat contains sufficient to fill over 2,500,000 bottles and as it is only one of many vats in use at the factory some slight idea may be gained from this statement of the enormous output of Holbrook's Worcestershire sauce.

Visitors to the show were anxious to learn about pure foods and the demonstrators were careful to point out the dangers from adulterations. The name "Worcestershire Sauce" covers many injurious concoctions sold at a low price but the manufacturers of Holbrook's sauce stand behind their goods and absolutely guarantee their purity. As one result of the exhibit at the Winnipeg Pure Food Show the Winnipeg ladies are now fully alive to the dangers of using Worcestershire sauces of doubtful quality.

The Canadian headquarters of Holbrooks Limited are in Toronto, H. Gilbert Nobbs being manager. Brack & Kirkland, 218 Princess Street, Winnipeg, are the western agents for this firm. The exhibit was in charge of H. Musham, an expert window dresser. Window dressing, by the way, is a department to which Holbrooks Ltd. are paying particular attention, and many attractive displays have been arranged by them in Canadian stores.

Winnipeg Pure Food Show—Holbrook's Sauce.

The Dyson Co.

At the booth of The Dyson Company it was plainly demonstrated that Winnipeg need yield the palm of quality to no other city in the world in the manufacture of pickles and baking powder. It is the simple truth to say that the exhibit afforded an eye opener to many visitors to the show, and helped to confirm many a Winnipeger in his belief that his city can manufacture goods of as high quality as any in the world.

The booth was situated at the west side of the building, and was the first on the west aisle to attract the attention of the visitor. Containing many luxuries and necessities dear to the housewife's heart, displayed in attractive form, it was a popular booth with the ladies, and the samples of sweet "Red Cross' pickles served to the visitors did much to increase the popularity of the brand.

The "Red Cross" line includes baking powder, flavoring extracts, coffees, spices, pickles, catsups, sauce and vinegars. The pickle business of this firm has grown so rapidly that they have found it impossible to obtain a sufficient supply of vegetables from the market gardeners, and they have therefore found it necessary to secure land of their own for the purpose. Five hundred acres of land have accordingly been bought near Lower Fort Garry, and this year some 50 acres of cucumbers are under cultiva-

Winnipeg Pure Food Show—Red Cross Goods.

tion, and under ordinary circumstances about 15,000 bushels of this vegetable will be grown on the company's own land.

The Dyson Co. have a separate vinegar plant which has at present a capacity of 1,000 proof gallons per day. This vinegar is manufactured from pure alcohol under the supervision of the Dominion Government in the only bonded factory in Manitoba.

Brack & Kirkland.

As will be seen from the accompanying cut, this firm, exhibiting Todhunter, Mitchell & Co.'s coffees and spices, had a very prettily decorated booth where coffee was served to large numbers of visitors daily.

Both Messrs. Branck and Kirkland are well known to the trade, the former having been connected with Todhunter, Mitchell & Co. for some 25 years.

Brack & Kirkland, as mentioned elsewhere, are also western representatives for Holbrooks, Limited, and the success that has attended their efforts is clearly seen when the phenomenal sale which these goods have already had in western territory is taken into consideration.

H. S. Kirkland was in attendance most of the time and was fully occupied in superintending the demonstrations of Todhunter, Mitchell & Company's coffees to the large and appreciative crowds.

Purity Flour.

Purity flour, the flour that "makes more bread and better bread," was shown in a handsome booth near the entrance. The material that is the principal ingredient of the staff of life is the most important element in nearly every variety of pure food and every housewife interested in the food problem was interested in the Purity flour booth and the explanations given as to the absolute purity of all "Purity" flour.

Winnipeggers are proud of the big mill across the river in St. Boniface in which so much of the Purity flour is made. This company also have mills in Goderich, Ont., and Brandon, Man., and the largest is in St. Boniface. This mill is one of the best equipped in the world and represents the highest triumph of the miller's art. It has a capacity of 5,000 barrels per day; the Goderich mill has a capacity of 1,800 barrels, and the Brandon mill 400 barrels, making 7,200 in all.

Not all of this output bears the "Purity" brand; only such of it as is absolutely the finest product possible. Yet, known to the world as the product of the "Purity" mills and inferior only to the "Purity" patents, are a number of brands which are of very high quality. These, in order of fineness, are: "Five Stars," "Buffalo," "Medallion," "Three Stars." "Choice Bakers'," "Maitland," and "Huron;" and any one of them is good enough for a housewife's satisfaction and a wheat food consumer's blessing.

These, and many other interesting facts about "Purity" brands were explained to many visitors during the show. Thousands of picture post cards, showing the big mill, were distributed and it is safe to say that "Purity" flour made many new friends during the progress of the show.

Winnipeg Pure Food Show—Todhunter, Mitchell & Co.

Blue Ribbon Limited.

An interesting and instructive exhibit was that of Blue Ribbon Ltd., of Winnipeg, situated on the west aisle, between the booths of the Winnipeg Fish

Purity ROLLED OATS
THE WEST'S BEST
Purity FLOUR MAKES MORE BREAD AND BETTER BREAD
Purity BREAKFAST FOOD
A PERFECT FOOD
MADE IN WINNIPEG
THIS DISPLAY IS SOLD TO E. B. WILSON
PURITY FLOUR

Winnipeg Pure Food Show—Purity Flour.

Co. and The Canadian Grocer. Probably no other exhibitor so carefully followed out the idea which is supposed to be the cause d'etre of pure food shows. J. H. Morrow, advertising manager of the company, was in charge of the exhibit and he was thoroughly capable of explaining in lucid and interesting fashion the many dangers which lurk in adulterated spices. In glass jars and tubes were shown many samples of compounds which are used to adulterate cheap spices and the many visitors to the booth were warned of the consequences which surely follow the consumption of impure spices. Samples of pure and adulterated cassia and cinnamon were shown side by side in glass tubes and it was clearly demonstrated that while the difference can easily be detected by the sense of smell, there is little apparent difference in the appearance. It was impressed upon all visitors, trade and general public alike, that the only safety lies in purchasing the package goods of a reliable manufacturer, and in this connection attention was drawn to the sign prominently displayed to the effect that "Of the many thousand packages of Blue Ribbon goods sold every year, not a single one has ever been found adulterated. See Government bulletins."

The display was a spacious and attractive one, as may be seen from the accompanying illustration. The "Blue Ribbon" line of teas, coffees, spices and extracts were tastefully displayed and the decorations were harmonious and pleasing to the eye. An interesting feature was a large chart showing that the raw material for the manufacture

REPORTS OF GOVERNMENT ANALYSTS PROVE THE PURITY OF Blue Ribbon GOODS THEY ARE ALWAYS FOUND GENUINE
Where Blue Ribbon PureFoods
RICH. STRONG. FRAGRA
MADE IN WINNIPEG

Winnipeg Pure Food Show—Blue Ribbon Tea.

of Blue Ribbon products is gathered from every corner of the world.

Manitoba Canning Company.

The Manitoba Canning Co., of Grande Pointe, Man., had an attractive exhibit of canned meats and westerners were pleased and interested to see that such a large variety of high class canned meats were prepared within a few miles of Winnipeg. Roast beef, corned beef, lunch tongue, boneless chicken, etc., were among the varieties of canned delicacies served to the throngs of visitors to the booth.

The Manitoba Canning Co. has not been very long organized, but its products have already obtained a strong hold upon the trade and consuming public. The most scrupulous cleanliness is insisted upon at every stage of manufacture, and when a year ago so much was said about the unsanitary conditions prevailing in canning factories across the line the Manitoba Canning Co. management were able to demonstrate to the Government inspectors that everything was as it should be in the factory at Grande Pointe.

Nicholson & Bain are the distributors to the wholesale trade and retailers can obtain supplies from any wholesale house.

Maple Tree Producers' Association.

One of the most popular booths in the whole show was that of the Maple Tree Producers' Association of Waterloo, Que., in charge of S. E. Bradley. Western people are large consumers of maple syrup and maple products of all kinds, but they have often been imposed upon by spurious products which have only a very slight maple flavor. Adulteration of maple products has been so prevalent that it has often been very difficult for dealers to be sure that they were getting the genuine article. To protect the public and to safeguard their own interests, some of the largest maple syrup producers in the Eastern Townships formed not long ago the Maple Tree Producers' Association and they absolutely guarantee the perfect purity of every can of their "Pride of Canada" maple syrup and sugars. The association is composed of reliable business men and maple sugar makers and they will not under any circumstances allow or permit the adulteration of maple syrup or maple sugar.

Baker's Cocoa.

Walter Baker's cocoa was to the fore as usual, cocoa being dispensed to hosts of visitors by cocoa maids neatly and tastefully dressed in the costume of 1700, and according to the well known design, as shown in all the Baker advertising. Baker's cocoa is made in a large factory and under the most sanitary conditions. Absolute purity is insisted upon in all stages of preparation and the Walter Baker Co. can safely guarantee every tin of cocoa that leaves their factory.

Stimpson Computing Scales.

Scales are scarcely pure food, but they are a necessary part of the equipment of the grocer who dispenses pure food and hence the Stimpson Computing Scale Co. were entitled to a place among the pure food exhibits. The profits of the grocer would be larger if he did not throw away so much in overweights, and the computing scale, like the cash register, is designed to stop the small leakages that are responsible for so many losses. Among the various computing scales on the market the Stimpson scales occupy a foremost place and W. J. Butt of Winnipeg the western manager of the Stimpson scales, is placing a large number of these scales in the up-to-date stores of Western Canada.

Lucerna Chocolate.

Lucerna chocolate made many new friends during the progress of the show, thousands of samples of this delicious Swiss milk chocolate being distributed. The Dominion agents for Lucerna chocolate are John Bearns, Ltd., 14 Bank of Hamilton Building, Winnipeg. Dingle & Stewart, Winnipeg, are selling agents in the west.

Winnipeg Pure Food Show—Manitoba Canning Co.

Mr. Ledoux Talks.

W. Ledoux, assistant organizer of the Retail Merchants' Association of Western Canada, returned to Winnipeg last Saturday from an extended trip throughout the west. He called at The Canadian Grocer booth at the Pure Food Show.

"Our membership is growing very rapidly," said Mr. Ledoux, in response to a question by The Canadian Grocer man. "We have added at least 300 new members during the last four months, and we have formed strong local boards at many points."

"Yes, I find the dealers very much in sympathy with the association," he continued. "I have covered a good part of Saskatchewan and part of Manitoba during the last four months, and I have met with a splendid reception in every town I have visited,"

Here and There with the Pure Food People.

A. E. Carson, Canadian manager of Lipton's teas, was in Winnipeg this month attending the Pure Food Show. Before the close of the show he went west to Calgary on business.

H. Gilbert Nobbs, Canadian manager of Holbrooks, has recovered from his recent illness. He went west from Winnipeg last week on a business trip to the Pacific coast.

Wm. Georgeson, of Winnipeg, who is retiring from the Codville-Georgeson Co., has bought the Codville-Smith Co. business in Calgary. Mr. Smith is retiring from the firm and the business will now be carried on under the name of Georgeson Co., Ltd.

J. C. Dietrich, of Shurly & Dietrich, Galt, Ont., was in Winnipeg last week on business and went west to the coast after a few days' stay. Because of his many good qualities Mr. Dietrich is familiarly known among the boys on the road as the "Prince." He visited the MacLean Publishing Co. booths at the Pure Food Show during his stay in Winnipeg, and there held a pleasant reception for his friends in the trade.

Other Exhibits.

Foley, Lock & Larson, of Winnipeg, had a large and attractive exhibit of "Lock Brand Ever Fresh" biscuits, made in Winnipeg, and succeeded in demonstrating to the crowds of visitors that Winnipeg can produce biscuits and confectionery in competition with the world.

St. George's Baking Powder was attractively displayed and made many friends.

Christie, Brown & Co. had a large booth devoted to their big line of biscuits. It was situated in the east aisle.

Price's Baking Powder was on exhibition and its good points were well brought out by expert demonstrators.

Boyd's bread was displayed in a large booth at the entrance, fashioned in the shape of Fort Garry gate.

The Crescent Creamery, of Winnipeg, attractively displayed their brands of creamery butter and pointed out the safety of having butter sold in sealed packages.

INDIAN TEA CROP.

For the season ending March 31, 1907, the London Times says that it is now practically certain that the yield of tea from all districts of India amounted to about 237,000,000 pounds, compared with 221,000,000 pounds in 1905. A deduction from the total available for export has to be made on account of what is retained for local trade and consumption—variously estimated to be between 5,000,000 and 7,000,000 pounds—but, allowing for this, there will remain about 231,000,000 pounds, of which 52,000,000 have been taken by the colonies and foreign countries, leaving 179,000,000 pounds for the United Kingdom. For the corresponding period in 1905-6 the total received in the United Kingdom was about 174,000,000 pounds, and the quantity shipped elsewhere from India about 42,000,000 pounds. Though not a specially fine crop, the quality has proved to be equal to, and in some districts superior to, the general average of former years, notwithstanding the large increase in the yield.

Another Opinion.

Consul-General Michael, of Calcutta, reports that the total quantity of tea shipped from India during the year ended March 31, 1907, amounted to 232,386,944 pounds, an increase of 18,623,440 pounds over the preceding year. The increase in shipments to Australia and New Zealand amounted to 2,000,000 pounds, while the United Kingdom increased its purchases by 9,000,000 pounds more than in 1906. The shipments to America fell off about 2,000,000 pounds. The total quantity of tea shipped from Calcutta and Chittagong to the United Kingdom during the month of April was 429,261 pounds, a decrease of 135 214 pounds compared with the corresponding month of 1906.

WHY HE GOES THERE.

C. L. Marshall, Toronto sales manager for the MacLaren Imperial Cheese Co., has quit work for a couple of weeks, and may be found any morning on the banks of streams in the vicinity of Burleigh Falls, devising new schemes for luring the elusive trout from his native element.

It seemed destined to remain forever a mystery why Mr. Marshall always centred his holiday affections on this particular spot, until one day he revealed the secret. "I go to Burleigh Falls," he said, " primarily because I know of no other place where I can acquire such a keen appetite, and secondarily because there I can satisfy it to repletion with Panyan pickles."

OLD CHEESE AT 16C. A POUND.

Henry Wright, president of the MacLaren Imperial Cheese Co., has just returned from Detroit, after making an inspection of the company's business in the States, the entire management of which was lately taken over by Alex. MacWillie.

While Mr. Wright was in Detroit several hundred boxes of old cheese were sold by the Detroit sales department at the record high price of 16c. a pound. This is a new high water mark and one which will take a lot of beating.

A WELL-EARNED REST.

C. H. Roosmale-Cocq, Toronto manager for Blue Ribbon tea, has shaken the dust of the city from his feet and left for Montreal and the east on his summer holidays. We wish him a good time and lots of it.

NEWFOUNDLAND NOTES.

N. Morey & Co. have received a cargo of 3,500 tons Cadiz salt.

Edwin Murray is advertising fresh arrivals of P.E.I. potatoes.

R. Wright & Son are special agents for Graham's French coffee.

Henry Blair is holding a special sale. Mr. Blair carries a fine line of goods.

T. A. MacNab & Co. are selling agents for Windsor table salt for the colony.

R. Fennell has recently received a large consignment of Canadian butter.

Mrs. S. K. Bell, proprietress of the Crosbie Hotel, has left for P.E.I. to visit relatives.

Geo. M. Barr is shipping large quantities of fish this year direct from the west coast to Oporto.

Buffalo flour is a good seller in this market. J. W. O'Dea & Co. are wholesale agents for this brand.

J. J. St. John is advertising a large sale of currants at popular prices, which is moving them off quickly.

J. Hunt, commission merchant, does a large business on the west coast and is very popular with the trade.

T. T. Cartwright, representing Magic baking powder, is still on the west coast. He is expected in St. John's shortly.

Rothwell & Bowering are advertising a large stock of Canadian butter and cheese. This firm report a large business to date.

Provisions are very high in price. Pork to-day is selling much cheaper on the spot than to arrive. Molasses is also firm.

C. P. Eagan has always on hand a fine line of new vegetables from the States. Mr. Eagan has worked up a large business.

T. J. Edens receives large shipments of new vegetables by each steamer. He also gets large shipments of fresh salmon from the west.

Thos. Smyth & Co., wholesale grocers, receive large shipments of oranges and bananas by each arriving steamer. This company are making a specialty of tea.

Canned lobsters are higher than they have ever been. Packers are getting from $15 to $16 per case of 4 dozen, this being the highest price ever paid in this country.

T. & M. Winter have just received a large order for Mont Bernard tobacco. This is one of the largest selling tobaccos in the colony, and the above-mentioned firm are exclusive agents for it.

Competition for cured codfish is very great and almost all the big St. John's' houses have schooners out buying fish. This competition makes the prices good and the fishermen are reaping the benefit.

The fishermen report about an ordinary catch to date in the north, but in the west the catch has been very poor and prices are exceptionally high. Those best posted say there is bound to be a drop shortly.

THE CANADIAN GROCER

Established - - - - - - 1886

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Limited.

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ENFORCING PURE FOOD LAW.

The full enforcement of the American National Pure Food Law is now about to be carried out and Canadian foodstuff men will watch the results with interest.

Authoritative officers in the Department of Agriculture who have no connection with the Bureau of Chemistry, which is charged with the enforcement of the law, assert positively that the public attitude as to the rigid enforcement of the food law and the support that is coming in from the best class of manufacturers has been such that there can be no hesitation in the full application of the law to all classes of products. They give the strongest assurances that every means will be resorted to under the law in giving the widest effect to it. The chief reliance will be the corps of inspectors now about to go into the field. It is realized, of course, that the crucial period in the history of the law will come when adulterations begin to be detected through the work of the inspectors and when the ground is cleared for the institution of suits against those who are found to be knowingly violating the provisions of the act. When work of this sort is begun it will be positively ascertained just how far public opinion will support the new system of food law administration.

ADOPT THE CASH SYSTEM.

The adoption of new policies means a great deal to the business man and to the commercial world. It means a great deal because it always involves the interests of an individual, of a corporation, of a community, or of all combined.

Of all men, perhaps, the merchant is the last to commit his fortunes to any innovation or change. That which makes him so conservative is some imaginary element of uncertainty which looms up large and terrible before his eyes and blinds them to seeing any good results which may possibly emanate from the change of policy. In a number of cases, especially in rural districts where the conservative spirit is most in evidence, the merchant would rather put up with commercial conditions as they are, however unsatisfactory they may be, than risk the consequences of the adoption of some new principle calculated to do him a great benefit.

How long will it take the merchant to see the folly of such unreasonable conservatism, and the wonderful possibilities in that which is new? What can we expect from a worn-out axle but collapse? or what can we expect from a worn-out and obsolete system of credit but failure to make profits?

All sorts of flimsy excuses are given by merchants for not adopting a strictly cash system in their business, but none of these excuses have any weight because they are not founded on solid facts and absolute truth. True, it is hard, for instance in a town of 5,000 inhabitants for one grocer to start asking for cash and refusing credit when all the other merchants are giving credit for periods of one month, or three months, or six months. But that difficulty is only apparent and not real. That merchant who is trying to establish his business on a legitimate and the only profitable basis is the one who will win out, and the others who are giving credit will eventually lose foothold and slip back. At first the people may go from merchant number one to those who will give them credit, but not for long. Customers are sensible to reason and they will soon show their respect and confidence in number one's integrity by coming back to him and bringing others with them

THE PERCENTAGE OF PROFIT.

A discussion on the methods of figuring the margin of profit has recently been going on in some American papers. One writer, in asking the question: "What per cent. profit would I make if I bought an article for $10 and sold it for $20?" was given the answer: "One hundred per cent."

Answers of this kind are given in most arithmetics used in public schools, but no more misleading answer could be given, as it leads the prospective business man to think of the percentage of profit in an entirely false manner. As a matter of fact, the profit on the above transaction was only 50 per cent.

Another writer asks the question: "If a man buys a horse for $50 and sells him for $75, what percentage of profit does he make?" Answer: "50 per cent."

Suppose a man contemplated the sale of a horse on the basis of the above transaction. A broker approaches him and offers to conduct the negotiation on the basis of a commission of 33 1-3 per cent. Now, the owner of the horse, having a profit of 50 per cent. in sight, agrees to this, and the broker, having completed the transaction, renders a bill as follows:

Sold, one horse, at	$75
Commission, 33 1-3 per cent.	25
Due seller	$50

The seller's books would show a profit of 50 per cent., entirely eaten up by the commission of 33 1-3 per cent. Not good figuring, is it? Yet this is the way some small merchants figure, which fact doubtless accounts for them remaining small.

The following table, given in an article by Fred. C. Lariviere, a Montreal wholesaler, in Hardware and Metal of Jan. 19, 1907, will be found valuable where merchants wish to figure on a certain percentage of profits:

To make 16 2-3 per cent. profit add 20 per cent. to the cost.

To make 20 per cent. profit add 25 per cent. to the cost.

To make 25 per cent. profit add 33 1-3 per cent. to the cost.

To make 33 1-3 per cent. profit add 50 per cent. to the cost.

To make 50 per cent. profit add 100 per cent. to the cost.

The only way a merchant can make 100 per cent. is to get something for nothing and sell it for something.

Customer—See here, waiter, I've found a button in my salad.

Waiter—Yes, sir; that's part of the dressing.—Ex.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

CHATHAM.

The Hawken Milling Co., Limited, of Wallaceburg, want a name for their brand of flour. Said name must not be in use, or ever used as a name for flour by any other person or miller, and must be received on or before the 31st day of August, 1907, by the company, who will appoint judges to make the selection. To the person submitting the winning name they will give a bag of the flour.

The St. Clair street pavement has at last been finished, and the business men are pluming themselves on the up-to-date appearance of the street. It is now the widest paved street in the city.

Five years ago a few enterprising agriculturists in the vicinity of Leamington commenced the shipment of early vegetables to satisfy the markets of Toronto, Montreal and other places. They found the demand for their produce quite brisk, and so the shipments increased year by year, until this season it is estimated that as many as seventy-five cars of this early produce have left Leamington. Lettuce, cabbages, tomatoes and melons are grown quite extensively for the city markets. Much of this shipping is done by the Erie Fruit Co., a farmers' co-operative concern with fifteen members. Besides the Ontario market, the demand from the west is beginning to be felt.

Last Saturday Chatham had another big gathering, being the annual picnic held by the employes of the Buffalo division of the Pere Marquette Railway. There was a big crowd in the city for the day, and the employes put on a good programme of sports, in addition to which there were speeches and band music. This is the third year that the Pere Marquette people have held their picnic in Chatham, which, together with the recent C.O.F. convention and L.O.L. celebration shows the growing favor with which the Maple City is regarded as a place for an outing.

Wallaceburg is to have a big demonstration in the near future, the occasion being the firemen's gathering on August 5, 6 and 7. The I.O.O.F. and the business men of the Sugar City have signified their intention of decorating, and a gala day is promised.

John Peters, for several years in charge of the grocery department of T. B. Shillington & Co., Blenheim, left last week for Hamilton, where he has gone into the grocery business in partnership with his nephew, Eric Bounsall, also a former resident of Blenheim. The firm have purchased a good stand and stock on Barton street, near the implement works. Prior to the departure of Mr. Peters his brethern of the I.O.O.F. honored him with a complimentary banquet. Mr. Peters has held practically all the offices in the gift of the local lodge, and his colleagues took occasion to gather in large numbers for the purpose of spending a pleasant evening, and wishing him a fitting god-speed.

Chas. Jeffery's grocery at Blenheim was recently visited by fire, the conflagration originating in the meat room in the rear of the cellar. The fire smouldered for some time before being discovered, but when found it was soon extinguished, the damage being chiefly from smoke and water. Had it not been for the prompt work of the fire fighters, one of the best business blocks in Blenheim would likely have been destroyed.

A settlement was arrived at between the insurance inspectors and Mr. Jeffery in record time, the figure agreed upon being $350.

The scarcity of small fruit is having a certain discouraging effect upon business here just at present. Strawberries gave out last week, the final offerings appearing about Wednesday. Raspberries are hard to procure. A few of the first appeared on the market last Saturday. Gooseberries and black currants will be a short crop from all appearances, though red currants are coming in fairly well. Usually there are plenty of these fruits in by this time of year. Raspberries are largely winter killed. Late frosts and lack of rain at the proper season also exerted a detrimental effect. Cherries are scarce. The average farmer doesn't feel like picking a small crop, preferring to leave them to the birds. The amount of work involved in picking a bushel or so of cherries is such that the farmers won't bother with them.

Owing to this scarcity, the grocery trade are looking forward to a good business in canned fruits, unless the prices are outrageously high.

Miss Lily Bosworth, daughter of J. V. Bosworth, left last week on a trip to New York.

Wilfrid McCorvie, of John McCorvie & Son, left on Monday morning, accompanied by P. K. Morley, on a trip to Jamestown exhibition. They will also visit Philadelphia, Baltimore, Washington, New York and other points of interest en route.

Duncan Morrison, of John McCorvie & Son's staff, is confined to St. Joseph's hospital, suffering from typhoid fever.

INGERSOLL.

All the local grocers report a very brisk trade thus far this month. The fruit season is always a busy time with the grocers, and this, coupled with the warm weather of the past couple of weeks, during which the housewife refrained from doing only the necessary work, materially swelled their receipts. There has been a big demand for glass jars and sugar, as well as for canned goods of all kinds. This week will likely see the end of the strawberries. They are still coming in, but in limited quantities, and the price has jumped to a much higher mark, while the berries are much inferior to those of the early part of the season. The dealers are agreed that the quality of the strawberries was about of the usual standard, but they were not as plentiful as last season. This is, no doubt, due to the cold weather during the time the berries were maturing. The quantity preserved will be far short of that of other years, which will mean an increased demand for other fruits. At the present time the strawberries are selling at two boxes for a quarter. The prices here never dropped as low as those of previous years, the major portion of the sales being made at ten cents a box or three boxes for a quarter.

The small fruits are now coming in. Red currants promise to be plentiful and the red and black berries will also be a good crop. The currants are now selling at seven cents a box, and the berries at fifteen cents a box, with the quantities very limited, but it is expected a much larger supply will be marketed before the end of the week.

Cherries are arriving in larger quantities and the demand continues brisk. The red ones are selling at $1.25 and the black ones from $1.50 to $2 per basket. The main difficulty with the grocers is for them to fill their orders, as cherries are one of the most popular fruits offered here.

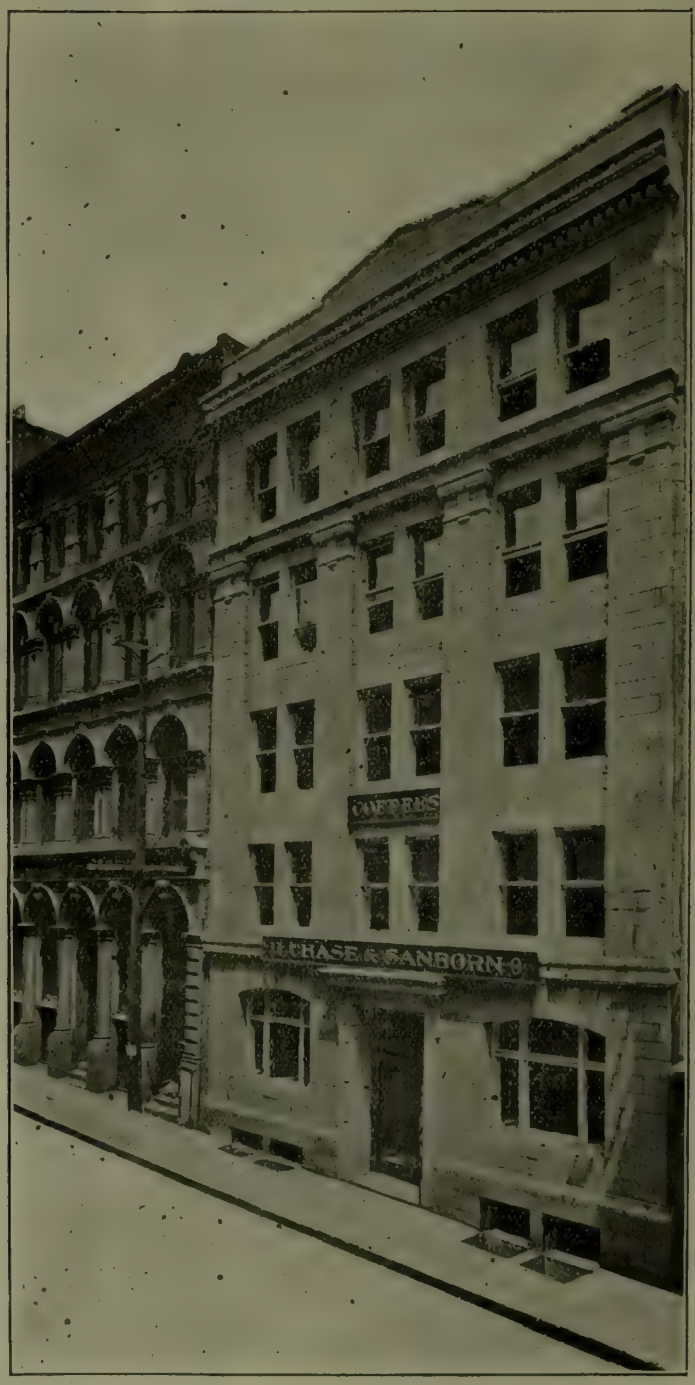
The prospects for a good tomato crop in this section is still a very debatable question. The frost of about three weeks ago is said to have damaged the early plants to no small extent, but many state that the early plants are thriving and give promise of a good crop.

As far as can be learned, the prospects have never been better in this section for a big crop of potatoes. The vines are well advanced, strong and healthy looking, and from their appearance the crop will be one of the best in years.

Thursday was observed as a holiday, it being the occasion of the excursion of the Sunday Schools of the town, which was run to Pore Stanley. The holiday was proclaimed by Mayor Coleridge, and the grocers closed their doors and went with the young people to the lakeside on pleasure bent.

During the past few weeks many deputations have visited Ingersoll to inspect the factory of the St. Charles Condensing Co. As previously noted, a number of towns are making strong bids for the factory which the company intends establishing in western Ontario, as they are fully aware of the importance of the one here. The factory is a means of bringing the farmers from a radius of several miles to town every morning, and this fact means that the grocers and other places of business are benefited.

(Continued on page 56.)



Chase & Sanborn's New Warehouse and Factory

9 and 11 St. Helen Street, Montreal

CHASE & SANBORN'S NEW QUARTERS.

We are pleased to have the privilege of presenting to our readers in this issue a view of Chase & Sanborn's new building. Practically every grocer in Canada is acquainted with this old established coffee house, and know that they have been located for the past twenty-five years at Nos. 431 to 435 St. Paul street, Montreal. Their new premises include Nos. 9 and 11 St. Helen street, just two blocks west of the old store, and within fifty yards of the Board of Trade building, and consequently in the heart of the wholesale district of the metropolis. The phenomenal development in business is the cause of this change to larger and more commodious premises.

The new building has six floors, each 50 by 100 feet, with provision for an extra story when necessity demands. The front portion of each floor, with the exception of the office on the ground floor, is reserved for manufacturing purposes, the rear being the warehouse section. This part faces on a courtyard, thus giving excellent shipping facilities and light to the rear portion of the building, which is a handsome, substantial structure, with the front of Montreal grey stone, and the sides and rear of pressed brick.

The factory part of this mammoth establishment is indeed interesting, but to give all details would require too much space.

The plant when completed will have a capacity of 18,000 lbs. daily. The old steam plant has been discarded, and electric power is used throughout the whole building, each machine being connected to a separate motor. The manufacturing process commences on the top floor and the coffee passes by gravitation to roasters, cleaning machines, milling machines, and automatic weighing machines, until it reaches the shipping department on the ground floor ready for transportation to all parts of the Dominion.

A visit by any grocer to this splendid establishment will be time well spent, and a cordial welcome can always be depended upon by anyone visiting the firm in their new home. As one of the firm expresses it, "We want all our old friends to come and see us, and the new ones, too."

TRANSIENT TRADERS' ACT.

Interesting Decision by Magistrate Houston in Chatham.

Important in its bearings on transient trader legislation was the decision handed down in Chatham last week by Magistrate Houston in the case of Rex v. Brody. This was an action brought by the city against a young man named Benjamin Brody, who refused to pay the transient traders' license. The evidence was all taken some time ago, when Magistrate Houston asked the prosecuting attorney and the counsel for the defence to hand in written argument on the subject. This Messrs. Lewis and Stanworth did, and the court, after considering same, handed down judgment dismissing the action without costs. Mr. Houston's judgment comprises a little better than five typewritten pages, wherein he gives his reasons for dismissing the case.

The magistrate points out that according to the evidence taken there was no doubt at all that the object of the council in passing Bylaw No. 111 was to protect the retail merchant and make the granting of a license prohibitory, or exclusive to one man. This was done indirectly with the same effect as if it had been done directly. Further on the judge says:

"This Bylaw No. 111 was passed on the 19th day of March, 1907, and not one single license has been taken out under it, and no person has endeavored to take out a license under it. One man only has offered to eake a license —Peter Mitgisa—nd only on condition that he obtain ehe exclusive right. That being the case, it is beyond doubt in my mind that the bylaw is such ehat the general public or people in the business of hawkers or peddlers will not take out a license, if more than one be granted, and that I find on the evidence was the intention when passing the bylaw. Under the bylaw in force at the time the bylaw complained of was passed, the defendant in this case, as he did not use the push cart or horse or waggon, but carried his rugs, would have been entitled to a license on the payment of $10. Under this bylaw he would be obliged to pay $100, and the only evidence I have is that a person

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TRAVELLERS' VACATION

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staff and can guarantee prompt shipment.

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Just Received

NEW JAPAN FANNINGS

All May pickings, finest quality, also new Ceylon and Indian Green Fannings, chests and half-chests. Samples on application.

JAS. RUTHERFORD & CO'Y.

27 St. Sacrement Street - - MONTREAL

in that business could not afford to pay that amount. This is uncontradicted."

May Appeal.

Subsequent to the delivery of this judgment, Mayor Stone was asked if the city would appeal the case.

"I cannot say," was the reply; His Worship adding that he would consult with Chairman Austin of the finance committee.

Members of the council are by no means satisfied with the decision. One alderman indignantly denied that the bylaw had been framed with the object of giving the peanut vendor, Mitgis, an exclusive license.

The city fathers want their bylaw enforced. The magistrate takes the view that, had he convicted Brody, and the latter appealing, secured reversal of the decision, the city would have been compelled to pay costs.

This is the third decision of the kind which Magistrate Houston has handed out on the transient trader question.

CORRESPONDENCE

(Continued from page 53.)

KINGSTON.

Many changes are expected in Kingston in the near future—smelting works, cement block and brick works, etc. McKelvey & Birch will soon occupy their new store. The fire played awful havoc with the old one, but it will soon be forgotten. Their new premises will be a storey higher. R. J. McKelvey, the son of one of the firm, is in ill health and his medical advisers have sent him off to a summer resort to get back what he lost of flesh and blood. Verily, business behind the counter is an arduous life.

The Bellevillian correspondent is blowing about having three grocers representing that city as aldermen. That's good; I wish it had nine grocers, then the place would go ahead like Kingston. Order, please; I've got the floor. Then Belleville would have good sidewalks and the girls would have smaller feet. Don't get angry; this is nothing new, for everybody knows a girl of seventeen in Belleville takes a No. 7 shoe, and then it pinches. Kingston has a good, live council, but, like all cities, it has several wooden aldermen, fit only to sit with an air of pomp and do nothing but yawn and raise objections. Our mayor is Jack Mowat, nephew of our late beloved premier, and brother of Herb. M. Mowat, president of the Toronto Reform Association.

Kingston has produced more great men to the square foot than any other city. Look at Sir John A. Macdonald, once premier of the Dominion of Canada; Sir Richard Cartwright, Johnston, of Belleville. Yes, Canada would not be what it is if it hadn't been for Kingston's talent.

James Shaw, who once traveled for W. G. Craig & Co., is here on a short vacation. He is located in New Brunswick, N.Y., where he is manager of Woodworth & Co,'s 5c. and 10c. store. He likes the business and could not be induced to go back to the grocery trade.

Andrew Shaw is visiting the scenes of his childhood. He learned the dry goods business here years ago with his cousin, Felix Shaw, who was proprietor of the Glasgow Warehouse. Andrew went to Cornwall and opened up a cash grocery, known as Shaw Bros. Then he moved to Ottawa, where he ran a grocery for a year or so. Selling out a good business he accepted the position of manager of one of Charleston's 5c. and 10c. stores at Ottawa, which position he gave up some time ago to open up a 5c. and 10c. store on his own account in Hull, Que. He is well pleased with this move. Business is good and prospects bright for the future.

* * *

The cry is being raised, buy prunes ahead, they are going to be out of sight! Canned salmon will be 50c. a case dearer. I don't know whether it

(Additional correspondence on page 60.)

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

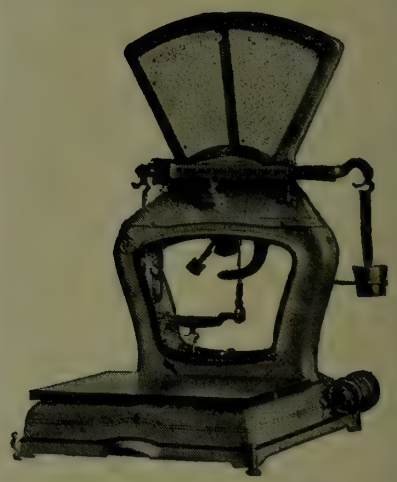
Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts



Scale No. 70

This is an automatic scale with a capacity of 100 lbs. Computing part from 3½ cents to 60 cents per lb.

It has absolutely no springs and is built on the principle of our No. 11 scale—the scale that made the Stimpson scales famous.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET

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HERE'S A PROPOSITION

That Will Interest You

No matter whether your customers buy goods of high quality or low price, they will all be pleased with

Gold Standard Baking Powder

Because the quality could not be better (we guarantee that) and the price is within the reach of all. That's why the sales are universal, making a quick turnover of profits.

BUT HERE'S THE POINT: We are spending a lot of money advertising GOLD STANDARD BAKING POWDER and we want your co-operation.

Therefore we are making a special proposition that WILL PAY YOU BIG to push this article.

It will be worth your while to write for particulars to-day.

The Codville-Georgeson Co., Ltd.,

WINNIPEG, - MAN.

Wethey's Celebrated Mince Meat

in Packages and Bulk.

Laurel Canned Goods

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg. WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Breakfast Bacon

Buy The Best

MADE BY
FEARMAN
HAMILTON

More Trade and Better

comes to the man who stocks the brand of groceries and provisions the particular women of Canada demand.

Corona Brand

is so much better than the next best brand of groceries and provisions that there is no comparison.

Mr. Grocer! When you place your orders with us you are not placing them with your own competitors. Besides, you get the brand that assures a bigger and a better trade.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Better Brand of the famous

RYAN BRAND

of provisions may appear some day

Shrewd Grocers stock our

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

because they are convinced that the Ryan Brand is the best on the market to-day.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

The export movement in cheese is still far behind that of last year. The biggest week so far this year was that ending July 13th, when shipments from Montreal amounted to 94,586 boxes, and from Quebec 14,689, making a total of 109,275 boxes. Last week (ending July 20th) again fell behind, the figures being 94,286 boxes from Montreal. During the corresponding week of last year 81,258 boxes were shipped.

The export figures for butter show up no better, when compared with those of last year, than do the cheese exports. Shipments for week ending July 13th amounted to 3,300 packages, as against 4,465 packages for the week previous to that, and 19,640 packages for the corresponding period last year. For week ending July 20th, the quantity increased to 4,632 packages. Total shipments of butter since May 1st are only 15,369 packages, compared with 137,043 packages for the same period a year ago.

The cheese markets have been quiet, dull, weak and slow in tone throughout the week, the hot weather having a depressing effect on sales. On many of the boards there was a marked disparity displayed towards the end of the week between the offerings for colored and white, the former being in good demand. This is probably to be accounted for by short selling, and is not likely to continue long. Prices in the country were tending downward at the close of last week.

In butter the city markets have been weak, in sympathy with lower prices in the country. Little business has been done, and the tone in Montreal was no firmer at latest reports.

Receipts of cheese for week ending July 20th were 110,841 boxes, compared with 107,363 for the corresponding period last year. From May 20th, 1907, they have been 806,482, as against 872,380 from May 21st, 1906.

Receipts of butter for week ending July 20th were 26,055 packages, and for the same week a year ago 31,065. From May 20th, 1907, the receipts were 179,707, and from May 21st, 1906, 271,144.

THE PROVISION SITUATION

A steady advance in the price of live hogs has been the feature of the provision market for the last week. On Thursday of last week live hogs declined 5 cents in the Chicago market, the receipts being in excess of expectations. Friday, however, in the face of further speculative trading and active buying on the part of the packers, the market developed a firmer tone. Average receipts for the week were about 20,000, except Tuesday, when these figures were more than doubled. On Saturday the receipts at all western points exceeded those of a year ago by 10,000.

The New York Journal of Commerce, reviewing the situation, says:

"There have been but slight changes in hog products for the week past and the trading has been extremely slow, with the volume limited and wholly by professional operators, and prices slightly better. The undertone at the close of the week found the brokers have been buying, which was credited to the packers, while the selling has been scattered. The receipts of hogs have been fairly large, in fact larger than a year ago, and the live hog market firm and prices generally higher. The stocks were also said to show some accumulations for the month."

Hogs are quoted here $6.65 to $6.75 f.o.b. country points, the forward movement being due partly to keen competition among the packers and partly to the possibility of a higher market in the Old Country. There are rumors, however, to the effect that the English market is fearful of a decline. The Old Country market at present appears firm and active for No. 1 selections, and the reverse for fat and heavy selections. Canadian shipments of bacon to the Old Country were 1,800 boxes for week ending July 20th.

The local situation is firm with all smoked meats going heavily into consumption. Lard, which developed an easier tendency earlier in the week, has firmed up again, and now exhibits no prospect of a decline.

MONTREAL.

PROVISIONS — At present writing provision market is steady. There is a fair demand for American pork. Compound lard is somewhat neglected. Pure lard is still fair. There continues to be a good demand for hams and bacon and a large volume of business is passing at firm prices.

Lard, pure, tierces	0 11¾	0 12¼
" " 56-lb. tubs	0 12¼	0 12¾
" " 20-lb. pails, wood	0 12¾	0 12¾
" cases, 10-lb. tins, 60 lbs. in case	0 13¼	0 13⅝
" " 5-lb. "	0 13⅝	0 14
" " 3-lb. "	0 14	0 14¼
Lard, compound, tierces, per lb.	0 10	0 10¼
" " tubs	0 10¼	0 10⅝
" " 20-lb. pails, wood	0 10½	0 10¾
" " 20-lb. pails, tin	0 10	0 10½
" " cases, 1 0-lb. tins, 60 lbs. in case	0 10¾	0 11⅛
" " " 5-lb. "	0 10⅝	0 11⅜
" " " 3 lb. "	0 10¾	0 11⅛
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50
American short cut clear		24 00
American fat back		21 75
Breakfast bacon, per lb		0 16½
Hams	0 15½	0 16¾
Extra plate beef, per bbl		14 00

BUTTER — The local butter market has declined, owing to lower prices in the country and in sympathy with the decline in the price of cheese. The quantity of dairy butter offering is limited, but is sufficient to supply local requirements. Prices of creamery butter have declined ¼c. per lb., and at present writing the tone is weak.

New creamery, choice, boxes	0 2 ½	0 2 ¾
" " pound prints	0 21½	0 21½
Dairy, tubs	0 17½	0 19

CHEESE — The local cheese market continues quiet and weak in tone owing to the downward tendency of prices in the country. Local prices are fully ¼c. below last week's quotations.

Cheese, old	0 15	0 16
" new, large	0 11¾	0 11½
" " twins		0 12

EGGS — Receipts of eggs continue fairly plentiful. Owing to the extreme hot weather the quality is very poor. Prices in the country are about 13½c. to 14½c. f.o.b. The local demand continues fair, especially for guaranteed fresh stock. A fair jobbing trade is being done.

Wholesale lots	0 16	0 17
Small lots	0 17	0 17½
" selected		0 19

HONEY—Reports recived from several sections of the country go to show that the season is fully three weeks later than usual, and the expectations are that the crop of clover honey will be fairly light. Just at present the market is featureless, with nominal prices prevailing.

White clover comb honey	0 3	0 14
Buckwheat	0 08	0 08½

TORONTO.

PROVISIONS — Trade is on a fairly quiet level, with the exception of smoked meats and hams, which are going into heavy consumption. Live hogs, in street lots, are a quarter dearer than last week, due to the advance in the Old Country, with which the local market has risen in sympathy.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 15	0 15½
Large hams per lb	0 14	0 14½
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 16	0 17½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 00	22 [illegible]
Lard, tierces, per lb	0 11	0 11
" tubs "		0 12
" pails "		0 12
" compounds, per lb	0 09	0 [illegible]
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	9 00	10 50
" front quarters	5 00	6 50
" choice carcases	7 50	8 50
" common	6 00	7 00
Mutton	0 09	0 11
Lamb	0 12½	0 15
Hogs, street lots	9 25	9 75
Veal	0 08	0 09½

BUTTER — Dealers are gradually beginning to accumulate winter stocks, but the backwardness of the season, which is still nearly about ten days behind, has prevented much storing being done so far. Montreal advices re-

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

port little export business passing, but the market here is steady, notwithstanding.

	Per lb.	
Creamery prints	0 22	0 23
Creamery solids	0 20	0 21
Dairy prints, choice	0 19	0 20
" " ordinary	0 18	0 19
" tubs choice	0 17	0 18
" tubs, ordinary	0 17½	0 18
Baker's butter		0 17

CHEESE — The market is firm at last week's prices.

Old cheese		0 15
New "		0 11½
" " twins	0 12	0 12½

EGGS — Eggs have advanced within the week, and the seeming impossibility of obtaining really good stock at reasonable prices will probably have the effect of sending them higher shortly. Prices at country points are lower than in the city.

Eggs	0 18	0 19

HONEY — Prices are nominal and business is very quiet.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 14
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz		1 50

POULTRY — There has been a remarkably active demand for spring chickens the last week. Deliveries were almost double those of a week ago, and the consumption was largely increased. Old stock remains at about unchanged prices.

Live Weight.

Spring chickens, per lb	0 12
Old fowl	0 09
Ducks	0 08
Spring ducks	0 10

Dressed weight.

Spring chickens, per lb	0 15
Old fowl	0 10
Ducks	0 10
Spring ducks	0 12
Tom Turkeys	0 12
Hen "	0 14

CORRESPONDENCE.

(Continued from page 56.)

is wise to stock up. Some believe in buying just what you need from day to day. You escape insurance premiums, loss of interest and get your discounts. Should a fire occur, can you prove your claim? A pretty hard job, for not one grocer out of twenty keeps his books so he can tell what his present stock is worth. Take stock, open up a merchandise account, and keep your cash straight. If you can't, get some one who can, or a cash register, for if a fire takes place, the man who is so smooth and pleasant in getting you to take out a policy will tell you he has nothing to say. It is between you and the inspector, who is no respecter of persons.

If 100 business men would form a union and each put $100 a year in the bank against possible loss by fire, what would their capital be at 3 per cent. in ten years, should no fatality take place? Cities should adopt municipal insurance and get out of debt. Cities are millions in debt. Insurance companies are millions to the good.

We never know from where we sit,
How soon our riches may take a flit.

LONDON.

An important business change was completed this morning, when Norman McLeod, of the Cash Bargain Store, King street, purchased the business of H. Backus, corner of Adelaide and Dundas streets, which was formerly conducted by Mr. McLeod. The latter gentleman will put one of his sons in to run the business.

* * *

Small fruits are coming in very slowly. Raspberries made their first appearance in the stores on Saturday, selling at twenty cents a box. Cherries bring fifteen cents per quart, and are hard to get. With such a scarcity and high prices, it is little wonder that the demand for sugar customary at this season is entirely absent.

An idea of the importance of London as a grocery centre may be gained from the fact that there are in this city nine wholesale houses and 182 retail stores. Besides these, there are seven brokers who handle groceries, while five firms are engaged solely in the wholesale tea business and five in the retail.

* * *

The Canadian Packing Company are now fully installed in their new premises on Dundas street, formerly the New York store. The place is well adapted to the growing needs of the company's retail trade, as it runs from Dundas street clear through to the market square. The company's big factory in the east end of ehe city is kept constantly running at full capacity, and their shipping business is something enormous.

GUELPH.

Last week was a good business week here, even if the farmers were busy. The fruit was a little scarce, strawberries being still the main feature. Cherries made their first good showing and sold from $1 to $1.25 a basket. Raspberries were a little higher, 16c. to 18c. a box. Butter and eggs were also scarce. A nice lot of new cabbage was sold at 75c. a dozen.

The butchers report spring lambs as being very scarce, and the price almost prohibitive, from 18c. to 25c. for choice cuts.

On Tuesday, the fruit market was cleared before six o'clock in the morning, only two loads being offered, and were picked up quickly. The strawberries are done, but the raspberries were a choice sample and sold from 15c. to 16c. by the crate. While everybody was looking for cherries, the supply was very limited, and $1.20 was easily obeained, which is really more than they are worth, for we can hardly get more than $1.25 retail and sell many. A nice lot of berries brought 75c. a basket.

WILSON'S
FLY PADS
Keep a box where it will be seen by your customers, and my advertising will do the rest.
ARCHDALE WILSON, - HAMILTON

YOUNG AND OLD

all alike. Your customers want

CLARK'S CANNED MEATS

(87 VARIETIES)

Some leaders for hot weather sales.

CORNED BEEF
LUNCH TONGUE
SLICED SMOKED BEEF
OX TONGUE
HAM LOAF
ROAST BEEF, Etc.

Our absolute guarantee of quality with each tin.
Latest catalogue and price list for the asking.

WM. CLARK - MONTREAL

O'Mara's Bacon

I receive many unsolicited testimonials. The following is worthy of publication.

Toronto, July 19, '07

The English beef, the Welshman goat,
The Scotchman mutton gnaws,
The Eskimo holds walrus fat
Between his greasy paws,
The Frenchmen nibbles froggies' legs,
New Yorkers gobble clams,
But **Jack Canuck** who knows what's what.
Sticks to **O'Mara's Hams.**

JOSEPH O'MARA

Pork Packer, Palmerston, Ont.

The Manitoba Canning Co.

LTD.

Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

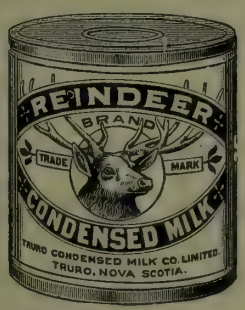
ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRANDS **Preferable**



Saleable TRURO QUALITY BRANDS **Profitable**

Truro Condensed Milk Co., Limited

TRURO, N.S.

CEREALS AND CONFECTIONERY

Heavy Selling in Chicago Wheat Market Continues—Flour Trade Quiet, With Export Business Increasing — A Successful Retailer's Remarks.

Heavy selling in the Chicago market has been the feature of the wheat situation for the past week. Especially was this the case in the early part of the week, when rumors of a telegraphers' strike and more favorable reports of weather conditions in the Northwest were the direct causes. Values suffered a further decline under the actions of the bears later in the week, and though a half-hearted effort was made to advance prices, and seemed, for a time, to promise success, the market sagged off and closed with prices at a low ebb. Towards the end of the week a firmer tone was manifested, and the market resumed a normal level.

Flour prices are steady, with increased export business reported. A fair portion of the latter is maintained upon a mutual concession basis, English buyers being slower than Canadian in lowering quotations. There is little business of any account passing in cereals, the demand remaining about as last week.

Confectionery.

"It's almost pathetic to observe the way in which some grocers are losing money these days," said a prominent retailer the other day. "When I say 'losing money'," he went on, "of course I don't mean that they are necessarily showing a balance on the debit side of their cash books. What I do mean is that many grocers, by refusing to handle confectionery, are every day losing money that would come to them of itself as soon as they started handling this very profitable line. I've been in business for thirty years myself, and I have sold confectionery for twenty of them. I give it a prominent place in my store, and honestly believe that, were I to drop it now, I should lose a large number of customers." If this man has found confectionery profitable, is there any reason why you shouldn't go and do likewise. It's worth a trial anyway.

MONTREAL.

FLOUR.—The flour market is in a healthy condition, with a good demand. Export trade is quiet. No change in the price column over figures ruling the previous week.

Winter wheat patents	5 00
Straight rollers	4 40
Extra	4 20
Straight rollers, bags, 90 per cent	1 75 2 40
Royal Household	5 30
Glenora	4 70
Manitoba spring wheat patents	5 10 5 30
" strong bakers	4 40
Five Roses	5 10
Buckwheat flour	2 25 2 30

FEED.—The demand for heavy feeds continues good but is rather slow on bran. The export trade is considered to be very satisfactory just now. Prices are ruling firm, with no changes at present.

Fine oatmeal, bags	2 60 2 75
Standard oatmeal, bags	2 60 2 75
Granulated "	2 60 2 75
Golddust cornmeal, 98 lb bags	1 70 2 00
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	2 40 2 50
" 80-lb. bags	2 30 2 37½
" bbls	5 05 5 35

ROLLED OATS.—The rolled oat market is in a satisfactory condition, but is experiencing only a fair demand. Staple prices rule.

Ontario bran	18 00 19 0
Ontario shorts	23 00 24 00
Manitoba shorts	23 00 24 00
" bran	19 00
Mouillie, milled	23 00 30 00
" straight grained	28 00 30 00
Feed flour	1 35 1 45

TORONTO.

FLOUR.—Not much export business is passing and locally the demand is not great. Canadian millers are not inclined

NAP. G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., *QUEBEC.*

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
Oak Lake, Man., Canada

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

GRAHAM FLOUR
Made from carefully selected wheat.
Send for trial lot
A. A. McFALL BOLTON, ONT.

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

to make any further concessions to English buyers, and the latter are not eager to do business on the present basis. Oats are very stiff, and stocks are getting low. An easier tone will develop about this time next month, when the new crop will be coming in.

Manitoba Wheat.

60 per cent. patents	4 90	5 00
85 " "		4 50
Strong bakers	4 30	4 40

Winter Wheat.

Straight roller	4 25	4 35
Patents	4 45	4 [illegible]
Blended	4 35	4 40

CEREALS.—Business is satisfactory, considering the hot weather. There is no change in quotations, but it is expected that prices for the coming fall will be much higher than at present.

Rolled wheat in barrels, 100 lbs	2 75	3 00
Rolled oats, in wood, per bbl		5 25
" " in bags, per bag 90 lbs		2 50
Oatmeal, standard and granulated, per bbl		5 55
" " " in bags 98 lbs		2 65

Mitchell & Johnston, flour and feed merchants, of Vancouver, have been succeeded by John Mitchell.

We supply several of the best makers in England of
BAKING POWDER
and
SELF RAISING FLOUR
with our
Calcium Acid Phosphate
May we not supply you?
Samples, Recipes and Quotations are at your disposal.
CHAS. C. BRYCE & CO.
43-45 Great Tower Street
LONDON, E.C., ENGLAND

LUTHER BURBANK'S LATEST.

In a car of California fruit received by White & Co., Toronto, a few days ago, was a small package containing about a dozen plums. These were a sample of Luther Burbank's latest addition to the fruit world, and strengthen that gentleman's claim to the title of "The Fruit Wizard." The plums are deep red in color, and about the size of a small hen's egg. The flavor is very delicate, and can best be described as a mixture of peach and plum, the former predominating. The fruit is very tender and full of juice.

It will probably be two years or more before these plums can be produced in sufficient quantity to place on the market, but they have already created something of a sensation in Mr. Burbank's country and all the fruit men who have seen them here are enthusiastic over their possibilities.

NEW FISH BUSINESS.

George R. Rumney, who for the past seven years has been with the F. T. James Wholesale Fish Co., Toronto, has left that firm and has started in business for himself on Dundas street, Toronto Junction. Mr. Rumney knows the fish business from A to Z, and his friends prophesy for him a big success.

The Salada Tea Co., in Montreal, recently received a letter addressed as follows:

"Highest award and gold medal.
World's Fair, St. Louis,
Montreal, P.Q."

It is evident that honors are not always forgotten.

The Shrewd Grocer
makes it
Perfection Cream Sodas
on the order list for various reasons—the chiefest being that particular and economic housewives, women who know and appreciate biscuit goodness, always insist on

It could hardly be otherwise. First Quality goods are bound to capture the market and that Quality must last if that brand of goods holds the market.
The immense sales of
Perfection Cream Sodas
can be explained in no other way. It does pay the grocer to recommend and push them, and most grocers know it.
The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & CORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

THE BEST BY ACTUAL TEST
It has been proven to the satisfaction of all particular grocers that
McLAUCHLAN'S CREAM SODA BISCUITS
are just as perfect as Soda Biscuits can be baked—and **they hold their goodness.**
McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

COX'S INSTANT POWDERED GELATINE
A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.
Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co.,
A. P Tippet & Co.
J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

IMPORTANT NOTICE

We beg to notify our numerous customers and friends that we have secured the representation for Canada for the celebrated

KKOVAH JELLIES

Custard Powder,
Health Salts

and other well known products of

SUTCLIFFE & BINGHAM
MANCHESTER, ENGLAND

A full stock of these goods will be kept in our Toronto and Montreal warehouses, and all orders will receive prompt attention.

Maclure and Langley

152-154 Pearl Street, TORONTO

Note our new Montreal address
38-40 William Street, MONTREAL

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

WESTERN CANADA FLOUR MILLS COMPANY — Purity — MANITOBA HARD WHEAT

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO.

BRANDON, MAN. LIMITED

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kah-lay)

It won't be long before your trade will be demanding

CAILLER'S CHOCOLATE

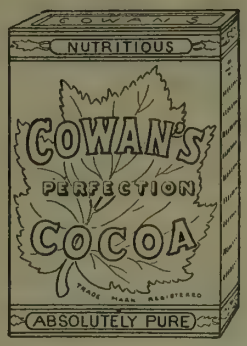
They are getting to learn and love it—don't have them go to another store for it— stock it—Write us for particulars.

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

Because It Pays



That's one of the reasons why most shrewd grocers stock Cowan's Cocoa and Chocolate. There are a few more.

COWAN'S COCOA and CHOCOLATE

are the best on the market and just as near perfection as human ingenuity and carefulness can make

COCOA and CHOCOLATE

If it's Cowan's it's all right.

The COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

If you have been in business any length of time you must know that

Mott's

"Diamond" and "Elite" brands of

Chocolate

are the consumers' favorite. If only opened up lately, you'll find people asking for it. Be prepared for the demand—stock it. You can buy it from any grocery jobber.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,

Southfields, London, S.W., England.

TRADE AND FOOD STUFF NEWS OF NEW BRUNSWICK

Special Correspondence of The Canadian Grocer.

St. John, N.B., July 22.

There was but little change in market prices during the past week. Green vegetables are beginning to come in, but are still quite high. Eggs and butter remain firm, and meats vary little in price. Lemons are rated $1 a box higher, and varieties of fruits have advanced somewhat. Pressed hay in car lots has dropped $1 a ton, and will scarcely go higher again this season. Fish of all kinds are quite plentiful and the prices steady.

Indications point to a slump in the butter market. Exports to Great Britain show a great falling off from last year, and it is probable that as a result the price locally will drop considerably.

Although little or no change is predicted in the price of beef, particularly the higher grades, there is some indication that there will be a decline in the figures on other meats. Vegetables, especially potatoes, will be cheaper, and fruits will, from present indications, be fairly plentiful.

* * *

The fishing trade, as a whole, at this port, is not up to the standard. The line fishing for cod and pollock along the Bay of Fundy coast is, however, better than it was this time last season. Gaspereaux fishing was not as good as last season, and was away below the average yearly catch. Gaspereaux sell for $5.10 per barrel, salted. Some lots have been sent away to the West Indies. The salmon fishing, although not finished, is not as good as it was last year at the same time, but this last week there was some improvement and it is expected that this season's catch will be about the average. They sell now for 12 and 13 cents a pound. The shipment to the United States is not so large as it was last year, but the local markets have been taking more salmon on account of the high price of meat. The shad fishing was a failure altogether, but it may be that the catch of fall shad will partially make up for this.

* * *

The stringency in the money market is now affecting St. John, as well as other business centres. The various banking houses here have raised the discount rate from six to seven per cent., and it is thought the rate may go still higher.

* * *

Strawberries have been quite plentiful this year. The lowest quotation last week was six cents, wholesale, for good seock. It is probable that the tendency from now on will be for higher prices.

* * *

The town of Hartland, Carleton county, was visited by a very disastrous fire early on Monday morning, July 15. Nearly the entire business section of the town was wiped out, the loss being estimated at about $100,000, with insurance of less than $20,000.

One of the worst features of the affair is that the fire was evidently of incendiary origin and the business men of the town have offered a reward for evidence that will bring the guilty party to justice. An investigation will be held. Among the properties destroyed were two large stores owned and occupied by Keith & Plummer. They had the largest general store in Hartland and one of the largest in the county. Their loss alone will be well up to $50,000. Some of the other properties burned were: Fruit store occupied by Miss Janet McMullin, Horace Nixon's general store, J. T. G. Carr's warehouses, in which G. W. Breen had a large stock of groceries.

The burned buildings were all of wood. Keith & Plummer will rebuild at once.

* * *

N. W. Eveleigh & Co., of Sussex, have purchased the property now used as a tinware factory, from H. H. Dryden, Limited, and will take formal possession in about three or four months. They will fit the property up for a boot and shoe and clothing business, and utilize the whole of their present premises for their grocery department.

* * *

The death occurred at Fredericton, on Friday, July 19, of Charles Afl Tupper, a highly respected resident and, until about a year ago, a very successful grocer. Last year he sold out his grocery business and went west, returning recently. He was 61 years of age and was a son of the late Rev. James Tupper, a well known Baptist clergyman and cousin of Sir Chas. Tupper. He is survived by his wife, one son, Dr. Tilley S. Tupper, of Clareholm, Alberta, and two daughters, Mrs. Geo. Hozen and Mrs. T. A. McVey, both of Fredericton. The funeral was held on Sunday.

* * *

According to present arrangements, the C. P. R. Atlantic steamships will again make St. John their winter port and, as last year, Halifax will be utilized only as a port of call to embark and disembark the mails. The first steamship, the Empress of Ireland, will sail from here on November 15.

* * *

The people of St. Stephen and St. George and, in fact, all along the line of the New Brunswick Southern Railway, are rejoicing in the announcement that the road is to be repaired in a thorough manner. The line has been in need of a thorough overhauling for some years.

* * *

The contract for building the new cold storage warehouse has been awarded to P. Mooney & Sons, and the work is going ahead rapidly.

* * *

Fred T. Barbour, of Geo. E. Barbour & Co., wholesale grocers, arrived home from England, Friday. He was accompanied by his mother and sister.

BRANCHING OUT.

The Modern Canner Co., of St. Jacobs, Ont., is rapidly placing its excellent canning plants in all sections of Canada, from coast to coast. It has recently placed plant for R. J. Hogg, of Peachland, British Columbia, and Fraser Bros., of Kelowna, in the Okanagan Valley. These are but two of a large number of plants it has recently installed. The Pendicton Farmers' Exchange and Shaw Bros. & Co., of Keremeos, also bought Modern canners. Other points that have ehese plants are Sardis, Vernon and Vancouver.

TRADE NOTES.

Watson Bros., general store, Newington, have dissolved.

R. A. Richardson, grocer, of Toronto, has sold to G. M. Mowat.

A. Dumesnil & Co., general store, Coteau du Lac, have dissolved.

Hamilton Waddell, general store, at Sombra, has sold out to W. C. Shaw.

J. E. Sullivan, general store, Herbert, has been succeeded by McCann Bros.

O. D. Fleming, general store, Penhold, has been succeeded by Geo. Fleming.

D. Bohlender has recently started an attractive grocery business in Waterloo.

Pitwin & Cutrara, fruiterers, Winnipeg, have been succeeded by L. Cutrara.

W. F. Yeo purposes opening a general store in Letellier, Man., about August 1st.

Geo. Mooney, of Sapperton, has been succeeded in business by Chas. Dynes.

The grocery department of J. A. Good's store, Berlin, has been taken over by R. Weber & Co.

The warehouse of J. T. G. Carr, general store, Harkand, N.B., has been burnt. Insurance was carried.

Charles Chaput, of Chaput, Fils & Cie., is spending five weeks vacation with his wife at Old Orchard Beach.

Arch. Snowdon, of Snowdon, Forbes & Co., Montreal, was in Toronto this week. He reports business exceedingly good.

St. Onge & Gilbert, grocers, of Montreal, have suffered partial loss to their stock by fire and water. Partial insurance was carried.

LEA AND PERRINS'

SOLD
BY
FIRST-CLASS
GROCERS
ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

Just Read the Directions.

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, BUT do they pay you as well as the old reliable—the standard—GILLETT'S LYE.

E.W. GILLETT
COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS—ESTABLISHED 1852.

Weekly Price List

Toronto, July 26th, 1907

Fruit News

CANADIAN FRUITS

Strawberries about over; few coming. Raspberries expect arrival this week will be heavier and of better quality.

BANANAS

Little scarce this week but have been able to have all orders filled with best stock.

LEMONS

Demand good and prices firmer.

CALIFORNIA FRUITS

Have cars arriving twice a week. Stock is fine now that the better varieties are coming.

Cherries, eating and cooking, Gooseberries, Currants, now arriving. Also Huckleberries from the north, prime quality.

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The Summit of Excellence

St. Magnus

Sweet Pickle

(Fruits and Vegetables)

stands alone as the

PATRICIAN ARTICLE

of the Pickle World

Imperial Pints and Half Pints
Glass Stoppers
Fancy Picture Labels

Quotations of

ANDREW WATSON

91 Place d'Youville, - Montreal

Proprietors,

FREDK. FISHER & SONS

St. Magnus House,

LONDON, - ENGLAND

FRUITS, VEGETABLES AND FISH

Lemon Market Higher With Indications of a Further Rise — Verdelli Pack Heavy—Poor Outlook for Canadian Raspberries—Canners Busy.

Toronto, July 23rd.

Market conditions are not greatly changed from last week. Business in all lines of seasonable fruit continues good, and there is an increasing demand for all home grown vegetables. Fish, usually a factor of very little account in the market at this time of year, is showing fair activity, but fresh stock is every year becoming increasingly difficult to obtain, and the demand is always of a fluctuating character.

The lemon market has exhibited great activity throughout the week, and prices are again on a firmer basis, with every prospect of a further rise if the present hot weather holds. Present prices for Verdilles are about on a parity with those ruling at the same time last year. California lemons touched $7 before the season was out. The Verdilli crop compares very favorably with that of last year, some growers claiming that it is considerably heavier.

The last sale of Verdellis last year was made during the first fortnight of August. Stocks held in Toronto at present are not heavy. 3,000 or 4,000 boxes would probably cover them all.

Latest information from the central fruit growing districts of Ontario indicate that not more than a half crop of raspberries can be looked for, and that the canners are snapping up with avidity all the stock they can get hold of on a basis of 7 to 8 cents. It is not likely that the berries will sell much below 10 cents at any time this season. About 25 per cent. of the crop has now been gathered.

MONTREAL.

GREEN FRUITS—While demand for green fruits is to the fore, most lines continue very scarce. Raspberries are now starting to arrive and are quoted at $1.50 pail. Strawberries, with a few exceptions, are finished. Pineapples are off the market, as are Jamaica oranges, Nominal prices prevail.

New dates, per lb	0 04½	0 07
Bananas, fine stalk		2 00
" jumbos	2 25	2 50
Cocoanuts, per bag		4 00
Apples, bbl		8 50
Lemons	3 75	4 50
New lemons	3 00	5 50
" "	3 60	5 00
California oranges	3 00	5 00
Sorrento oranges		3 50
Messina oranges		4 25
Raspberries, pail		1 50
Strawberries, quart	0 09	0 12
New figs, per lb	0 08½	0 12
Florida grape fruit, box		7 50
Limes, crates		1 00
California grape fruit, boxes	6 50	7 00
" grape fruit, half box	3 50	4 00
" peaches, box	2 00	2 25
" apricots, box	2 25	2 50
" plums, box	2 00	2 75

VEGETABLES — The feeling for vegetables just now is only fair. High prices still continue to rule and a scarcity of a few lines is noticeable. New domestic turnips are now on the market and are quoted at 35c. dozen. Quotations on green beans and Boston lettuce dropped slightly, while the price of new potatoes advanced from $3.50 to $4.

Parsley, per doz. bunches	0 35	0 40
Sage, per doz		0 [illegible]
Savory, per doz		0 60
New cabbage, domestic	0 50	0 75
New turnips, doz		0 35
Green beans, bag		1 00
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 25	0 40
Boston lettuce, per doz		0 30
Radishes, doz	0 10	0 15
Spinach, per box		1 00
Cucumbers, per doz	0 35	0 50
Parsnips, bag	1 25	1 50
Potatoes, whites, per bag	0 85	0 90
New potatoes, bbl		4 00
Egyptian onions, lb		0 02½
New beets doz. bunches		0 60
New carrots, doz. bunches	0 25	0 35
Horseradish, lb		0 15
Rhubarb, doz. bunches	0 15	0 25

FISH — In fresh fish lines haddock and cod are still plentiful. Prices continue low. Salmon season is rapidly drawing to an end. As a result, prices are expected to experience a further advance next week. Lake fish, including trout, whitefish, dore and pike, are in fair supply only. Brook trout are scarce. Weather has been so warm that demand for haddics and other smoked fish is slow. A fair movement of Labrador salmon and sea trout is noticeable, but demand for other kinds is very quiet.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04	0 05
Halibut, express, per lb	0 08	0 09
Mackerel, "		0 10
Dore, "		0 12
Smelts "		0 08
Steak cod, lb	0 05	0 06
Brook trout, lb		0 22
Market cod, lb	0 04	0 05
Pike, lb		0 06
Lake trout, lb		0 10
Grass pike, lb		0 08
White fish, lb		0 10
Gaspe salmon, lb	0 14	0 15
Flounders, lb		0 10
Smoked and Salted—		
New haddies, boxes, per lb	0 08	0 09
Kippered herring, half boxes		1 00
Smoked herring, per small box		0 11
Yarmouth bloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp. qt. tins, sealed		0 40
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " " per half bbl		2 75
No. 1 N.S. herring, half bbls		2 50
No. 1 sea trout, 100 lb. kegs		5 75
No 1 sea trout, 200 lb. bbls		10 50
Labrador salmon, in bbls		14 00
" " ½ "		6 50

TORONTO.

FRUITS — This week will see the end of the strawberry crop. Raspberries are taking their place already, but it is estimated that the crop will be short probably 50 per cent., and the canners are working had to get as much of this as possible. They are offering up to 8 cents a box. Ontario cherries, about 25 per cent. of which are now gathered, are showing good quality. Georgia peaches, plums and pears are now beginning to arrive more heavily.

Oranges—		
Late Valencias (California), extra fancy, 96's	4 25	4 75
" " " 126's	5 00	5 25
150's, 176's, 200's, 216's	5 25	5 50

Late Valencias (California), fancy, 150 176, 200, 216	5 00	
" " " 250's	4 25	
" " " 288's, 300's	4 00	
Ovals, 80's 100's, 150's ½-boxes	2 35	2 50
Sorrentos 20 's 300's	3 00	3 75
Lemons Verdillis, 300's	5 25	5 50
" " 2s 300, 360	4 50	5 25
" Messinas and Sorrentos, 3 0's	4 25	5 00
Bananas, Jamaica firsts, per bunch	1 60	2 50
Bananas, jumbo bunches	2 00	2 25
Strawberries, Canadian per qt	0 10	0 15
Cherries, Canadian, eating, per bask t	1 25	1 75
" " cooking "	1 00	1 15
Cantaloupes (California), per case		5 50
Limes, per crate	1 00	1 50
Watermelons, Florida, each	0 40	0 45
Gooseberries (Canadian), per basket	0 90	1 50
Red currants, per basket	0 90	1 10
Raspberries, per box	0 12	1 17
Peaches, per box	1 75	2 25
Plums, per 4-basket crate	1 75	2 25
Pears, Bartletts, per box	3 25	4 00

VEGETABLES — Ontario new potatoes are coming to hand in small quantities, but the quality is not yet such as to offer much inducement to buyers. Delawares are practically at an end, the last car having been received in the city on the 18th. A few small stocks of Ontario's are held by two or three dealers, and these are selling around 75 cents. Carrots and beets are slightly easier.

Potatoes, Delawares, per bag	0 80	0 85
" Ontario	0 70	0 75
New potatoes, per bbl., American	3 40	3 75
Onions, green per doz		0 15
Cabbage, new, per case	2 50	2 75
" Canada per bbl		2 25
Beets, new, per doz. bunches	0 30	0 35
Carrots, Canadian, per doz bunches	0 40	0 45
Lettuce, Canadian leaf, per doz. bunches		0 25
Spinach, fancy, per bush		0 50
Radishes, Roseland, per doz		0 25
Cucumbers, Canadian, per bask	1 00	1 25
Cauliflower, per doz	1 25	1 75
Beans, green, per basket, home grown	0 50	0 65
Green peas (Canadian), per basket	0 40	0 50
Tomatoes, 4-basket crates	2 00	2 25
Parsley, per doz		0 25
Rhubarb, per doz		0 40

FISH — Fair business is passing, trout and white fish claiming most attention. Fresh fish, however, are getting scarce.

Perch, large, per lb	0 06	0 06½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb	0 10	0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb		0 07
Herring, medium, per lb	0 05	0 06½
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 17	0 18
Trout, fresh, per lb		0 10
Oiscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 08	0 08½
Halibut, fresh caught	0 08	0 09
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Live lobsters	0 18	0 22
Mackerel, each	0 17	0 22
Bluefins, small white, per lb	0 06	0 06½

John Lefebvre, sales manager for the Ozo Company, Montreal, is spending a few days in Toronto this week. He favored The Grocer office with a call.

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS
Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

300 Bags French Peanut Kernels
Prices and samples on application.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

LEMONS LEMONS
This exceptionally favorable weather is creating a big demand. Everybody seems *to be drinking Lemonade these days.*
When ordering, don't be misled by quotations a few cents cheaper. Buy only
HOME GUARD BRAND
Fancy Verdilli Lemons. We are sole agents. Every box full of satisfaction as well as good Lemons.
WHITE & CO., Limited
TORONTO AND HAMILTON

LISTEN, PEOPLE!
Lemon prices will be rushing upwards soon. The wise buyer will "Do It Now," because the buying opportunity of to-day won't present itself again this summer.
"ST. NICHOLAS" "HOME GUARD" "KICKING" "PUCK"
W. B. STRINGER & CO., TORONTO

FRUITS AND VEGETABLES
We are in touch with the leading shippers and can supply the best at closest prices.
J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

YOU ALWAYS GET THE BEST GOODS
obtainable when you send your orders to us. We have arriving daily
FRESH
Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.
Also full lines of Oranges, Lemons and Bananas
Send us your orders and we will fill with care and promptness.
HUGH WALKER & SON
Established 1861 Guelph, Ont.

They Prove Indispensable

to the retail merchant who has mean accounts to collect —and every one of them has.

Allison Coupon Books

prevent the friction attendant on those annoying collections, and keep peaceful relations between the dealer and his customers. Goods are paid for as they are bought and still the customer has his charge account.

For sale by the jobbing trade everywhere

Manufactured by

ALLISON COUPON CO.,

Indianapolis, Indiana.

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters —Wholesale only

GROCERY TRADE NEWS OF NOVA SCOTIA

(Special Correspondence of Canadian Grocer.)

Halifax, N.S., July 22.

The grocery trade is a little quiet at present. There is a good demand for fruit and the market is fairly well supplied. Bananas are not as plentiful as in past seasons, but there is sufficient to supply the demand. Good stock is selling for 25c. and 30c. per dozen. Good pineapples are very scarce, and seedless oranges are now off the market. During the past week the receipts of Nova Scotia strawberries have been very heavy, over 1,500 crates having arrived. The price held very firm at 10c. per box for the best stock. The demand has been exceptionally good, and it is not expected that the price will go below the above figures.

* * *

Trade in canned goods is quiet, as new beans, peas and tomatoes are now on the market. The warm weather has resulted in bringing about a good demand for syrups, lime juice, etc. Sugar is selling freely, but the price has not changed.

* * *

The butter situation is satisfactory. The receipts are fully up to the average, and good dairy butter can be bought from 20c. to 22c. for small tubs. Creamery prints are quoted at 24c. to 26c. Eggs are plentiful at 17c. to 18c. The demand is light.

* * *

The fish markets, also, are on the quiet side. The arrivals have been much smaller than usual, owing to the unfavorable weather for curing, and the market is practically bare of good fish. Owing to the shortness of supply prices are very firm, and the demand is poor, probably on this account. The big lobster workers of Cape Breton say that this season's catch will be much smaller than that of last year, and probably 40 per cent. less than the previous year. Owing to the prevalence of ice on the coast last spring, the Government has extended the lobster fishing season, to the Cape Breton fishermen, from July 16 to August 10.

* * *

With the warm weather at hand the demand for beef has fallen off considerably, chickens, lamb and veal taking its place. The price of beef is unchanged, and lamb is high, fore quarters selling at 18c. Chickens are small yet, but sell for 75c. and $1 per pair.

* * *

H. C. Ballem, has purchased the Sydney business of H. Rattenbury, dealers in Prince Edward Island produce, and will conduct the same, under the firm name of H. C. Ballem & Co. Direct importation is made of P. E. Island vegetables, fruit, hay and dairy products. The firm has a well-stocked store in the Whitney block, on the Esplanade, and vessels discharge cargo at the firm's own wharf.

* * *

A. W. Donly, Canada's commercial agent in Mexico, arrived in the city last week, and on Friday he addressed the Board of Trade. President Bell presided, and there was a large number of business men present. Mr. Donly told of trade conditions in Mexico, and enumerated the articles which might profitably be shipped from Canada to Mexico.

At present, he said, Canadians do not go out after the trade of Mexico or any other foreign country because the demand from the Canadian market now was so large.

The present era of prosperity in Canada would not last for ever and now was a good time to prepare for adverse times by establishing trade connections with Mexico, which would afford a market for any over-production of Canadian factories.

Coffee, tropical fruits, tobacco and sisal grass are the chief articles which might be imported from Mexico.

Mexican coffee is the best on the market. If the transportation facilities were better a good trade could be worked up in tropical fruits, as Mexico has the fruit and Canada the market.

Mexican tobacco is far superior to that from Cuba. $30,000,000 worth of sisal grass, or fibre for binder twine, was imported into the United States last year.

He suggested that all persons who wish to form trade connections with Mexico to visit the country and examine conditions for himself. He also suggested judicious advertising companies.

It is absolutely necessary to have a capable personal agent in the country. Personal canvass is a necessity in introducing new lines of goods. In all shipments to Mexico greatest care should be exercised in making proper declarations and sending all necessary paper. Failure to do this causes infinite trouble to both shipper and consignee.

¿ SALT ?

Full Stocks

All Lines

VERRET, STEWART & CO.

LIMITED

MONTREAL

HALIFAX and ACADIA Codfish

are especialy put up TRADE MARK

to enable the grocery trade of Canada to handle this wholesome article of food to the best advantage. Their convenience, lack of waste and selling quality are worth a lot to a grocer.

Atlantic Fish Companies,

Nova Scotia

AGENCIES

A. H. Brittain & Co., Montreal **Stuart, Watson & Co., Winnipeg** **Chas. Milne, Vancouver**

EDMONTON

WAREHOUSE SPACE TO LET

Best Storage in the West

One or Two Flats

Suitable for wholesale house or light industry, on spur track in wholesale section.

Shipments received for Storage or Distribution.

NICHOLSON & BAIN

DRAWER 42

EDMONTON, - ALBERTA

We are now packing the

"FAMOUS BRUNSWICK BRAND"

SARDINES, CLAMS SCALLOPS

AND

FINNAN HADDIES

We guarantee every tin we pack

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

Winnipeg Industrial Exhibition

An Educational and Financial Success—An Exhibition Fairly Representative of the Resources and Products of the Great West—Winnipeg Industrial Bureau Deserves Credit—Majority of Winnipeg Manufacturers Took Advantage of Getting Close to the Public—Comments on Some of the Booths.

Winnipeg's Industrial Exhibition held this year from July 13th to 20th scored another success. The attendance from city and country was large, the weather favorable throughout, and the exhibits were many and varied. The management wore satisfied smiles on the closing day, due to the state of the exchequer and the many compliments passed on the success of the big fair.

The Winnipeg Fair is the big fair in western Canada, and as such its exhibits are supposed to be representative of the great country upon which it is able to draw for support. Unfortunately, it is necessary to hold the exhibition early in the summer before the harvest, and, therefore, it is not possible to have an adequate showing of the varied agricultural resources of a great farming country. In other years the manufacturers' buildings have been filled with the exhibits of eastern firms while the Winnipeg manufacturers have neglected the fair almost entirely. This year, while the number of outside exhibitors was about the same as usual, there was a big increase in the number of western firms exhibiting, and the fair was, therefore, much more representative of the resources and products of the west than in previous years. In great measure this was due to the efforts of the Winnipeg Industrial Bureau. Secretary Roland went to considerable trouble in assisting the exhibition management to secure the exhibits of Winnipeg firms and, as a result, the Winnipeg manufacturers were better represented than ever before. Several leading firms whose exhibits might have been looked for, neglected this opportunity of advertising their manufactures, but, as a whole, the "Made in Winnipeg" section presented a very favorable appearance.

Kops' Ale and Stout.

W. L. Mackenzie & Co., of Winnipeg, who are agents in the west for the sale of Kops' ale and stout (non-alcoholic), had a very interesting exhibit. Kops' ales are meeting with a good reception from those who want a good non-alcoholic drink of superior quality. It is made in one of the largest breweries in the world. Many new friends for this drink were made as a result of the exhibit at the fair.

"Meat of Wheat."

"Meat of Wheat," the breakfast food manufactured by the Western Cereal Co., of Winnipeg, had a good exhibit. This firm are now putting their goods in a new package which has a much better appearance than the old. It would be hard, though, to improve the food itself, as it is made from the best hard wheat grown in the Canadian west.

Gold Standard Goods.

One of the most important of the exhibits in the "Made in Winnipeg" section was that of the Gold Standard lines, manufactured in Winnipeg by the Codville-Georgeson Co. All western grocers are acquainted with the Gold Standard goods, comprising baking powder, coffee, essences, spices and a great variety of similar goods. The exhibit at the fair was large and handsome, the central feature being a big revolving wheel, to which were attached many Gold Standard packages. Across the front was a large sign: "Gold Standard Goods, Made in Winnipeg and Guaranteed the Best."

Stock Foods.

Two stock foods were exhibited side by side, the Hackney and the Carnebac, and each was a centre of attraction for crowds of farmers each day. Each of these firms turns out a reliable line of stock and poultry foods, which they sell through the trade.

J. T. Griffin & Co.

The Griffin products were well to the front and were introduced to many newcomers in the west by a very attractive exhibit. The full line of Griffin hams, sausages, cured meats, lard, etc., were on exhibition, and visitors to the booth were invited to visit the company's plant across Louise bridge. Many took advantage of the invitation, and were shown an up-to-date plant, with a capacity of more than 1,000 hogs per day.

Stimpson Computing Scale Co.

W. J. Butt, Winnipeg manager of the Stimpson Computing Scale Co., had an interesting exhibit of Stimpson scales. The principal feature of the exhibit was a showing of three new automatic springless scales. The leader is the new No. 70, with a capacity of 100 pounds. This is an unusually large capacity for a computing scale and this feature commended it to many interested dealers who visited the exhibition.

Purity Flour.

Immediately in the rear of the Stimpson Scale exhibit the Western Canada Flour Mills Co. had an attractive display of Purity flour. This firm have a tremendous output in their three mills at Winnipeg, Goderich and Brandon, but their products are well known for their purity and high standard of quality and there is no trouble in disposing of the big output.

Computing Scale Co. of Canada.

An interesting exhibit of the Dayton moneyweight scales was made by the Computing Scale Co., of Canada, and many visiting dealers stopped to learn the why and the how of the money saving proposition which this firm put before the trade. The thermostat regulator is one of the important features of the Dayton scale. Every merchant knows how uncertain scales are apt to be owing to the changes of climate. The thermostat regulator on the Dayton scale is designed to regulate the scale in any climate.

Maple Tree Producers' Association.

Many visitors stopped to inquire at the booth of the Maple Tree Producers' Association, at Waterloo, Que. People in the west are large consumers of maple products, but they have very often been imposed upon by spurious products masquerading under the name of "maple." This has done much to check the sales of the genuine article and the bona fide producer has suffered. To protect the interests of the bona fide producers the Mape Tree Producers' Association was formed, and they will not permit any maple products to bear their "Pride of Canada," "Pride of Quebec," or "Canada Country Club" brands unless they are absolutely pure. As a result, the sales of these brands is now very large in the west as well as in the east. Foley, Lock & Larson, of Winnipeg, are the western agents.

Cowan's Cocoa.

Cowan's cocoa, chocolate and confectionery were attractively displayed in a handsome exhibit which attracted the attention of many visitors. Here expert demonstrators were serving cups of Cowan's Perfection cocoa and giving practical illustrations of the good qualities of Cowan's prepared icings for cakes. Among the many confections on exhibition special prominence was given to this firm's "Maple Buds."

Christie's Biscuits.

Some 450 varieties of fancy biscuits were shown in the mammoth exhibit of Christie, Brown & Co. of Toronto. Neatly arranged in glass faced boxes an immense assortment of biscuits were placed on view. Samples of the firm's celebrated water ice wafers were served to many interested visitors, who were told of the steady growth of Christie, Brown & Co. to their present position in the biscuit trade of the Dominion. This firm do not manufacture confectionery, but the whole of their big Toronto plant is devoted to the manufacture of

biscuits. Scott, Bathgate & Co., of Winnipeg, are western wholesale agents for this firm.

Nugget Polishes.

Nugget polishes were to the fore at the Industrial, as the week before at the Pure Food Show. Many visitors stopped at the booth for a free shine and learned the virtues of the Nugget polish, upon which no water can stay.

Holbrook's Sauces.

Holbrooks had a fine exhibit of their Worcestershire sauces and pickles, and samples were served to many visitors. Brack & Kirkland, the western agents of this firm, report a rapidly growing demand.

Well Satisfield.

Exhibitors at Winnipeg's first Pure Food Show were well satisfied with the results obtained. E. B. Nixon, chairman of the committee in charge, received the following letter the other day from the Codeville-Georgeson Co. expressing appreciation :

Winnipeg, Man., July 17, 1907.
E. B. Nixon, Esq.,
President Winnipeg Grocers' Association, city.:

Dear Sir,—We take this opportunity, on behalf of ourselves and Messrs. H. J. Heinz Company, for whom we are agents, of expressing our appreciation of the highly satisfactory manner in which the recent Pure Food Show in connection with your association was conducted.

The general arrangement of details and the systematic manner in which they were carried out, certainly do great credit to the executive ability of yourself, Mr. Coulson, secretary-treasurer, and all other members of the committee in charge of the work.

Your method has undoubtedly been proven to be the most valuable medium through which to place the merits of pure foodstuffs before the consuming public, and we congratulate you on your enterprise and the success which has attended it.

Yours very truly,

CAMERON & HEAP MOVING.

The wholesale grocery firm of Cameron & Heap, are moving into their new premises on Dewdney street, Regina. They occupy a warehouse built for them by Thomas Wilkinson, of that city, 120x50 feet, two storeys and a basement, and are moving in their stock as fast as it can be unloaded. When it is all in their warehouse they will have a stock of about $60,000, which will be increased to $100,000 by fall, and will include a complete stock of fancy and staple groceries.

They are handling the goods of Gordon, Ironsides & Fares, and the Gallagher, Holman, Lafrance Co.

The directors of the company are Messrs. Cameron, Heap, Andrews, Burton and Witts, all of whom are experienced in the wholesale grocery business, and associated with them at Regina is Geo. F. Stevenson, so widely and favorably known through his late connection with Codville-Georgeson & Company, who, with C. Stewart Burton, will have the active management of the company. ...

$100,000 PLANT.

The Omaha Packing Company, South Omaha, Neb., will soon award the contract for the new five-storey smoke house. When completed the plant will cost about $100,000.

The Standard Olive Oil

BARTON & GUESTIER

BORDEAUX, France

ESTABLISHED 1725

Shippers of the Highest Grade

—OF—

Olive Oil

In Quarts, Pints amd Half-Pints

JOHN HOPE & CO.

Sole Agents for Canada

MONTREAL

To Whom It May Concern :

Notice is hereby given that the undersigned, Drysalters Limited, have abandoned the label heretofore used by them as a Trade Mark in connection with their well-known "Mother's Favourite" soap and have adopted a new label to be used as a Trade Mark in connection with

"Mother's Favourite" Soap

and all persons who now have "Mother's Favourite" soap in stock and who desire to have the new label to attach to their goods can obtain the new label without cost on application to the undersigned.

Drysalters Limited

863 Craig St., E. ***MONTREAL***

In British Columbia, apply to the local agents RAY & WINDLE, P.O. Box 821, Vancouver, B.C.

Are You Sure That You Are Handling The Right Cigars?

There's a reasonable doubt, Mr. Grocer, unless you are handling the cigars that made Granby famous from sea to sea. Ordinarily good cigars there are in abundance; but cigars nearly as good as

PHARAOH and PEBBLE

are not on the Canadian market anywhere near the price.

PHARAOH is widely known as the king of all ten cent cigars. It compares favorably with the best sold at fifteen.

PEBBLE is better than most ten cent cigars and retails at five.

There's a profit story connected with my way of doing business which every man in the trade should know. Are you posted?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The Grocer!

who doesn't sell Tobacco is not in harmony with the business condition of the age. Since you must sell tobacco it is necessary to sell good tobacco. You are safe in stocking

T. & B.

because all pipe lovers are convinced of its goodness, Men who know will smoke no other, and particular women will allow no other to be smoked about the house.

T. & B. sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

STORE EQUIPMENT AS A LABOR SAVER

Scientific Store Keeping has made the Making of Equipment and Designing of it a Business in Itself.

Most up-to-date merchants now realize that general utility, space saving, labor saving and handsome store equipments are necessary for the scientific retailing of foods, and as a result there has been an increasing demand for fixtures of this character in the past five years.

Previously, we were familiar with the old style open cracker and sugar barrels, the open bin for cereals, dried fruits, spices and other foods generally kept in drawers in bulk quantities, where they were liable to deteriorate from exposure and handling. The consumers have been in favor of a more sanitary way of handling goods, and have encouraged grocers who have made changes from their old routine way of doing business by giving them their trade.

Nowadays every grocer is striving to have the surroundings of his store of such a character as to excite favorable comment on the part of the buyer immediately after entering his place, and by having the goods displayed in such a tempting manner as to induce people to buy. In order to do this the appointments in the store must be of a kind that facilitate the showing and handling of goods, as well as keeping them from the dust and dirt always prevalent in a store, and from mice, insects and "tasters."

A grocer with modern up-to-date equipments, where such goods as crackers, dried fruits, cereals and all farinaceous goods are shown in bins, under glass, and teas, coffees and spices and other merchandise presented in an attractive way in bins made with mirror fronts, and other paraphernalia to beautify the store, making the surroundings pleasant—is the man who is doing the most business to-day, while the old "fogy" who cannot keep abreast with the times, and is satisfied to do business under conditions that have been in use for the past fifty years, is gradually losing business to "the other fellow."

Fixtures of this character not only beautify the store, but reduce the store help to a minimum. The writer knows of an instance where there is a store doing business in Philadelphia on one floor, 40 by 80, and handling from 800 to 1,200 people daily with eighteen clerks. This could never be done under the old methods of retailing. There are experts in this store-equipment business to-day who make a specialty of furnishing new stores and remodeling old ones, who have studied the subject completely and are able to advise to the merchant's profit, and who change the appearance of a store so much in a day that the customers who come in the next day to buy often wonder if they are not in the wrong place.

Take it to yourself. If two stores, side by side, were doing business, one merchant keeping his goods clean and free of contamination, presenting to the purchaser goods in the best possible manner, and the other just the reverse—prices being equal—where would you spend your money? These are points well worth considering, and the sooner the grocer begins to realize that he has to do just the same as the druggist started to do twenty years ago to retain trade and make new customers, the better off he will be.

John Jane, general store, of Savona, has been succeeded by C. S. Burton.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

None Equal. Insist upon McDougall's

There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes

Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street,
Office and Sample Room: 188 St. Paul Street, Phone 1272,
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097
} QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

FOOD STUFF NEWS AND MARKETS ON THE PACIFIC COAST

(Special Correspondence of The Canadian Grocer)

Vancouver, B.C., July 18, 1907.

There is some interest in wholesale circles here with regard to the expected visit shortly of Jos. Hardwell, traffic officer and freight expert of the Railway Commission. It is understood that he will reopen the question of freight rates from Vancouver to Calgary, Edmonton and other Alberta points, in comparison with Winnipeg rates to the same points. It was on this subject that the Vancouver Board of Trade and the wholesale shippers generally, had a long contest with the C.P.R. Co., leading to a final settlement on a basis of Calgary as a common point as to Winnipeg and Vancouver.

In connection with the subject of freight rates, Mr. F. W. Peters, general traffic manager of the C.P.R., met the wholesalers of Calgary last week, and while no report of the proceedings was given out to the public, it is generally admitted that the whole question of rates throughout western Canada and British Columbia is to receive special attention shortly. No doubt Mr. Hardwell's visit to the west will cover this ground.

* * *

While the past week has shown the salmon run still very small on the Fraser, there are some sockeyes being taken. The traps off Vancouver Island are getting a quantity and some fishermen have had fair luck in the gulf. Still not many of the canneries on the Fraser will run this season, and a very short pack is anticipated. Advices from the north also state that the run there is very slack in comparison with last year.

The short pack is having some effect on the markets of the world already. Advices feom the Old Country report very small stocks held there. The price is now quoted at Liverpool at 17s. 3d per case for what stocks of Alaska reds are in the market.

Inquiries have been received from the Admiralty Office, London, by Hon. J. H. Turner, B. C. agent-general, for names of dealers in British Columbia canned salmon, the intention of the war office being stated to be to lay in stores for use on the vessels of the navy.

Tobacco growing is receiving some attention in the Kettle river valley, of southern British Columbia. Heretofore the chief efforts in that line have been made at Kelowna, on Okanagan Lake, and at one time a cigar manufactory was operated with a product entirely made from local stock. At Grand Forks a Mr. F. Smith, a rancher who has had experience in the southern States in tobacco growing, asserts that he has proven the Kettle river valley to be well adapted to the growing of fine tobacco. He has a crop now harvested of over a ton, and the leaf, he claims, is well able to compare with the product of more southern latitudes.

At Kelowna, where the industry was first exploited, it has not received as much attention as formerly, but still it has never been entirely abandoned. This year arrangements have been made looking to a revival of the industry, some experts being in negotiation with a view to putting a large area under crop for tobacco.

* * *

The British steamer Queen Alexandra is en route for British Columbia ports with a cargo of raw sugar for the British Columbia sugar refinery. The sugar comes from Samarang, Java, where large sugar plantations are cultivated. The bulk of the raw material handled by the British Columbia sugar refinery is from the southern seas. The coming cargo is expected to be received about the end of the month.

* * *

In the summer markets there is considerable activity in fruits now, some disappointment in the produce line, owing to short stocks of butter, and very little of remark in staple groceries. The sugar prices reduced 15c. all round, as reported last week, and the chances are they will not again advance this season. They are quoted at: Granulated, $5.-40; extra C., $4.80; fancy yellow, $4.-65; yellow, $4.55; dark yellow, $4.45, in barrels and 100-lb. sacks.

* * *

Butter remains unchanged in price all round, and still short in supply from Northwest points. Local supply keeps up well. but so do the prices, which are as last quoted: Local creamery,· 30c.; local dairy, 28c.; Northwest Government creamery, 26c. and 28c. Eastern eggs are now 25c. and fairly plentiful. Local fresh eggs are scarcer and bring up to 30c. and 35c.

* * *

On fruits, supplies are more liberal and the range is somewhat greater. Local cherries are about out, the sweet varieties being sold at 15c. Local strawberries figure as a luxury now, none but late varieties, and only a few of them, at fancy prices, being received or shipped. Raspberries have been very plentiful, prices having run at $2.-50 per crate. Some have been shipped to the Northwest, but the difficulty to convey them in crates and keep them in good shape has not been solved. A raspberry that will "stand up" under long shipments is required.

California fruits are becoming more plentiful. Apples at $3.50 per case; pears, $3.50 per case. Apricots, plums and peaches are quoted at $2 and $2.25 per crate.

* * *

New potatoes are very plentiful and down to about 2c. per lb. Ripe tomatoes are coming in from local sources now. In the Okanagan, the famous Gellatly ranch is shipping its first ripe stock to the Northwest. They net the growers 10c. per lb. Locally vegetables of all varieties are in plentiful supply and prices about as last quoted. in all parts of Americg.

ROLAND BLAIR MARRIED.

Roland Blair, grocer, of Hamilton, was married on July 10th to Jennie, daughter of W. H. Thompson, traveler for the F. F. Dalley Co. for the western States. Over seventy-five guests were present from Niagara Falls, London and Strathroy, among whom were F. R. Menzies, superintendent of sales department F. F. Dalley Co., and Mrs. Menzies. The presents were numerous and valuable. The young couple left on the evening train for the east.

Keith & Plummer and H. R. Nixon, who conduct general stores in Hartland, N.B., have lost part of their stock by fire.

HOGEN MOGEN and ROYAL SPORT CIGARS

(THE RECOGNIZED STANDARDS)

are the results of years of effort on our part to turn out Cigars that please the most exacting smoker.

We use only the most select tobacco, and **we maintain the quality no matter what the cost.**

If the tobacco market advances some manufacturers lower the quality of their cigars to maintain their profits.

We do not. The quality of our Cigars is **always uniform.**

PLEASE THINK OVER THIS STATEMENT.

The Sherbrooke Cigar Co., - Sherbrooke, Que.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

$5,000 HARDWARE — Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FIRST-CLASS Residential Grocery doing large business $4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

FOR SALE.

FISHER Electric Mill; direct current; in good order; price, $50. F. Hutton, Windsor, Ont. [30]

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

WANTED—Salesman in Toronto City for Swiss milk chocolate, Grocers' and Confectioners' specialties, well advertised high grade goods; applicant must be young, active and ambitious, and possess "A1" references; salary at start $12.00 a week and commission; a successful saleman will be rapidly advanced. Apply with full particulars (strictly confidential) Box 154, GROCER; Toronto. [30]

FACTORY SUPERINTENDENT—Wanted by a new limited company, in Montreal, a young with practical knowledge of the manufacturing of flavoring extracts, fountain syrups, etc.; must be an expert workman, and have A1 references as to character and ability; good position; applicant will be offered an opportunity to secure an interest in the business after six months trial. Apply in confidence with full particulars Box 153, CANADIAN GROCER, Toronto. [30]

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

Don't Grope Around in the Dark!

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

BUSINESS MEN IN MUNICIPAL LIFE

No. 24.

W. M. Howe.

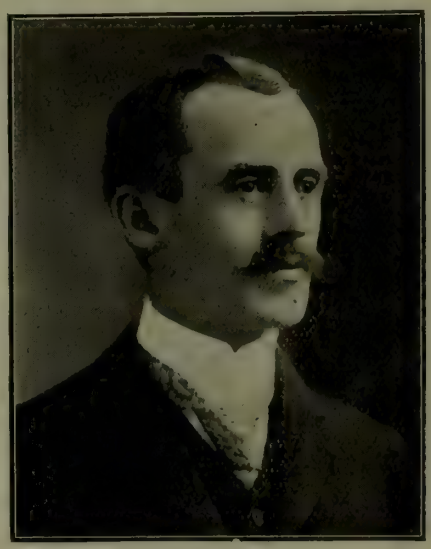
Wellington Mason Howe has probably achieved distinction in municipal life more rapidly than any young man in Canada to-day. He is a native and one of the most prominent citizens of Arnprior, Ontario, and was conspicuous in the municipal affairs of the town long before most young men have even thought of starting up in business for themselves. His own business record has been no less honorable than his political career. He conducts a grocery store and even when he is most busily occupied with municipal work he finds time personally to attend to the management and details of his establishment.

For several years Mr. Howe rendered good service to Arnprior as a councillor, and became mayor of the town in 1902. He was probably the youngest chief executive in the province at that time. In 1903 he was defeated by the late Claude McLachlin, only to head the polls two years later when running for council. In 1906 he was elected mayor by acclamation, and his latest triumph is having been returned at the head of the corporation for 1907 by a majority of nearly 300.

Mr. Howe seems to possess a peculiar aptitude for municipal work. He thinks quickly, is a hard worker and has a fine grasp of detail.

In politics a Conservative, in religion a Methodist, Mr. Howe has held many official positions in connection with Grace Methodist church, being superintendent of the Sunday School and president of the Arnprior branch of the Lord's Day Alliance. In addition to this, he is a member of several fraternal societies and district deputy of the Independent Order of Foresters. No one took a more prominent part than Mr. Howe in securing adequate waterworks and sewage for Arnprior, the contracts for these works being let during his first term as mayor. He was responsible for many miles of concrete pavement being laid in the principal streets, and directly instrumental in securing for the town the large shirt factory which was lately erected there. A provincial normal school and a Carnegie library are two institutions which Mr. Howe has in his mind's eye at present, but his ambitions for the success of his town run in anything but a narrow groove, and he is not likely to be satisfied with anything short of the best that can be got.

Any account of Mr. Howe's career and work would be incomplete at the present time without some reference to what he claims is the most practical and at the same time the wisest thing he has ever done. On June 26th he passed out of the ranks of the bachelors forever and became an enthusiastic volunteer of Hymen's mighty army. It was an opportunity that the citizens of Arnprior had been waiting for. The telegrams, letters and personal congratulations and presents that poured in upon the young couple were enough to have turned the head of another man. A committee representing the town council, officials and citizens of Arnprior waited upon Mr. Howe at his residence after his marriage and presented him in the name of the whole town with an exquisitely illuminated address and a cabinet of table silver. Mayor Howe, in replying to this conclusive evidence of the esteem in which he was held, was visibly affected, and assured the committee, as representing the town, that he would treasure the words of appreciation just spoken no less than the handsome gift which accompanied them,



W. M. HOWE
Mayor of Arnprior.

and that as much of his time and thought as possible would hereafter, as heretofore, be devoted to the interests of Arnprior, industrial, educational and municipal.

A GROCER'S DOG.

At Clyde River, N.S., there is a canine wonder owned by E. B. Thompson, general dealer. The dog is a pure-bred collie, and can do everything but talk. Stub is his name, and he has been trained to attend shop, and does it in the most approved style. When anyone approaches the shop and Mr. Thompson is away, Stub gives so many barks, but let a traveler drive up and Stub immediately rushes to where Mr. Thompson is and begins to bark in such a manner that Mr. Thompson knows whether it is a customer or a traveler.

The dog needed very little training before he became proficient. The writer called on Mr. Thompson some time ago and noticed Stub go off at the top of his speed. On going to the door, and finding it locked, he concluded that Mr. Thompson was away. Just then the dog came back and began pawing at the door. In a few minutes Mr. Thompson appeared. When questioned as to the dog's behavior, Mr. Thompson said:

"If you wait a few minutes you will see he knows the difference between a traveler and a customer." Sure enough, a lady customer came and he began to bark, but did not run to the house to fetch Mr. Thompson. Stub is a magnificent specimen of the true collie, and it would take a lot of money to buy him. He certainly saves Mr. Thompson a great many steps.

NEXT BRAZIL COFFEE CROP.

The new Brazil coffee year, which began July 1, is estimated to produce a crop of 11,000,000 bags by a well-known Havre authority. The totals for six years, with the average price per pound for No. 7 Rio, exchange standard at New York, is as follows:

	Bags.	Av. price cents.
1906-07	*20,000,000	....
1905-06	11,055,378	8.34
1904-05	10,597,080	8.32
1903-04	11,193,506	6.47
1902-03	12,993,534	5.34
1901-02	16,270,678	5.99

*Estimated.

FLOUR TRADE WITH NORWAY.

Ion Bakke, representing Ludwigsen & Schjelderup, of Christiana, was a visitor at the offices of The Canadian Grocer the other day. Mr. Bakke has been traveling over Canada in the interests of his firm, and is decidedly optimistic regarding the possibilities of trade expansion between his country and the Dominion. Referring specially to flour, Mr. Bakke said that the development within the last few years of this branch of trade between the two countries had been remarkable, but he thought there were still many exporters in Canada who were not fully alive to the market that awaited them in Norway, and who, if the figures were laid before them, would be astonished at the growth of the Canadian export flour business to Norway within recent years.

Mr. Bakke is returning to Norway almost immediately, and those wishing any further information can obtain it by addressing his firm at Christiana.

NEW MANAGEMENT FOR OLD STORE.

The Spanish River Pulp and Paper Co., of Espanola, Ontario, has taken over the store business till recently carried on by H. E. Sheppard at Espanola. For the future management of this business the Spanish River Co. have in view a broader policy and scope than that on which it has hitherto been conducted, and this policy will be put into effect immediately.

If you have to do a

Credit Business

why not make it as easy and convenient as possible?

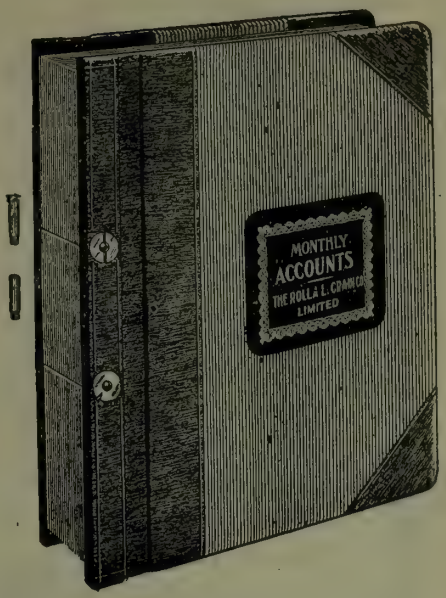
The Crain

Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you all information.



The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: *18 Toronto St.*

Montreal: *28 Alliance Building.*

Winnipeg: *11 Nanton Block,*

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.
LIMITED

THE LAW SAYS YOU MUST

Do you know that a man is obliged by law to keep a proper set of books?

The law says:

"Any man who fails and has not for five years before his failure kept proper books shall be liable to a fine of $800.00 and one year's imprisonment."

Since you must keep books of some sort, and as the law insists that you keep proper books, why not keep them properly?

It is just as easy to do a thing right as it is to do it wrong.

* * * * *

Business Systems mean absolute accuracy, and with less work than the old-style methods of bookkeeping.

Business Systems are not expensive to put in in the first place—the cost is in proportion to the size of the business, and they enable one clerk to do the work of two.

Business Systems allow your clerks to put their work before you in such shape that you can see at a glance how everything stands.

* * * * *

Drop us a one-cent post card asking for further particulars.

You don't have to buy unless we can suit you.

860

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVENUE
TORONTO - - - CANADA

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

EVERY GROCER
SHOULD KNOW ABOUT
"WALKER BIN" FIXTURES

INCREASE

Business and Profits

SAVE

Time, Labor and Expense

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta:—J. C Stokes, Regina, Sask.

THE SHREWD GROCER

knows that there's just one ***Best Laundry Soap*** on the market, viz.:

Canadian Castile Soap

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.
Toronto

A Prosperous Appearance

goes a long way in convincing your customers of your reliability. **They don't like** their groceries delivered in an old shamble of a rig. And it

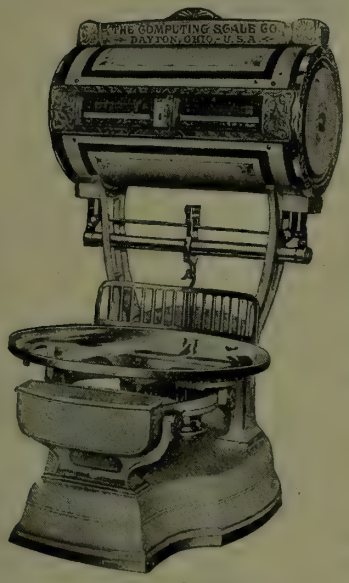
Pleases Them

to have a first-class delivery waggon stop at their doors. Moreover, a first-class waggon is the cheapest—being dependable. That is why you should **write us to-day.** We have some interesting news for you.

H. G. Abbott & Co. London, Ont.

Boston Special

Absolutely Automatic



The Dayton
Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

"Duplex" Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
Toronto

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

UPTON'S

Jams, Jellies and Orange Marmalade

have first call. They please the customer by their fine appearance and delicious flavor, and the grocer is always pleased by the ready sale of UPTON'S.

UPTON is the only preserver in Canada giving his entire attention to the manufacture of

Jams, Jellies and Orange Marmalade

When you buy UPTON'S you buy the product of a specialist

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

July 26, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ½ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ½ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 [illegible]
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Beverages.

JOHN HOPE & CO. AGENTS.

Cantrell & Cochrane's aromatic ginger ale, cases, 1 doz	1 30
Casks, 1 doz	1 25
Dry Imperial ginger ale, pts., cases 5 doz	1 40
Dry Imperial ginger ale, ½ pts., cases 10 doz	1 00
Club soda water cylinders, casks 10 doz	1 25
Club soda water cylinders, cases, 5 doz	1 30

Not less than full package.

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 00
2a size	2 50

Cereals.

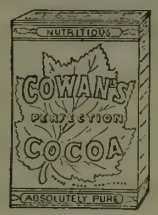
Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
No. 2. 5 and 10-lb. tins. "	0 18

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$ 35
Vanilla, ½'s	0 30
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 [illegible]
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.,	$ .90
¼ " " 4 " " "	2 40
½ " " 2 " " "	4.75
1 " " 1 " " "	9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per lb.
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½ s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	39c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	40c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins	41c.
12-lb. boxes, 6 boxes in case	41c.

Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	32c

Premium chocolate—	
8-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6 lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.

Milk chocolate—	
50 5 cent pieces to box, per box	$1.65

Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.65
6-lb. bxs., 12 bxs., in case, ½-lb. tins	28c
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs	28c

Diamond sweet chocolate—	
8-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	24c.
6-lb. " 12 " " ½-lb. "	24c

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 27½
½ and ¼ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4	doz, per doz.	1 75
10 " "	4	" "	3 00
Rep. quarts,	1	" "	6 50
Imp. "	1	" "	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3	cents each
00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	10	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

&

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

The Synonym for Purity in Condensed Milk and Cream is

BORDEN'S BRANDS

THE SELLERS ARE:

"EAGLE BRAND" Condensed Milk and **"PEERLESS BRAND" Evaporated Cream**

They are to be had from every Jobber.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

The Keystone

of your business is your stock of Tea and Coffee. If these most important items are right you have trade winners.

BRAID'S BEST marks the acme of the coffee blender's art.

Packed in 1, 2, 5, 10, 25 and 50 lb. cans, also in fancy iron drums and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
Vita" Pasteurized Extract of Beef.

		Per case.
Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 00
"	20 " " ½ "	4 75
"	20 " " 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 1uc. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb tins.	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
3-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 5 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
7-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.....	0 07½
5 and 14-lb. wood pails, 5 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb...0 09	0 12

Lard.

BE N. K. FAIRBANK CO. BOAR'S HEA LARD COMPOUND.

Tierces	.....$0 11½	20-lb. tins 2 23
½-bbls.	.... 0 11½	Cases 3-lb. " .. 0 12½
Tubs, 60 lbs	.. 0 11½	" 5-lb. " .. 0 12
Pails	..... 2 33	" 10-lb. " .. 0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	$ 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KERN'S.

D.S.F.,	1-lb. tins.....per doz.	$1 40
"	½-lb. tins ..... "	2 50
	1-lb. tins ..... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar.....	0 25
F. D	½-lb. tins.....per doz.	0 85
"	1-lb. tins..... "	1 45

E. D. MARCHEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins.....per lb.	$0 35
	¼-lb. tins..... "	0 35
	1-lb. tins..... "	0 32½
	4-lb. jars.....per jar	1 20
	1-lb. jars ..... "	0 35
Old Crow," 12-lb. boxes—		
	½-lb. tins.....per lb.	25
	¼-lb. tins..... "	0 23
	1-lb. tins..... "	0 22½
	4-lb. jars.....per jar	0 70
	1-lb. jars..... "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

JOHN HOPE & CO., AGENTS.

Barton & Guestier Olive Oil—	
Quarts, 12's.....	$ 8 50
Pints, 24's.....	9 50
½ pints, 48's	10 50
Less 5 per cent. discount.	

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz , per doz.....	0 90
Pint " 3 doz.....	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....		$2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	{30 1-lb. " {60 ½-lb. " }.....	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish.....	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40 lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 5½0
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 05½
Kegs, 100 lb.....	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 56 lb.....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 50

For the Camp. For the Yacht. For the House. For the Seashore. For the Mountain. For any Summer Outing that demands Compact, Convenient Supplies—this trade mark guarantees unchallenged Purity and Superiority

Wood's Package Ceylon Teas

MAY QUEEN, PRIMROSE, COLDEN ROD and FLEUR DE LIS, are packed in full weight, air-tight tin tubes—the most practical and satisfactory package for the consumer.

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

Culinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.....	0 07
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.....	0 07
SAN TOY STARCH. pkges, cases 5 doz., per case..	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

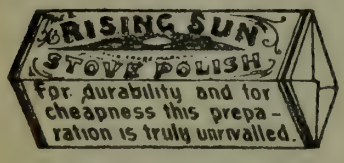
Culinary Starches— St. Lawrence corn starch, 40 lb .	0 07
Durham corn starch, 40 lb.	0 06
Laundry Starches— No. 1 White, 4-lb. cartons, 48 lb..	0 06½
" 3-lb. cartons, 36 lb..	0 06½
" 200-lb. bbl.....	0 0[illegible]
" 100-lb. kegs.....	0 0[illegible]
Canada Laundry, 40 to 46 lb.....	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
Akron Gloss, 1-lb. packages, 40-lb.	0 06
Coldwater Ivorine Starch, per box, 40 pkgs.....	2 50

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03 per lb.
Half-barrels, 350 lbs...	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.....	1 15 each
3 " " 38½ lbs.....	1 60 "

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case.....	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " " "	2 45

(5, 10 and 20 lb. tins have wire handles.).

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup— Cases 24, pts.. 2 50		Cases, 24 qts..	4 [illegible]
" 12, ½-gal 4 80		" 6 gals..	4 50
" 1, 5-gal 4 00			

54 lots prepared up to 40c. rate.

Empire Golden Syrup— Cases, 24—2's. 2 25		Bbls. per lb.	0 03
" 12—5's. 2 55		½-bbl. "	0 03½
6—10's. 2 50		Kegs "	0 03½
3—20's. 2 45		Pails, $1.50 and	$1 60

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lb.....	1 15 each
3 " " 38½ lbs.....	1 60 "
2-lb. tins, 24 in case, per case ..	2 55
5-lb. " 12 " " .	2 55
10-lb. " 6 " " ..	2 50
20-lb. " 3 " " ..	2 45

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 [illegible]
Red Label, ½'s.....	0 40	0 60

THOS. LIPTON

Lipton's Teas, cases 50 lbs. Ceylon and Indian green or black.	retail	wholesale
"A," Pink label, ⅛'s & 1's, tins	0 50	0 35
"B" Orange " ¼s, ½'s and 1's	0 40	0 30
"C," Blue " ½s and 1's ..	0 30	0 22
"D," Green " 1's	0 25	0 20
'B,' Orange " mixed, ½'s only	0 40	0 30

LAPORTE, MARTIN & CIE, LTD.

Japan Teas— Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style— Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 20	0 25
" " ½ lbs.....	0 21	0 26
Black, green, mixed, 1 lbs. & ½s..	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.....	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.....	0 22
Green Label. " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55

Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s...	0 22	0 30
Green " 1's and ½'s. ..	0 [illegible]	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s and ¼'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb.....	$0 35
" " 160 ½-lb....}	0 35
" " 120 ¼-lb.....	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½.....	$0 35	$0 50
Blue Label, 1-lb. and ½.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan. 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas— "Condor" I 40-lb. boxes.....	$....
" II 40-lb. boxes.....	....
" III 80-lb. boxes.....	....
EMD AAA Japan, 40 lb "at.....	....
AA 40 "	....
Blue Bay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes....	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
Condor" XX 80-lb. "	....
XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 30 at 0 33
Yellow Label, ½s and 1s, 60-lb. cases .....retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ....retail	at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30½
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb caddies. All grades—eithe black, green or mixed

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
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" Club, 6s. and 12s.	0 46
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JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 78
" " 1-lb "	0

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality..	$0 33½
Condor, pure distilled.....	0 27½
Old Crow.....	0 23½

Special prices to buyers of large quantities

White Wine, proof.....	0 32
" extra strength pickling	0 28
" XXX	0 26
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case....	1 10

. . . FOR . . .

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ETC.

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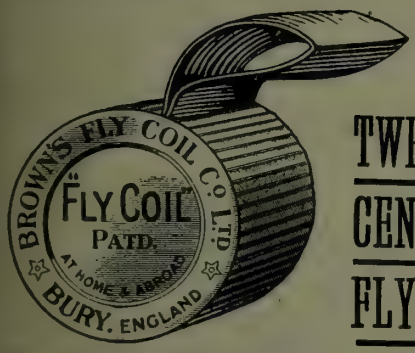
Have you enough in stock?

ROSE & LAFLAMME

Agents, - Montreal and Toronto



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About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS

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COMPLETE SATISFACTION

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It is not only that the greatest care is taken in the selection of stock for

Rowat's Pickles

but that the package is most perfect and convenient on the market.

The selling price is too low for the high quality of the goods. This argument brings you business. Sell

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Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

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Kops' Breweries, London, S.W.

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Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

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Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Napanee Canning Co., Napanee.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

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Star Egg Carrier & Tray Mfg. Co.
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McWilliam & Everist. Toronto.
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McWilliam & Everist. Toronto.
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Davidson & Hay, Toronto.
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Kyle & Hooper, Toronto.
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MacNab, T. A., & Co., St. John, Nfd.
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Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
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Standard Brokerage Co., Vancouver
Scott, Bathgate, & Co., Winnipeg.
Tew, Richard & Co., Toronto.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
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Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.

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Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
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Fearman, F. W., Co., Montreal
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Capstan Mfg. Co., Toronto.
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Eureka Refrigerator Co., Toronto
Hillock, John, & Co., Ltd., Toronto.

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Empire Salt Co., Sarnia, Ont.
Mason & Hickey, Winnipeg, Man.
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Canadian Castile Soap Co., Berlin, Ont.
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St. Croix Soap Mfg. Co., St. Stephen, N.B.

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Edwardsburg Starch Co., Cardinal, Ont.
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Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Burnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.

Washing Compound.
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

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Hope, John, & Co., Montreal.

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No matter how hot the weather is your customers must use matches. The best matches to sell them are

Our Matches

They are burners every time. The selling of Our Matches also makes more money for you.

Write or particulars.

The Improved Match Co.,
Limited

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BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,		$ 5.00
250	"	12.00
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1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

WARNING!

Crescent BM&Co. Brand
TRADE MARK.

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

Subject to previous sale, I offer the following at snap prices to clear up :

Tomatoes, 3's,	$1.00 per doz.
Apples, gallons,	2.60 per doz.
Pears, 2's,	1.50 per doz.
Pears, 3's,	1.90 per doz.
Spinach, 2's,	1.22½ per doz.
Squash, 3's,	.90 per doz.
Catsup, gallons,	3.50 per doz.

NET CASH—F.O.B. ST. CATHARINES
ALL ABOVE GOODS GUARANTEED A-1

Kindly note my travellers are off the road from July 27th to August 10th.

Phones 56 and 608, free to buyers.

W. H. MERRIMAN
ST. CATHARINES

'EMPIRE" Brand

Just 2 Short Talks This Week—

Our "Empire" Pickles are selling like the proverbial ***hot cakes***. Have you seen them? They are an elegant line. You're always selling pickles. Place an order for "Empire" brand.

British Grown Raisins

The latest link between Australia and Canada. A shipment of new Australian Raisins arriving in August. Let us book your order now.

4 free phones
USE THEM

LUCAS, STEELE & BRISTOL,
Wholesale Grocers,
HAMILTON, - - - - ONTARIO

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, AUGUST 2, 1907. NO. 31.

Don't experiment

when you know that what you sell is **The Best.** Take the verdict of your customers. In laundry work

Keen's Oxford Blue

in their judgment, the world over, is without an equal.

For sale by all jobbers

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

Your best customers prefer

Benson's "Prepared" Corn

There are other preparations of corn on the market with more or less merit, principally less, but the best results are obtained by using Benson's "Prepared" Corn---It is **the Pure Food.**

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East TORONTO, Ont.

Works, CARDINAL, Ont.

St. James Street MONTREAL, P.Q.

ARE YOU AWARE

of the fact that we put up a Chutney Sauce which is admittedly the best sauce on the market? If you are not, let us make you aware of the fact. If you are, let us send you a shipment, for it is the one sauce no grocer can afford to be without. It possesses a piquancy and distinctive flavor which render it absolutely unique and the man who has not yet tasted it on cold roasts or hot steaks or chops, has missed a treat. It shows a good margin of profit and is in demand all over the world, amongst all classes of men. Place an order with your wholesaler at once, and insist on his giving you what you and your customers want. If he does not stock our Chutney Sauce, have him import it for you.

CROSSE & BLACKWELL, LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.

Pleasant Vacation!

The grocer who goes away on his vacation with a comfortable bank account has a pleasant time—and restful. One reason why he makes money is because he keeps his stock of goods ***seasonable.*** He carries what people want at just the time when they want to buy it. There are no dull times for him.

Take a vacation, gentlemen, but take it "feeling fit." Keep seasonable goods in stock and make some money by selling them. Three hints follow for your vacation trade.

Hints for Your Vacation Trade:

"Thistle" Canned Haddie

Caught, cured and canned right at the water's edge. No bone, dirt or slime in the **"Thistle"** Brand. Open a can yourself for the most convincing proof—they are all right at all times. **Genuine Haddie only.**

Stower's Lime Juice Cordial

Nothing but pure, freshly-squeezed Lime Juice and refined loaf sugar. No vegetable mucus or albumin substances or impurities in it. A delicious, cooling drink, all ready to serve with the addition of water.

"Taylor's" Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits —***not*** from fruit skins from which the essential oil has been extracted. Highest quality.

Always the same.

All BEST Houses Sell These.

Arthur P. Tippet & Co.,

GENERAL AGENTS

Montreal and Toronto

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
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Wholesale Grocery Brokers and Commission Merchants.
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Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchant
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Agencies: "Royal Crown" Skinless Codfish
Canned Salmon—"Lifebuoy," "Otter" and "Salad.
Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

You Don't Throw Good Money
After Bad when you employ
RICHARD TEW & CO.
to collect your outstanding accounts. You get yours—or we get nothing.
23 Scott St. and 28 Front St. East TORONTO, ONT.
Established 1890

Import Currants
PACKER
C. CERONI,
Patras, Greece

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

TORONTO.

SELECTED VALENCIA RAISINS
BEST BRANDS
Now in Stock.
Anderson, Powis & Co.
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Manufacturers' Agents
Wholesale Only
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A. G. STUART
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Correspondence Solicited
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WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA.

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Domestic and Foreign Agencies Solicited.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

FOR HOT WEATHER

the best seller and the most profitable line on the market.

TWO SIZES

Fancy glass decanter bottles to retail at **15** and **25c.**

Now that the hot weather is here, you will make more money selling **Summer Drinks** than any other line you handle.

As there is lots more hot weather coming **you will make no mistake in stocking up with**

"ROWAT'S"

RASPBERRY VINEGAR,
LIME JUICE,
LIME JUICE CORDIAL,
LEMON SQUASH.

Special Quotations On 5 Case Orders.

THE **EBY, BLAIN CO.,** LIMITED

WHOLESALE GROCERS,
TORONTO.

FOR GROCERS.

1 Blue Ribbon Tea is the "quick-sale" Tea.

2 Blue Ribbon Tea delights your customers.

3 Blue Ribbon Tea is blended by experts in a new, up-to-date factory.

4 Blue Ribbon Tea has no equal.

5 Blue Ribbon Tea shows a handsome profit.

6 No grocer can be up-to-date without Blue Ribbon Tea. The TEA of to-day.

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

A Good Investment
PEANUT ROASTERS and CORN POPPERS.
Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES NETHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

This space $15 per year

Perfect ***Shelled Walnuts*** will be four cents per pound higher before November 20th. If you are not fully supplied, please write us for prices. We are headquarters for all Shelled Nuts. Offer for prompt shipment, 250 boxes good Sultanas, at 10½c. f.o.b.

JOHN T. McBRIDE
Established 1855 ***64 Canada Life Chambers, MONTREAL***

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357. Toronto.

This is the season when Chinese Starch proves itself **the Best** of all laundry starches.

Write for particulars.
Big profit to you.

OCEAN MILLS, MONTREAL

HUSTLING RESIDENT AGENT
(In touch with every Toronto Retailer)
CAN HANDLE ANOTHER LINE
From REPUTABLE and LIVE CONCERN
Special Attention to Advertising
JNO. J. WATT
Manufacturers' Agent
High References TORONTO, ONT.

BUSINESS CHANCES

Let us put you in touch with the leading grocery and provision men of Canada, we go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

How is your stock of **AYLMER BONED POULTRY?**

Are you keeping this article **to the front?** It will sell freely with a little pushing, as it is **an ideal summer food.**

AYLMER BONED POULTRY has no competitors. It is superior to anything else of its kind on the market.

It is absolutely **pure poultry.**

It has been prepared under **perfect sanitary conditions.**

A tin of **AYLMER BONED POULTRY contains more tender flesh** than an ordinary fowl prepared at home.

No worry. No work. No tough meat. Ready to serve.

Benefit yourself and your customers by selling **AYLMER POULTRY.**

A pleased customer is your best advertisement.

Reputation

That word means more to the grocer than to any other merchant on earth. People may buy inferior boots and shoes, they will buy shoddy clothes; but when it comes to groceries they demand

Purity Wholesomeness Quality

These words have controlled our business, because we were just as anxious about our reputation as any grocer could be. While this goes far towards explaining the popular demand for

OLD HOMESTEAD BRAND

there are other reasons for the superiority of **the popular brand** which some merchants may overlook. Details, which other canners consider of no consequence, receive careful attention, and fruit and vegetables canned in our factory are never clear of the scrutiny of an expert until they are sealed up in the air-tight cans. Perhaps we do take extraordinary precautions, but the fame of

OLD HOMESTEAD BRAND

and its popularity demand that much—no more, no less. Mr. Grocer! You know the women of Canada would not be so united in their insistence for **Old Homestead Brand** of canned goods if it were only a good brand. The demand for **Old Homestead** goods goes on increasing because **the brand** is incomparable.

Have you mailed your test order?

The Old Homestead Canning Co.

PICTON, ONTARIO

DURING THE LAST THREE WEEKS

"SALADA"'s

INCREASE IN CANADA ALONE, over the corresponding three weeks of 1906,

AMOUNTED TO 48,835-lbs.

During every week of this year, with the exception of two, we have had in Canada and the United States enormous increases over the same weeks of 1906.

This shows conclusively the results of serving the public WELL. You serve them best if you always hand out "SALADA" when tea is asked for.

"SALADA" Toronto, Montreal, New York, Chicago, Etc.

GROCERS!

You are wide-awake, open to opportunities and anxious to obtain your fair share of profits.

Washing Powder is a profit-bearing line if it is good, satisfying to customers, a trade-winner, in short if it is

PHENIX WASHING POWDER

We have been handling **Phenix** for some time, and will answer for its quality. The greatest seller imaginable. Profits are very reasonable.

Write us

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

SOLE CANADIAN SELLING AGENTS

There's a strong demand for

STERLING Brand PICKLES

throughout the summer. They're always on call by outing and pic-nic parties. Keep your stocks well assorted.

Made in Canada by

The T. A. LYTLE CO.

Limited

TORONTO, - CANADA

Y. & S.
SCUDDER } **STICK LICORICE**
M. & R.

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties.
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
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Montreal Depot, 322 Notre Dame St.,
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Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - -	*KINGSTON*
GEO. MUSSON & CO. - - -	*TORONTO*
JOHN W. BICKLE & GREENING, -	*HAMILTO*
GEO. H. GILLESPIE, - - -	*LONDON*
CARMAN, ESCOTT CO. - -	*WINNIPEG*
C. E. PARADIS, - - - -	*QUEBEC*

When Buying Your

Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & CO." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They Will Please You

AGENTS—
ROSE & LAFLAMME, *MONTREAL TORONTO*

When Buying Californian
Prunes,
Evaporated Fruits,
Seeded Raisins
Loose Muscatels
Etc.

Specify

"Pansy" and "Daphne"

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents:
Rose & Laflamme, Montreal
MacLaren Imperial Cheese Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N. S.
G. B. Thompson, Winnipeg

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Travellers' Holidays

Our travellers will be holidaying. During above time we will appreciate your orders. Write, wire or 'phone at our expense for prompt shipments.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

Are best value at a given figure to-day, and in spite of an exceptionally high market this year, numerous import orders are being placed with me for second and third crop Teas. Recent cable advices say the crop is estimated considerably below normal season with upward tendency. I shall be glad to quote buyers on third crop standards.

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Tartan BRAND

SIGN OF PURITY

Special Sale in Every Line When the Boys are Away.

Phones 596, 1996, 1997, 1804, 1807

All free to Buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

No article on the market to-day has sprung more rapidly into favor than our

Six-for-a-Quarter Jelly Powder

The demand has been phenomenal. Nearly every grocer who knows a good thing when he sees it, now has it in stock. To those who haven't we will be glad to send samples and prices

BEE JELLY POWDER

Six good sized cartons in a handsome special box. Six flavors—**Raspberry, Strawberry, Lemon, Cherry, Pine-apple** and **Nutto,** or put up in any flavor required.

THE WHOLE RETAILS FOR 25 CENTS

SNOWDON, FORBES & CO.

449 St. Paul Street - MONTREAL

Lots of Ladies Come to your Store

for their Laundry Soap. Why don't you sell them Toilet Soap as well ? You can, when you have

"ROYAL CROWN"

Witch-Hazel Toilet Soap

It is a perfect skin soap—keeps hands and face soft and smooth. You can build up a splendid trade with it. Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto, Ontario Agents.

Wm. H. Dunn, 594-596 St. Paul St., Montreal, Agent for Quebec and Lower Provinces

E. NICHOLSON D H BAIN

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

Nicholson & Bain,
WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS,

Winnipeg, July 30th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

We wish to take an account, as exclusive representatives, for your line.

There is a splendid opportunity, now, to introduce your goods, and we have special facilities for pushing them.

We have grown up with the country, and have friends and clients everywhere. To take care of these, **we have established warehouses** at **Winnipeg, Calgary, and Edmonton,** all natural distributing centres for the most progressive sections of Western Canada.

We cover the territory thoroughly and effectively, our selling organization being of the best.

Let us know your terms. We take consignments on commission, and feel certain that we could develop a large trade for you, if placed in charge of your interests.

Very truly yours,

NICHOLSON & BAIN,

CALGARY **WINNIPEG** **EDMONTON**

A Matter of Common Sense

Stocking Groceries and Provisions calls for the exercise of common sense—nothing more. Calling goods wholesome and pure does not make them so. It is more than likely that that explains the immense demand for

E. D. S. Brand
JAMS and JELLIES

I offer proofs of the wholesomeness of my Jams and Jellies to every man or woman who cares to send me their name and address. When I state that "E. D. S." Brand of Jams and Jellies is the purest and best manufactured in Canada, I can prove my claims.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

Kops Ale and Stout
(NON-ALCOHOLIC)

The Best for

Business Men,
Workingmen,
Sportsmen, Etc.

Pure English Brewed Ale and Stout made from finest Kentish Hops and Malt, containing all the tonic properties of alcoholic beers and without the undesirable after-effects.

A special Analytical Commission appointed by "The Lancet" reports:

"KOPS ALE" has nothing that is injurious, but is, on the contrary, a palatable beverage possessing distinct tonic and invigorating properties."

Refreshing and Stimulating
Perfect Table Beers

KOPS BREWERIES, ***LONDON, S.W. ENGLAND***

AGENTS: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS. BELL, SONS & CO., Montreal

NO ACID OR GRIT

will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.

Write for sample and prices. 71

MAJESTIC POLISHES, Limited
575 Yonge Street - - Toronto, Canada

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Ridgway's Celebrated Teas

Sold in ¼, ½ and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	In very
Five o'Clock Tea,	60c.	attractive
Her Majesty's Blend,	1.00	tin packages

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—We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.

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GIVES A CLEAR, BRIGHT POLISH

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Truro Condensed Milk Co., Limited
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Coffee Essence

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Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
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The economic housewife demands **WONDERFUL SOAP** for a variety of reasons but chiefly because of its purity and goodness. The shrewd grocer features

Wonderful Soap

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is—Feature **WONDERFUL SOAP.**

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and there are more than a few strong reasons for their preference. The soil —large tracts of which we control—is peculiarly adapted for the production of fruit and vegetables par excellence, while the climate is just perfect—neither too hot nor too cold. Then ***we can all the goodness of ripe, juicy fruit and all the energy-building qualities of fresh vegetables.***

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TOMATOES CORN

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We have a small supply left, but they are going fast.

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Will be glad to submit prices on application.
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The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

Free samples to give to your customers. Put up in 2, 3-lb. tins; 5, 10, 20-lb. tin pails and barrels by

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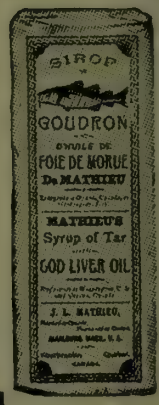
Quite a number of people take Mathieu's Syrup of Tar and Cod Liver Oil throughout the summer. A word to the wise is sufficient.



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Particular People Demand the Best

There is no secret about such an assertion because every commercial success serves to prove the truth of it. Particular people demand

Purnell's

Sauces—Pickles—Vinegar

because they are so much superior to the next best brand that there is no comparison.

Can You Supply the Particular Trade?

PURNELL WEBB & CO., Ltd.

Bristol, Eng.

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We still quote our Condor Japan Teas at old prices. Quality beyond question, and well known by all good buyers.

Condor XX	18½c.	Condor IV	28½c.
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DO NOT DELAY—Second crop of Japan Teas is almost nil and prices are creeping up.

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54 H/c Condor IV., **28½**c. **93** H/c Condor V., **25**c. **50** H/c Condor XXXX., **22½**c.

25 H/c choicest and choice, 1st crop, fancy new season "Kintuck" and "Ning Chow" English Breakfast Congou, at.....**45**c., **35**c. and **30**c.

100 H/c finest liquoring Ceylon Green siftings, at.....**10½**c.

75 Boxes Choices "Pea Leaf Gunpowder," .....**22½**c.

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The reason why our **COFFEE** business is growing so rapidly is that we have the most perfect roasting, cleaning and grinding plant in use. We buy nothing but Coffees specially selected for their high cup qualities when perfectly blended and roasted. We are satisfied with a smaller margin of profit than our competitors.

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Imperial Blend	15c.	N.T.S. Blend	22½c.
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Special Blend	20c.	V.S.C. Blend	27½c.

La Parisienne **40**c. Condor Blend **30**c. **EMD** Blend **35**c.

Madam Huot's Coffee—**THE GEM**—1 lb. Tins, **32**c., 2 lb. Tins, **62**c.

FREIGHT PAID ON 50 lb. TRIAL ORDERS.

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Wholesale Teas, Coffees, Spices and Vinegars, - **Montreal**

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225 x ½ GALLON TINS

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400 BOXES **OREGON PRUNES**

60/70 10 lbs. each, per box, 75c.

BUY QUICK. PRICES NOT BEATEN PROMPT SHIPPERS

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FROM

27 Front Street East

TO

73 Front Street East

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Toronto, August 1, 1907

WE ARE HAVING

OF

Old Homestead Canned Goods

Is your order in yet for this season's pack? If not it should be to secure best attention. We handle this brand exclusively.

EVERYTHING IN

Summer Outing Groceries

FOR IMMEDIATE SHIPMENT

S. J. CARTER & CO.

58 McGill Street, Montreal

MATHEWSON'S

RED

VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

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Do not damage the effectiveness of shrewd buying and enterprise by stocking any old kind of starch. Feature

IVORINE

and it will talk strong and to the point for you because it saves her ladyship considerable trouble. Of course, she'll trade at your store if you handle the right starch—IVORINE.

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PORT CREDIT, ONT.

The Best Canned Goods

RIVERDALE BRAND

Reasons For It

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Because---While there may be a land better adapted for growing the best Fruits and Vegetables, that land has not been discovered.

Because---Our Factory is the most sanitary and up-to-date in the Dominion of Canada.

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RIVERDALE BRAND

retains all the succulent and appetizing goodness of ripe juicy fruit and fresh vegetables.

Can you meet the demand?

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Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

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There is Danger Ahead

for the Grocer who is careless in his tea buying.

The Experienced Man Knows

that his tea trade will not stand experimenting with.

We are Tea Experts

and would like to show you our **NEW JAPANS JUST ARRIVING.** Write us at once for samples.

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of Melagama Tea Fame

"CAMP"

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Better than Good!
You may have got along well without "CAMP" Coffee but you will get along better *with* it. ¶ "CAMP" sells readily—is in constant demand—and yields a handsome profit to the distributor. Your customers know "CAMP" to be a thoroughly reliable and simply delicious coffee. Quickly made—taking but a moment, and economical in use, involving absolutely no waste. Test these statements by placing a trial order with
ROSE & LAFLAMME
MONTREAL
Agents for R. Paterson & Sons 'Camp' Coffee Manufrs., Glasgow

COFFEE

The Business of a Grocer

is more easily damaged than any other business on earth. People expect his goods to be perfect. That explains two things—the growing demand for

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and just why the wise grocer stocks the incomparable polish.

2 in 1 is not only a perfect polish—it is also a wonderful leather food.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. Buffalo, U.S.A.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

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We take this opportunity of thanking our friends for the confidence shown in the way they have favored us during the travellers' vacation by mail and wire orders. As our men will not be out until the 12th proximo, we hope to be as well favored until then as we have been up to the present.

All orders will be booked at lowest market quotations, and quotations will be furnished on request by mail or wire at our expense.

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Past Due Accounts.

We can assist you to convert these into **Working Capital.**

Intelligent and up-to-date attention given to all claims entrusted to us.

Let us assist you.

The Beardwood Agency

Claims Collections and Commercial Reports

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Mr. Grocer! Can You Afford to Throw Away Money?

The man who knows the virtues of

TOLEDO COMPUTING SCALES

without owning them is actually throwing money away. Toledo Scales will save you dollars every week, please your customers better and pay for themselves in short order.

THE TOLEDO COMPUTING SCALE CO.
Hamilton, Ont.

VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell, London, England

Drummers' Snack on Annual Frolic

Alton Welcomes Travelers on Their 6th Jamboree—An Immortal Outing and a Record-breaking Snack—A Mammoth Concert, An All-night Serenade, a Costume Procession and an Afternoon of Sports Were the Features—Mass Meeting of Drummers' Snack Club Held and New Officers Elected.

Laugh, and the world laughs with you:
Weep, and you weep alone.
For the dear old earth must borrow its mirth,
It has trouble enough of its own.

Now this is a true saying, and worthy of all acceptation, for in it lies the full, perfect and sufficient reason for the existence of the Drummers' Snack.

"To be great, one must have a history," says Monmouth sagaciously; "to have a history, one must have lived," he concludes a trifle obviously; and thus it is with the Drummers' Snack. They are great, for they have a history (not necessarily that it follows); they have a history because they have lived. Individually they have seen the world, and human nature has become to them as an open book. Collectively they are united, knit together in a bond of fellowship that shall endure with the sun. Of history they have no lack. The founding of their club was a performance unattended by civic authorities, destitute of hackneyed and stereotyped speeches, unnoticed by the world, lacking even the conventional corner-stone laid by a worshipful hand. But in the very modesty of its inception lies its present strength. Through its initial obscurity it has attained to the recognition that it enjoys to-day.

Seventeen years ago the Algie family, then in the general store and woolen mills business at Alton, Ont., made a practice of annually entertaining, at a two days outing held in the vicinity of the town, all the travelers who passed through Alton during the year. The boys had nothing to do but come. The Algie family did the rest. As the years went by, and more trabelers were added to the list the function became too large and unwieldy for the Algie's to handle, generous and open-homed as they were. The outing had by this time become an event to which a large proportion of the traveling world eagerly looked forward, and its popularity was proved by the clamour that arose at the first hint of abandonment. A club was formed and officers appointed to take charge of the outing, and the Drummer's Snack was fairly launched upon its career. To Billy Colville fell the honor of being its first president, and should one seek a reason for the club's phenomenal growth and prestige since the election of its first chief officer, it is but necessary to glance at the stamp of men who yearly since that date have been selected to watch over and direct its affairs. After Billy Colville came Jas. Cooper, Col. E. W. Moore, Bob Keys, Charlie Smith, and Jack Charles, and this year Mike Mal— but of that hereafter.

A Trainload of Smiles.

The sixth annual outing went to Alton on July 26. It returned 36 hours later. There is the bare statement. Here are the details.

On Friday evening the C.P.R. took on a trainload of assorted smiles at Toronto, picked up small quantities of similar freight at wayside stations dotted along the track, and three hours later disgorged the lot onto the Alton platform.

The noise began at once. There was no waiting: Sol Walters' voice was heard raised in hysterical enquiry for a short cut to the cyclone cellar. He was suppressed, and persuaded under pressure to fall in line with the procession. The Alton citizen's band, presided over by Cap. Alberton and Dr. Algie, headed by a profusely flagged and be-ribboned carriage, wherein Harry Coffen and

Drummers' Snack—The baseball teams and some of their admirers.

Reeve Willoughby sat in state, and followed by a bevy of little girls, costumed in white dresses slashed with broad red ribbons, broke into a burst of melody and swung up the road. What

Drummers' Snack—Will J. White and the Occasional Offender.

does it matter what tune they played? Every man in the procession sang a different version of it, whatever it was. The net result, if not musically perfect, was at least harmoniously discordant. All Alton was at its doors, every ear was attuned to intercept those dulcet strains; every eye was levelled at the procession. The latter, proudly conscious of an exalted position, redoubled its efforts to give them something worth listening to. In this manner came the Drummer's Snack to Alton.

The Concert.

Long before eight o'clock, the hour set for the big concert, the mammoth

Drummers' Snack—Mike Malone, the new president.

tent was stretching itself to accommodate the audience. The tent itself is important enough to deserve a passing mention. Just an ordinary tent with no conceit about it at all, made of canvas and built with an eye to solidity rather than beauty. Many tender memories are associated with it by the members of the Drummers' Snack. Here is the home of the club, herein have the concerts been held from the beginning; herein not infrequently have slumbered many dozen of the elect. Staunchly it has withstood the elements for many years, and more exacting test than this has successfully weathered the sonorous snores of Mr. Walters and Jack Charles.

For once the expected came to pass. A general idea appeared to have circulated among the audience that something out of the ordinary was going to happen. But was anybody gifted with imagination sufficient to foresee the net result? If so, they were unfortunate in cheating themselves of the delights of anticipation. This is the programme presented by the Drummers' Snack for the critical appreciation of an audience prepared to be satisfied with anything:

Drummers' Snack—John W. Charles, retiring president.

1. Song, "The Wanderer."—Ford.
   Chas. Leslie.
2. Contralto Solo, "'Twas the Rose."—DeKoven.
   Miss Olive Belyea.
3. Baritone Solo, "In the Days of Old."—Nevin.
   Donald C. McGregor.
4. Soprano Solo, "Sing, Sweet Bird."—Shafera.
   Miss Bertha Crawford.
5. Humorous Song, "Insanity."—
   Will J. White.
6. Duet, "Good-Night, Beloved."—Pensuti.
   Miss Belyea and Donald C. McGregor.

Intermission, Selections by Alton Band.

The Piece de Resistance.

Followed the chief event of the evening. This was the production by the Hamilton branch of the Snack, of a pathetically-humorous plantation sketch, called "The Darkey's Dream," written especially for the club by their old and well-tried friend John B. Nelligan, and produced in Canada for the first time.

The four principal parts were taken by Bay Hill, Court Thompson, Col. John Stoneman, and Hy. Eckstien, but though they were conspicuously prominent, they didn't make an ounce more noise than the following promising bunch of amateur mummers:—Charley

Drummers' Snack—The vice-president in kilts.

Smith, Vernon Smith, George Smye, Neil Pufford, Peter Smith, Bob Smith, Jas. Smith, Jack Smye, John Hooper, Ed. Zimmerman. To attempt to make any distinction among these last ten would be an abortive task, similar to splitting hairs. Let them be classed, as they would themselves desire—equally—neither with flattery nor derogatory remarks; only this must be said, they worked hard, they never wearied, they did their best, and it was a good best.

The Artists.

Bay Hill, the Hamilton Dockstader, Court Thompson, a disciple of Munion, by the great horn spoon, Col. John Stoneman, a master of the histrionic art, and Hy. Eckstien, who like Napo-

Drummers' Snack—Will J. White and Billy Colville.

leon, does things without taking, carried individually in the highest degree the thunders of applause that again and again swept like a wave over the audi-

ence. John Kelligan must have been a proud man as he watched and listened to the way his work was produced, and heard the manner in which the audience received it. Songs, cake-walks and dances were liberally interspersed throughout the performance, and it is a safe bet that most of the actors surprised themselves as much as they such. The irrepressible Mr. Walters, gathering around him a choice band of dime novel desperadoes, and arming his little company with torches and instruments of music, descended upon Alton, as a young typhoon descends upon the luckless mariner. Barred doors and closed windows greeted them on every side. The inhabitants, having ascertain-

Drummers' Snack—A bunch of baseball humorists.

leased the audience. The production of this play places us in a position flatly to contradict the rumour that the stage is going to the dogs.

Of the other artists who took part in the concert, special mention is almost impossible, everyone of them was vociferously encored, some more than once. The professional talent, represented by Miss Olive Belyea, Miss Bertha Crawford, Miss Hazel Bell, accompanist, Donald McGregor and Will J. White, gave their services for the evening freely and unconditionally. Will White, who was billed for only one song, gave nearly half-a-dozen. Charles Bodley was to have acted as accompanist, but upon his non-appearance, Miss Bell, who is herself a soprano of high note (top c, anyway) offered to officiate in his stead. The duet by Donald McGregor and Miss Belyea seemed somehow to catch the hearts of the audience, and a burst of clapping and cheering broke out as the last note died away. "God Save the King" was sung in unison by the whole audience standing before the gathering broke up, and the old canvas roof fairly crackled with the strains.

The Night's Work.

All the articles attaching to their persons that could be conveniently got rid of, such as wives, sweethearts, sisters, children, friends and other impediments, were now escorted by the members to the station and carefully returned to Orangeville, whence they re-appeared next day in time for the games, sports and other frivolities that characterized the passing of that Jewish sabbath.

But Friday night will not soon be forgotten in the annuals of the Snack Club. The man into whose mind entered even a thought of slumber was a traitor to the cause, and branded as ed by annual and bitter experience approximately what they might expect by attempting to parley with the enemy, have become at last wise in their generation, and upon such occasions as this, retire silently and with what dignity they can command at ten o'clock sharp. Sol, his faithful little band at his heels, took a brief review of the situation and commenced operations with a comprehensive serenade of the entire town. No quarter was given, though in some cases as much as fifty cents was offered to anyone who would remove the midnight Lotharios. The architecture of Alton was thoroughly analyzed, overhauled and replaced as nearly as possible in the same position. One or two of the band becoming hilariously hysterical were promptly resuscitated by Mr. Walters, who displayed a truly Napoleonic fortitude in the face of many discomfitures and rebuffs. About four a.m. the party attacked Bill Algie's house and announced their intention of remaining there for the night. Mr. Algie politely showed them into the kitchen, where about a score of their less energetic comrades-in-arms were already slumbering in peace.

The Snack in Session.

At 10 o'clock on Saturday a mass meeting of the club was held in the tent. Considering that it was the morning after the night before the attendance was very creditable. President John W. Charles occupied the chair, on his right and left hand, respectively, being F. C. Hunt, the Toronto secretary, and Robert Algie, of Alton, the home secretary.

M. P. Malone, the Hamilton secretary, read the minutes of the last meeting of the Snack, held several weeks ago in Hamilton to make arrangements for the present outing. They were confirmed. The president then informed the meeting that under ordinary circumstances the next item would be the treasurer's report, but the present circumstances being far from ordinary, owing to the absence of the treasurer, Bill Irwin, and his presence by proxy in the shape of a mass of incomprehensible figures, he found himself somewhat at a loss for the correct method of procedure. Having spent the whole morning trying to decipher them, he was now prepared to take the figures for granted coincident upon the accession of the meeting. The meeting was graciously pleased to access.

Followed a pause, which Mike Malone filled in a very timely manner by a short recitative descriptive of the way in which the expression "Sure Mike" had first been brought to his notice. It was a good story, but Mr. Malone made a mistake in trying to throw it at the meeting from the floor of the house. The house wouldn't stand for it and Mike had to take the platform.

Drummers' Snack—Part of the costume parade.

Robert Algie, who during the introduction of this extraneous matter had preserved a gravity, but ill according with his customary smile, now rose, and, with some hesitation informed the meeting of a partial victory over the mathematical mess of Bill Irwin, whose

Drummers' Snack—The winner of the Melagama tea race.

character and probable future, he declared himself willing, but unable to describe.

"As far as I can learn," said Mr. Algie, "the financial status of the club is on a very satisfactory basis. There is a handsome balance on the right side, our concert receipts last night having been considerable." Toronto secretary, F. C. Hunt, confirmed this estimate with a statement of the exact amount taken at the concert, giving the president an opportunity to rise and remind the members that the spirit of the Snack was to have a good time not to amass large profits financially.

A Vote of Thanks.

"While I'm talking," said President Charles, "I want to ask everyone here to pay tribute to Donald McGregor and Will White, and all the Hamilton men and lady artists, and to Charlie Leslie. We owe a big debt of gratitude also to that illustrious Dockstader, Bay Hill, and his enthusiastic helpers. His performance was unique in character and daring in enterprise." A vote of thanks to all these members, coupled with the name of John B. Nelligan, was proposed, seconded and unanimously adopted, while the canvas shook to the tune of "They are jolly good fellows."

Donald McGregor, Will White, Bay Hill, Bill Algie, John Nelligan and Col. Stoneman all replied to this evidence of appreciation according to their several temperaments. Some replied wittily, some modestly, some seriously and some humorously, but all enthusiastically and all characteristically. Will White with an air of great sacrifice, said he'd sooner miss a dog-fight than a Snack; that you couldn't bribe him to stay away, and that he'd be there next year as usual, ready to help in any way he could.

Bay Hill, who doesn't relish speech making, said that his feelings coincided in a remarkable manner with those of Mr. White and if it pleased the chair he would like to let it go at that. It didn't please the chair, so Bay added that the feature of the whole Snack which had appealed to him most was the harmonious and frictionless manner in which Hamilton and Toronto had worked together for a common interest, that it had been a great pleasure for him personally to do what he had done, and that he attributed the unique success of this entertainment to the members all having a definite object to work towards. Here he quoted some remarks of Bill Algie, who was promptly called upon to confirm or deny them. Mr. Algie started to speak of himself in a deprecatory manner, but was called to order with great sternness by the chair. Being driven to land on this

Drummers' Snack—F. C. Hunt, vice-president.

tack, Mr. Algie put out on another one and referred with the deepest sympathy and respect to the memory of their old comrade and brother, Samuel E. Ryan, who was a prominent member of the Drummers' Snack Club and a favorite with everybody. Mr. Algie displayed to the members a handsome memorial, bound in black morocco and engrossed in gold lettering, "Condolence of the Drummers' Snack Club," whose preparation had been in the hands of Bob Algie. The memorial read as follows:

MRS. RYAN.

The members of the Drummers' Snack Club desire to place a tiny forget-me-not on the grave of your late husband and to express to you their united sympathy in your bereavement.

Our comrade and brother, Samuel E. Ryan, was a loved and loving husband, an affectionate father, a good citizen, and an honest man.

No nobler or grander epitaph can be inscribed on the greatest monument.

A life well lived ends well at any time. Your husband lived, he loved, he was loved. This fills the vase of joy. The longest life contains no more.

His old comrades in our social club will sadly miss his presence, which was always cordially welcomed, either as an officer, tried and trusted, or as a social companion, on the road, in the holiday camp, or at the festive board.

The gentle, loving hand of time will partly heal the wounds made by the grim sergeant, and we realize that "words are but empty barren sounds" which are utterly inadequate to express sympathy when death calls a dear one.

In the windowless Palace of rest all must in time sleep, and we who are daily traveling towards the end of life's journey extend our best wishes to you and yours.

Signed on behalf of the Club,

JNO. W. CHARLES,
President.

ROBERT ALGIE,
Secretary.

A vote of thanks to those responsible for this memorial was proposed and carried. Mr. Algie's concluding remarks were characteristic of the man's great heart and generosity. "I thank you all for coming to see us once again in the old place," he said, "and you all know that as long as there is a square foot of ground in my house, or a crust of bread in the larder, no one of you will ever have to go hungry. (Cheers). In concluding I must confess that this morning I stole a ham from the cyclone cellar to feed my 30 or 40 guests with. Having no defence I throw myself unreservedly upon the mercy of the court." Discharged.

Drummers' Snack—Sol Walters and the Comfort Soap Race second prize winner.

A Few Remarks.

Jno. Nelligan, who was next called upon, spoke feelingly of the spirit of universal kindness, which was the key-note

of the Snack. "The air of Alton is full of kindness," he said. "I'll try and write you something even better than "The Darkey's Dream' next year, and I think I can do it, because the objects for which I write will be an inspiration in themselves."

Col. Stoneman, M. P. Malone and Hy. Eckstein each said a few words, and Court Thompson was called out. Court proceeded in a dignified manner to the rostrum where he assumed the old Dr. Munion attitude. His listeners knew that one of the great truths of Dr. Munion was imminent, but there was no time for escape. "I've heard some of you people talking of shake-downs in Dr. Algie's house," he drawled, "Well," he continued with stern impressiveness, "I stayed out all night, and Dr. Munion says there is no punishment too great for those who neglect the afflicted."

Drummers' Snack—The Baby Show—The winner is in the go-cart.

The president called on the members for any criticisms or suggestions. A few were offered—tentatively—and—accepted—gracefully. A photograph was then taken of the meeting in session. The election of officers was next taken up, previous to which President Charles, in the course of a short address, spoke highly of the help rendered him by the members of the executive. "If I'd had an executive made to order," he said, "it couldn't have been improved upon."

The New President.

Col. Stoneman proposed M. P. Malone for the new president. Bob Keys seconded it and there being no dissenting voice, Mike was duly boosted to the platform. In his address of thanks, or welcome, or whatever it was, he remarked candidly:

"It is no cinch to be president of the Snack Club. It means hard work and lots of it. But I think that to be president of such a bunch as I see below me is well worth a little trouble. I know you all. If I didn't I wouldn't take the office. But you'll all turn out and work for the Snack of 1908 as unselfishly, as generously, and as enthusiastically as you did for the Snack of 1907. Another thing, I'm following a hard man—a popular man, a man who made last year the most enthusiastic president we ever had. I refer to Jack Charles, and I don't expect to beat him. But with your help we'll give the Snack of 1908 as little cause as possible to blush with shame by comparison with that of this year. Gentlemen, I thank you for the honor you have done me."

On the proposal of Bill Colville, an enthusiastic vote of thanks was tendered J. W. Charles for having made the Snack of 1907 the greatest in the history of the club.

For Next Year's Snack.

The following officers were then elected:

Vice-president (an office created for the first time after some discussion)—F. C. Hunt, Toronto.

Hamilton secretary—Bay Hill.

Toronto secretary—Robert Asher.

Home secretary (elected by acclamation)—Bob Algie. Mr. Algie also assumes the duties of treasurer. He does the work anyway and might as well get the title.

Auditors—Peter Smith, Hamilton, and Will Meen, Toronto.

Hamilton executive—George Smye, Hy. Eckstein, Bob Smith, Court Thompson, Col. John Stoneman, Jas. Hooper and Chas. Smith.

Toronto executive—J. Wildfong, W. Meen, Sol. Walters, D. McGregor, W. J. White, N. Oakley, Jno. W. Charles, G. Campbell, T. Gloster, F. C. Hunt, Robt. Keys.

The following were created honorary members—Jno. B. Nelligan, Ben Arthur, Chas. Leslie, B. McIntosh, of the Central Business College, Toronto; Alex. Earle, of Creemore, and Donald McGregor.

Amos Mason and Ross MacKenzie were made assistants to the secretary. Before the meeting closed, Bob Asher was presented with Bill Colville's prize for having sold the most buttons. Bob sold 32, and said it was pie. Snack buttons cost $1 each and entitle the owner to full membership in the club.

As the final wind-up to the meeting, William Algie recited a poem by Robt. W. Service, author of "Songs of a Sour Dough." The poem, which was called "The Cremation of Sam M'Ghee," was of a humorous persuasion, and made a great hit.

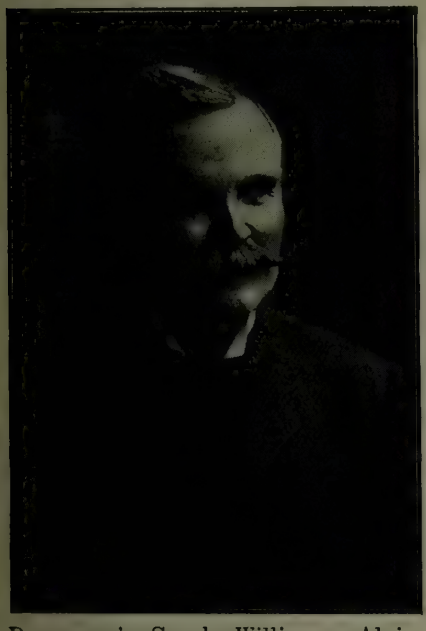
The Procession.

Lunch was served to all who had appetites, by the ladies of the Presbyterian Church, in the Science Hall. One paid 25 cents and ate all one could. The fare was extraprdinarily good value for the money, but this may have been on account of the ladies relying on the well-known generosity of all travelers to come forward at a slightly advanced price over the one asked. Their expectations, if they entertained any, were gratified many-fold. The boys dived into their pockets and wouldn't take any change.

Drummers' Snack—Members and friends in Wm. Algie's grounds.

After lunch, came an event from which the writer, for one, has barely recovered. From the hill-top floated the strains of sad music, and down the street there swung a procession, so marvellous in composition, so unique in character, that one regrets the paucity of the English language as a medium of description. Most of the spectators are now happily reported to be convalescent, but many of them suffered severely. A glance at the accompanying photograph will give the unprivileged outsider a faint, vague, and shadowy idea of the reality. Observe the illustrous Mr. Sol Walters, consider that he was by no means the most picturesque of that outrageous company, and in time you may train your mind to comprehend in a dim way why Galbraith, the photographer, is taking a forced holiday from business. To his credit be it said that he flinched not from the call of duty, but with clenched teeth and ashy countenance exposed his plate and staggered back to the cyclone cellar.

When the kilted processionists reached the sport's field, a baseball game was



Drummers' Snack—William Algie—The Snack Club's friend.

immediately arranged between a picked team from Toronto and Hamilton. It lasted most of the afternoon, and considering the strict impartiality with which Col. Stoneman and Bay Hill handed out their decisions, was remarkably devoid of friction. Jack Charles, by lashing out a magnificent home-run in the last inning, secured the fruits of victory for the Toronto IX. The score was 13 to 11. Each member got a box of Old Abe cigars and Jack Charles, as captain, a tiny silver cup on a mahogany stand. The winners declared that the referees had conducted the game in an able manner.

The teams were as follows:—

Toronto :—Jack Charles, captain, Bob Asher, F. C. Hunt, Tommy Gloster, Jack Wildfong, Bill Meen, Pud Oakley, A. R. Fraser.

Hamilton :—Bob Smith, captain, Geo. Smye, Hy. Eckstien, Billy Miles, Fat Gufford, Court Thompson, Bill Wark, Slim Arthurs, Ed. Nally.

Meanwhile the games and sports were in full progress. The Sport's Committee consisted of Wm. Colville, chairman; Col. Stoneman, referee; R. Asher and P. Smith, entry clerks. The committee were as follows :—William Irwin, Court Thompson, William Meen, E. F. Clarke, Bob Keys, Guy Long and Sol Walters.

The Sports.

All the sports and competitions were pulled off in fine style, and reflect great credit on the management. The following list of the various events with their winners, wherever it was possible to ascertain who were the winners, fairly represents the large scale upon which the whole programme was conducted. Competitors in most of the events were almost too numerous to admit of perfect handling. Sol Walters, smitten with the idea that he would like to help the committee, being one of them himself, succeeded in making himself recognized to the extent of being on nine separate occasions forcibly removed from the grounds. But nothing could daunt that indomitable spirit, and Sol was never far away from the centre of action. When last seen he was making for Orangeville, in his wake an infuriated mob of fellow-competitors, who with arms raised to heaven were calling the very firmaments to witness that through the strategical ingenuity (only they didn't put it like that) of the man they were pursuing, they had been wrongfully defrauded of their just rights.

It appears that Sol had stolen a march on them in one of the races, by rushing out of the crowd into the course when the judges were looking at other people's sisters and finishing a yard or two ahead of the legitimate winner. So let us leave him, with best wishes for his success if he was captured, and condolences for his pursuers if he escaped.

Baby show—1st prize-winner may be seen in the go-cart in the photograph; 2nd prize, Clara Gracy; 3rd prize, Wm. Edward Algie; 4th, Dorothy Cockerene; 5th, Baby Stevens.

Past Presidents' race—1st, Robert Keys; 2nd, Wm. Colville.

Tug of war—Winning team, Jack Burnett, R. L. McKenzie, William Algie, Joe, Dodds, John McLaughlin and Wm. Alexander.

Ladies' Comfort Soap race—2nd, Miss Hall; 3rd, Miss Smith; 4th, Miss Alexander; 5th, Miss Ada Saunders; 6th, Miss Oakley; 7th, Mrs. Smith; 9th, Miss Saunders; 10th, Miss Neeley; 11th, Miss Rodwi.

Artists' race—1st, Hy. Eckstein; 2nd, Ed. Nally; 3rd, F. C. Hunt.

Musical race—1st, Wm. Collins; 2nd, R. A. Scott; 3rd, Jim. Algie.

Ladies' Blue Ribbon hockey broom match—Winning team, Miss Saunders, Miss Eddie Saunders, Mrs. Wilson, the Misses Mason and Miss Campbell.

Needle race—1st, B. McIntosh; 2nd, J. H. Thurston; 3rd, F. C. Hunt.

Three-deaded race—1st, J. H. Thurston, A. R. Fraser and R. M. Thurston; 2nd, Walter Scott and company; 3rd, Bob Smith, Fred. C. Hunt and Jack Wildfong,

Early-call race—1st, Ed. Nally; 2nd, F. C. Hunt; 3rd, R. M. Thurston.

Frog race—1st, Ed. Nally; 2nd, A. R. Fraser.

Smoking race—1st, Billy Mill; 2nd, Sol. Walters; 3rd, F. C. Hunt.

Sack race—1st, A. R. Fraser; 2nd, Bob Smith; 3rd, Walter Scott.

Fat man's race—1st, Billy Mill; 2nd, Jack Charles; 3rd, Jack Wildfong.

Kicking the football—1st, Billy Meen; 2nd, B. McIntosh.

Married men's race—1st, Walter Scott 2nd, Billy Meen; 3rd, O. E. Wallace.

Unmarried men's race—1st, B. McIntosh; 2nd, A. R. Fraser.

Consolation race—1st, F. J. White, of Melagama Tea; 2nd, F. Oakley; 3rd, Mel Tufford.

F.J. White had a Melagama Tea race for ladies. The names of the winners did not transpire, but a picture of the first lady home is shown elsewhere.

On the sports field a big tent was erected, wherein was dispensed ice cream fruit and cooling drinks. It was well patronized.

Prizes for the various events were the gifts of the following travelers and

Drummers' Snack—A fair spectator.

firms: Tug-of-war, J. W. Charles; baseball match, Havana Cigar Co., cigars and silver cup; ladies' Comfort Soap race, silver salver and other prizes donated by the Comfort Soap Co., Aprons and soap supplied free. Little maidens' Comfort Soap race—12 rings given by the Comfort Soap Co. Blue Ribbon Tea hockey broom race, one pound of one dollar tea to each member of the winning team, donated by George F. Campbell. Boys' Comfort Soap race, twelve prizes given by the Comfort Soap Co. Three-headed race (a new one), three case pipes given to the first team by W. H. Steele, tobacconist, Toronto. Smoking race, "Mary Ann" cigars, donated by Manners & Son, of London, through their representative, Ed. Bingham. Football kicking contest, Sol. Walters.

Envoie.

So let us take our leave of the Drummers' Snack. With a royal send-off that came straight from the hearts of the people of Alton, with a last cheer sent ringing back along the rails from the men and women in the vanishing train,

a memorable outing was at an end, and another frolic added to the credit of the Snack.

And if, as Stevenson asserted, it is the duty of all men to be happy, surely this organization is fulfilling that duty in the highest degree. "A club of men formed in the interests of clean mirth, of honorable enjoyment and of mutual service to one another, cannot well fail of success, and if the future of the Drummers' Snack Club is to be measured even proportionately by its past and present work, in after years a great body of men is destined to arise, whose motto, "Laugh and grow fat," will echo through the trackless wastes of the Siberian desert, and tickle the risibilities of the humble Esquimaux in the bleak solitude of his frozen home.

Short Snacks.

The president wore kilts. He's Scotch anyway.

* * *

As usual the star feature of the games was Bill Colville's Comfort Soap race.

* * *

Fred Hunt, the vice-president, came in third in more races than anyone.

* * *

Jack Charles cannot be beaten as a chairman. He knows how to keep things moving.

* * *

Many of the boys were inquiring for Walter Armstrong, editor of The Canadian Grocer, who was away on his vacation.

* * *

What would a Snack be without Sol. He looked immense in kilts and used a broom for a sporan.

The Snack resembled one huge, happy family picnic. The verdict returned was "The best ever!" There will be no appeal.

* * *

Will White, former member of the executive, now living in Vermillion, Alberta, was wired the regrets of the club at his absence.

* * *

Jack Wildfong, of Gordon Mackay, a director of the Commercial Travelers' Association, was on hand early. It was Jack's first visit, but he says he'll never miss a snack again.

* * *

The bonfire and freworks display which were held after the concert made a fit ending to a glorious night. As a home secretary, Bob Algie has them all skinned. He forgets nothing.

* * *

Some members of the defeated baseball team were unkind enough to say that the Colonel's knowledge of the game antedated the new rules. And yet his decisions were perfectly satisfactory to the winners. Incomprehensible!

* * *

A telegram was received by Bob Algie from George Nicholson, familiarly known as Big Nick. Nick was in Vancouver, B.C., and wrote "Sorry not with you. Success is my wishes to all."

* * *

Mr. and Mrs. F. J. White, of Melagama Tea, were interested spectators of the games. Bill Meen, who travels for Melagama, was very much to the fore in the races. He won several firsts.

* * *

Mike Malone, the new president, has his work cut out for him for next year's snack. This one was so good. But everyone knows Mike, and when the time comes he'll deliver the goods.

* * *

Nowhere is there anybody just like Bert Menzies. During the Friday night serenade he kept the town alive and sleepless by pounding the kettle drum. He made up in energy what he lacked in artistic feeling.

The Blue Ribbon Tea hockey-broom match, under the able direction of George Campbell was an unqualified success. Many brooms were broken, but no skulls. The single ladies won fittingly by a single goal.

* * *

Col. E. E. W. Moore, whose kindly presence was so greatly missed at the snack, telegraphed to Jack Charles:

Drummers' Snack—Bay Hill, the Hamilton Dockstader.

"Sorry, cannot be with you. Best wishes for record snack." That his wish came true is now ancient history.

* * *

Bay Hill, the Hamilton Dockstader, was largely responsible for the success of the concert. Bay was made up as an old nigger, and acted, as well as looked, the part. With Bay Hill and Bob Asher as the Hamilton and Toronto secretaries, the success of the next snack is already assured. They are untireable.

Drummers' Snack—The members in session.

Bill Colville, as a games starter and general sports director, holds the belt. He is energy personified.

* * *

John B. Nelligan surpassed himself in "The Darkey's Dream." But he says he can write something better for next year's snack.

CLEAN PRODUCTION.

"The English have many religions," a witty Frenchman once observed, "but only one sauce." If this gentleman had studied at all closely English manners and customs, he would have found that sauces were just as numerous and varied as the religions. Among the most popular of these various brands, however, Mason's O.K. Sauce occupies a strong place, its qualities of excellence being recognized wherever used. A peculiar fact in connection with its manufacture is that the ingredients used come from all parts of the world. The factory itself is a point of interest to the visitor, who is always welcome. The bottling pans, for instance, are all of white enamel and the scouring and thorough washing of the bottles by modern machines is also interesting. Indeed, the company's works at Chelsea might justly be termed an almost model factory. As a result of the purity and excellence thus secured and by a judicious advertising campaign, the sauce has secured an enviable reputation.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

GALT.

Business is brisk in grocery circles at the present time. The fruit season has commenced, and everything points to one of the most successful seasons on record. The strawberry season, which is just over, has been shorter than in previous years, and the price higher. It is an undoubted fact that strawberries are not grown in the western part in such quantities as are produced in the eastern portions. Your correspondent recalls the time when he resided in the vicinity of the Bay of Quinte, when strawberries of excellent quality could be obtained for four cents per box in unlimited quantities. The market days would bring thousands of crates to be disposed of, and this in spite of the fact that canning factories were very numerous and made a strong bid for the supply. There are no canning factories of importance in western Ontario, and yet the fact remains that strawberries this year never reached a lower figure than 7 cents per box. It is quite possible that the climate in this portion of Ontario may have some effect on the price, but this fact should not account for the great difference in price. Probably the main reason for the western Ontario prices is the law of supply and demand.

* * *

Everybody in Galt is getting ready for the Old Boys' Reunion on August 7, 8 and 9, and any former resident of Galt who may peruse this notice is heartily invited to come and bring his friends. Among the attractions will be eleven first-class bands, half a dozen vaudeville companies, an Eastern League baseball match between Toronto and Buffalo, lacrosse and football matches, parades, etc. The town will be beautifully decorated, the merchants taking an active part in the reunion arrangements.

* * *

A local merchant, in conversation with your correspondent to-day, made mention of the report of the Retail Merchants' convention in Hamilton given by The Grocer. "In addition to the excellent report," he said. "and the benefit we derived from reading it, it gives us a very clear idea of the value of a Retail Grocers' Association in Galt." The speaker referred particularly to the address given by John C. Green, secretary of the National Association of Retail Grocers in the United States. "I wish," he said, "that every grocer in Canada could read that address. It was full of sound practical advice, and would do more for the grocery trade in general than any amount of moralizing."

Allan Deans, of the firm of Deans & Walker, was asked to-day if Galt had ever been troubled with the trading stamp nuisance. "Yes," he said, "there was a time when this trade destroyer took possession of certain establishments in Galt, but luckily the parties saw their danger, and the scheme was dropped. It has been many years now since the trading stamp was in vogue in Galt, and I sincerely hope that it has been dealt a death blow."

* * *

In spite of the agitation that once promised speedy results, the clerks in Galt still work every day and all day long during the hot summer weather. It was owing to the action of a number of so-called public-spirited citizens that the scheme did not materialize. There are a certain class of merchants in Galt, and in every other town and city, too, who, rather than close their stores for half a day, would rather think of remaining open on Sundays. Such are the citizens who are not missed when the sword of fate swings in their direction.

* * *

Joseph Zuccaro, the genial Italian fruit vendor, still makes his weekly trips to the surrounding villages to supply the inhabitants with fresh fruit. Since his last escapade with a monster groundhog Joseph refuses to travel the unfrequented wilds without a companion.

The Galt Saturday market was largely attended and the buying was brisk. New potatoes made their first appearance and were sold at 45c. per bushel. New carrots, beets, etc., were also much in evidence. Egge and butter were each 20c., while scattered quantities of strawberries could not be obtained at less than two boxes for 25c.

The grocers in Galt are much interested in the action of the Customs Department in ordering that all tea under 10 cents in value be admitted for analysis by the tea testing department. The local grocers feel that the action will result in cleansing the market of all impure brands.

HAMILTON.

The boom in this good town grows apace. New industries are cropping up all over the city and real estate is going higheri all the time. Hamilton is reaching out for a hundred thousand population in a short time and I guess we will get there. Business in all lines is brisk. The old established firms in dry goods, boots and shoes, hardware, etc., are not meeting with any new competition, but in groceries it is different. Wherever a lot of new houses are built, a corner is left for a grocery, and it is usually taken up as soon as the building is finished, so that the competition in this line is keener than ever. A good deal of comment is made by the older grocers on the ease with which these new comers receive a line of credit from the wholesale houses, and the only remedy seems to be a better organization, that would be able to enter a protest against the setting up of new stores in districts where the business is already overdone. A man with two or three hundred dollars finds no trouble in securing a stock of from five hundred to a thousand dollars in a few months, and in rare cases only, does he ever succeed in getting from under the domination of the house that started him. This is one of the grave situations that the independent grocer has to meet, and it seems to me that nothing but united effort will stop the wholesaler from running supply stores.

Our genial grocery travelers are now taking their annual holidays, and the retail men miss them very much. We really do not appreciate these good fellows until the holiday season is on—and then we are lonely without them. They are all out now for a good time, "Jimmie" Price the stalwart of the party has recovered from his recent illness and he is making the most of his leisure moments. Alex. Fraser is looking after the Red Mill, and in spare hours catching black bass at the beach. George Corley as usual is talking about his dogs, which are the pride of the west end. Gow and Stratton are away and Billie Ortton is looking brighter than ever. Hamilton's grocery travelers are a lot of bright young fellows and are much liked by the trade.

Our market, the best in Canada, is now in for fruit in good earnest, hundred of crates of raspberries and currants being on sale. Early peaches, tomatoes, celery, and all the good things of the season are now coming in, but this year they are from 50 to 100 per cent. dearer than last, so the man with a small income finds it considerably harder this year to put up fruit than ever before. That old bugbear the cost of living too, is staring most of us in the face and making us wish for an increase in salary, and to the dealer a wonder if it would be possible to get a little more profit on the goods sold.

The big convention of the Brotherhood of Locomotive Engineers and Firemen will meet here early next month. 3,000 delegates are expected, and elaborate preparations are being made for their entertainment.

Hamilton grocers are very proud of the success of their picnic and very nice things are being said about the capable chairman, James Main, and the grocers think he is the best yet. It is proposed to ask the mayor to present him with

the freedom of the city. The returns of the outing are not all in as yet, but it is hoped that the affair was a financial success. Great credit is due the G.T.R. and the T.H. & B. Railway Co.'s for the able manner in which they handled the immense crowds.

LONDON.

Lind, Kerrigan & Co. are now moving into their new warehouse, the premises on Clarence Street just vacated by Gorman, Eckert & Co., and by Monday next expect to be fully settled there. It is just about six years since this firm started in business and in that time their trade has grown to such dimensions as to rank them among the leading wholesale grocers of Ontario. For some time they have been seriously handicapped through being obliged to operate three separate warehouses. This has now been overcome as in their new quarters they have the finest wholesale grocery warehouse in Western Ontario with a floor space of over 35,000 square feet and the best of shipping facilities. In addition the warehouse is located quite close to the G.T.R. passenger station, a convenience of no small importance to customers from outside places. The firm will have a thoroughly equipped spice mill and be thus enabled to grind and prepare their own spices. With improved facilities, Lind, Kerrigan & Co. may be expected to speedily push further in the front, for their enterprise is of a character that will not stand still.

* * *

Gorman, Eckert & Co. are now pretty well installed in their new premises in the east end of the city, extended reference to which was made some time ago. Here they have facilities that are up-to-date in every particular, and their increased success is assured.

* * *

Local retailers are discussing among themselves the advisability of holding a big picnic next summer in which all the grocers of Western Ontario might join. There is somewhat of a divergence of view on the subject. For instance, President Harry Ranahan, of the Retail Grocers' Association, is greatly struck with the idea and thinks such an outing would have excellent effect in bringing those in the trade to this part of the province together in a social way. On the other hand, Mr. Ed. Ryan, a prominent member of the association, is of opinion that a better plan would be to combine business and pleasure and make a convention of grocers the main feature of such an outing. By this means there could be an exchange of views on matters of interest to the trade and the presence of ladies would add to the social enjoyment, and this suggests the question whether or not affiliation with a provincial association would be of advantage to the grocers of London.

* * *

Grocery travelers are all off on their holidays, and will give the retailers a rest for two weeks. Meantime mail orders are coming in in fair numbers.

* * *

Discussing the sugar situation this morning a local grocery broker declared sugar to be a greater mystery than ever. "So much doubt is there as to the tendency of prices" said he, "that no one can tell whether sugar will go up or down, and for that reason dealers are buying merely from hand to mouth, and in view of the poor supply and high prices of small fruits, their needs are by no means large for this time of year." Brokers' advices show an advance of 1c per lb. for low priced grades and fine are very firm. All seem to have an advancing tendency.

* * *

The local grocers spent a most enjoyable afternoon at Springbank on Wednesday last. The baseball match between the storekeepers and clerks resulted in a win for the former, the score being 12 to 11. The presentation of prizes to the handsomest grocer and clerk also took place. The last Wednesday in August will see the close of the mid-week half holiday and the grocers will mark the occasion with a grand field day at Springbank, where a programme of sports will be carried out.

* * *

Among the bowlers who attended the annual tournament of the Western Ontario Bowling Association the week before last were quite a number of grocerymen, and to a grocery broker belong the distinction of winning premier honors. James S. McDougall, of this city, skipped the rink that won the Labatt trophy, the blue ribbon of Canadian bowling honors, which now becomes the property of the London Rowing and Bowling Club, they having won it the necessary three times. On two occasions Mr. McDougall acted as skip and was a member of the other winning London rink. No other bowler in America has such a record.

CHATHAM.

The scarcity of fruit, mention of which was made last week, still continues. Raspberries are scarce, such as do come in readily selling at 15 to 20 cents per box. Other fruits are just as scarce. As a result, sales of sugar are largely affected, that article being much slower this year than for many years past. It looks, also, as if grocers would have to carry over a good share of their stock of jars till next year

* * *

St. Clair St. is to have yet another grocery. The latest aspirant is Chris. Farrell, who has purchased the building for some time past occupied as a meat shop by R. I. Weaver. Mr. Farrell intends to move the old building several blocks up, to face on Lowe St. He will make quite a few improvements to the building, put a brick foundation under it, and start a grocery. Farrell thinks that the advent of the Wolverine Brass Works to the vicinity and the opening up of the McKeough property into building lots will considerably widen the present St. Clair St. field. Mr. Weaver moved into his now premises on Monday.

* * *

On Monday last, W. M. Murdock, Gray St., disposed of his grocery business to A. L. Cummings. During his residence in this city, Mr. Murdock has made many friends, and has proven himself a shrewd and progressive business man. He leaves shortly for New Ontario, where he has considerable interests. The new purchaser formerly traveled in the interests of the I.O.F. and has resided in this city for a couple of years past.

* * *

Grading on the C.W. & L.E. extension to Lake Erie is progressing rapidly, and is now practically completed to Cedar Springs. Within the city, the Raleigh St. branch has been completed, and the first car crossed the G.T.R. tracks on Thursday night. The car will be used south of the track in connection with the construction work. The laying of the ties south of the G.T.R. is progressing rapidly.

* * *

The city has instructed City Solicitor Lewis to enter an appeal against the decision of Magistrate Houston regarding the transient trader case against Benjamin Brody. The magistrate, it will be remembered, dismissed Brody on the ground that the $100 license fee was a prohibitory one. An appeal has now been entered, and the case will come up at the divisional court in Toronto some time in September. The outcome will be of widespread interest, as settling the question of what a "prohibitive" license fee is.

* * *

At the Baptist parsonage, Wallaceburg, on Thursday afternoon, Robt. J. Broad, formerly of Jos. E. Capman's butcher shop and now traveler for the Canadian Packing Co., of London, was united in marriage to Miss Eva Crombie of Chatham. On their return from a wedding trip up the lakes, Mr. and Mrs. Broad will take up their residence on Forest St., Chatham.

* * *

The residence of John O'Mullin, the Taylor Ave. grocer, was struck by lightning during a storm Wednesday afternoon. The bolt brought down considerable plaster, and Mrs. O'Mullin suffered somewhat from the shock.

* * *

R. O. Knight drove out through the country to Kent Bridge last week. He reports that crops in that vicinity are looking splendid, having been helped materially by recent showers.

"Beans," said the ex-grocer, "are not much of a crop, as they were put down and out by the recent frost. Wheat, wherever there is any, is only fair, and much of the crop is already being cut. Oats are now coming along very nicely, although it was feared they would be affected by the long drought. Corn and barley are both splendid crops. Everything considered, I think the farmers have every reason to feel satisfied at the prospect."

* * *

In reference to the fruit crop, Hugh Malcolmson, president of the Kent Canning Co. stated the other day that the

season for canning fruit should just be opening up, and the canners just beginning to get busy. Instead, the factories in which Mr. Malcolmson is interested have about 40 per cent. of their work for this year already done. The strawberry season is already over, and the canners can see the end of the season coming pretty close this year. Mr. Malcolmson has 340 acres of field corn, however, which is looking the very best, and which will give a good and satisfactory yield.

* * *

Gaspar Tavata, the Italian fruit vendor, who left the city some months ago as a result of being mixed up in a scrap with a rival, Zakoor, returned last week. He has squared things with his lawyer and his securities, and has purchased a house and lot on Queen St. where he intends opening a fruit store.

* * *

The Wallaceburg sugar factory has closed down for a couple of months, until fall, when the beet campaign will open. The company will, during the summer, erect an immense warehouse for the storing of dried beet pulp, and will double the capacity of the pulp drying equipment, as this product is now in ready demand as a stock food.

* * *

A canning factory is to be erected on Pelee Island, the municipality giving the industry financial aid.

* * *

The warm weather of the past two weeks has put a different aspect upon the tobacco question in Kent. Most of the farmers are through with transplanting for this season's crop. Many have begun hoeing, some are through for the first hoeing, and a few have commenced to hoe a second time. It is no difficult matter to hear some of the farmers talking of tobacco that is six to eight inches high or better. But so far as my observation goes tobacco that stands, on an average, six inches high would be a very good average, and for the time the tobacco has been set I think that would show a good growth.

* * *

Reports from South Kent state that the crop outlook is 100 per cent. more encouraging than a month ago, the various crops promising much better than was expected.

Beans are coming along finely, and only depend upon the weather not being too dry to make this, the crop for which South Kent is famous, quite up to the usual mark. Vegetables are away behind previous years; and potatoes are half the usual crop.

* * *

G. E. Smith, one of the best known fruit growers on the Lake Shore, lost his life in a shocking accident at Cedar Springs Saturday afternoon. He was engaged in loading wheat when he was struck either by a disengaged pulley or by the taut rope. He died about an hour afterward without regaining consciousness. Mr. Smith was about 70 years of age.

After ten years of successful business in Dresden, Baxter & Son have disposed of their bakery to Nelson Perry & Sons, of Courtright. The new proprietors take possession Sept. 1st. "Ab" Baxter was a leading spirit in Dresden baseball circles, and will be greatly missed.

J. Elgie has purchased the butcher business at Dresden formerly conducted by W. P. Forshee.

Chas. Jeffrey, of Blenheim, whose grocery was recently visited by fire, is conducting a big "slaughter fire sale" with quite a few conspicuous bargains.

Mrs. Pauline Peck, carrying on business at Jeannette's Greek, near here, as a general merchant under the name of F. C. Peck & Co., made an assignment last week to G. W. Sulman of this city, for the benefit of her creditors. The creditors' meeting will be held at the offices of Wilson, Pike & Gundy, assignee's solicitors, on Aug. 9.

Geo. Irwin Mackenzie and John A. Mackenzie, who under the firm name of Mackenzie Bros., have been carrying on business here for a year or more as confectioners, on Tuesday morning made an assignment to bailiff C. J. Moore. There are some 20 claims against the firm. The assets are reported to be inconsiderable. The creditors' meeting will be held here on Aug. 12.

GUELPH.

The fall wheat harvest started around here in earnest this week. H. W. Ironsides, merchant at Schaw Station, states that he has his harvested and that it shocked up well.

Jos. Harris, the popular head clerk of the Noted Tea Store and China Palace, returned on Saturday after a week's well-earned rest.

The market Saturday was again slimly attended by the farmers. Butter and eggs again advancing in price. Eggs from 20 to 22 cents and butter quite firm at 20 to 23 cents. The fruit market also was poorly attended and the fruit being scarce, the prices were kept up. Cherries brought as high as $1.50 a basket and raspberries 15 cents a box. The Hamilton men refusing to take orders for this week at anything less than 15 cents for raspberries.

The Salesmen and Clerks' Association report a balance in the wrong direction of $25 on the excursion to Hamilton, and are going to give an afternoon and evening programme of sports, etc., in the Exhibition Park on the 15th of August, which is expected to put them in good shape again.

Tuesday's fruit market was again limited to two loads which were picked up quick. Cherries bringing $1.30 and raspberries dropping ½ cent less than Saturday. Cucumbers were only 50 cents a basket for the first time this season.

* * *

The new postal delivery system in Guelph is still sleeping at this end of the line. The Government are ready, but our city council have not the streets numbered, or, in fact, named properly in some cases. With such good grocers as Aldermen McCrea and Simpson, and several other merchants in the council who are noted for their business ability, we should expect a better showing.

* * *

A new idea is being tried by J. D. Moore, of Waterloo and Galt, of supplying the trade with butter, eggs and cheese, sending a waggon through once a week, on a Friday. But it is not likely to be a success here in the summer time, as far as butter and eggs are concerned, especially on a Friday, as the grocers are glad to have their stock low for Saturday. We never have what you would call a great scarcity of either with the telephones and trains so handy, also so many small towns to draw from in this neighborhood. We wish them success, however.

KINGSTON.

The Kingston Old Boys of Ottawa held an excursion to their old home so full of history last week. They enjoyed themselves and went home feeling happier for the visit.

The Kingston Old Boys' Club of Toronto sent fifteen coaches and filled up the old Limestone City. What hugging, kissing and handshaking of fathers, mother there was, of sisters, brothers, and sweethearts. No city, large or small, opens her arms wider or has a warmer heart to receive its children, even prodigals, than the dear old city of maples.

* * *

The Grocer of last week was a spicy edition and a vote of thanks and some fruit is due the staff for bringing Winnipeg's Pure Food Show before us. I am sure every merchant spent an hour looking at the fine cuts of exhibits and of some of the leading men of the day connected with the trade.

* * *

H. S. Putnam of North Dakota, is home on a visit. He first worked for the late Mr. Hawkins of Seely's Bay, afterwards with J. Gilbert, then with D. J. Laidlaw, dry goods merchant. He has prospered in the west and intends going back to Grand Forks, where he intends taking a divinity course.

* * *

Grant Pyke, the great strawberry man, has been on the sick list. He finds it difficult to get good help. He has had an enormous crop. D. B. Gage, grocer, of Montreal Road, is doing a good business. He owns a good horse and rubber-tired runabout, and employs it.

* * *

James Lawless, a new beginner in the grocery line, is a hustler. He is working up a good trade.

* * *

Larry Murphy, the cheese king, reports cheese steady. He expects higher prices as the prospects for hay are very poor.

* * *

"Can't get enough new potatoes to fill orders," is the cry of all the grocers here this week. "And the old boys coming, what will we do?" They are selling here for $1 a bushel. All other fruits are plentiful. Beans, peas, carrots, beets, turnips, celery, etc. Kala-

mazoo celery comes in all heated and does not keep..

* * *

What a difference there is in the prices some firms charge on the same goods. I sent to Toronto and got a case of lemons, $5.50 and freight, $5.75, laid down. My clerk got a better quality of lemons from a local house for $4.75. I felt like 9 cents.

PETERBORO.

E. F. Mason & Co. have started to advertise and each Tuesday will offer special prices on certain lines of goods. The first bargain day was last Tuesday and it was very successful.

* * *

The representative of the Retail Merchants' Association was in the city a few days ago collecting the annual membership fees. He called on all the members and the majority of them maintained their connection with this worthy organization. An effort was made by several officers of the local organization to have an executive meeting called for the purpose of having a local agent appointed, as it was felt that he could secure many new members and at the same time work up enthusiasm among the merchants to a greater extent than an outside man would do. The president of the local association, however, did not take this view and did not call a meeting. As a result the society is short in the annual revenue. There are a few merchants in the city who are interested in the work of the Retail Merchants' Association and would do and are doing all they can to advance its interests, but they are handicapped by a few non-enthusiasts in the organization who are content to stay in the old rut.

* * *

For some time the people of the city have been complaining about the high prices asked for butter and eggs on the Peterboro market. Last Saturday the market opened at 20c., but dropped to 19c., and a few to 18c. Even at these prices the people are paying too much, and are paying more than they are asked at the stores. For more than two weeks the ruling prices at the stores have been 17c. and 18c., and yet the citizens go to the market and encourage the farmers to keep the price on the local market as high or higher than it is on the Montreal or Toronto markets. The grocers in the city are doing the best they can to keep the prices down. They buy in the country in large quantities and sell them at a cent or two less than the farmers ask. But the farmers get so much on the market that they will not sell to the grocers at any less, thus keeping the price up all around. A fair price for eggs during the spring, summer and early fall would be 15c., but not more than that, and the people should refuse to pay any more. A well-known housewife said, when spoken to, "How do we know that the stores are selling fresh eggs at 17c. or 18c. I for one never see an advertisement in the paper from the grocers and I haven't time to run from one store to the other until I find those selling at the lowest price. I read the papers and am always watching for advertisements, but when the grocers do not advertise eggs at 17c. or 18c., I naturally suppose they are charging the same as the farmers."

* * *

Your correspondent happened to walk into P. Connal & Son's store the other afternoon and found Jos. Connal busy turning out several batches of coffee. He was stocking up so he could get away to the lakes to spend a couple of weeks' holidays. Mr. Connal has been roasting and blending his own coffee for many years. He learned the business from his father and by good, hard study, and as a result he is to-day one of the best coffee men in the province. He not only knows how to roast and blend coffee, but he is well versed in green coffees and can buy to advantage. Then by his knowledge of this important branch of the grocery business he is in a position to give the public better coffee, a greater variety of coffees, and he saves considerable money, which, at the end of the year, amounts to a good sum.

In speaking of the grocers roasting their own coffee, Mr. Connal said he could not too strongly advocate it. He has made a success of it, and would not buy coffee from the wholesale men, as the great majority of retail men do, for anything. In the first place, he said, the man who does his own roasting,— saves at least five cents a pound. He knows what he is selling to his customers and he can cater to their individual tastes. For instance, one person likes one blend and another likes something else. One likes it strong with a dark color, and another likes a medium coffee with a nice amber color. Once a customer gets a coffee that is satisfactory, he can continue to give the same article. The grocer who buys coffee already roasted cannot depend upon getting the same thing a second time, and he is not in a position to make up a new blend, as he knows nothing about it.

Coffee is harder to handle than tea in many respects. There are so many grains that resemble each other in size and appearance that a cheap grain might very easily be bought for an expensive grain and the difference would not be detected until the goods were sold and the customers began to kick. The roasting is a difficult proposition, too, as it is hard to get a batch turned out just right. If a batch, which is usually about 40 pounds, is done a little too much it is lost. If it is under done it is also lost and at, say 50c. a pound, it means $20. But when a man can turn his coffees out right every time he will make money.

Between Toronto and Montreal there are probably only three men roasting their own coffee, one in Kingston and two in Peterboro, Mr. Connal and Mr. Hamilton. Others have made enquiries about it, but the only way to learn the trade is to get with someone who understands it. Reading books and letters are no good. It requires practical knowledge, but once it is accomplished it means money.

WOODSTOCK.

Wild raspberries are beginning to appear on the market. The season promises to be a good one for this fruit of which immense quantities are cultivated throughout this district. Haying is about finished. The crop on the whole was a good average one. Complaints are made that the oat crop is almost ruined, apparently by a blight. One explanation is that it has been attacked by a little green bug. Whatever it is, it has done an immense amount of damage. "I haven't seen a decent piece of wheat left in the whole district," said one man who has been traveling extensively.

* * *

Grocers generally report that the present season has been a very good one. Trade has been up to the average and times are good, so that they have not had to worry about collections more than usual. If they all adopted the cash system, they wouldn't need to worry at all. It is difficult in the hot summer months to keep a store looking clean and tidy, but for the sake of the statement of receipts at the end of the month it must be done. There is too much of a tendency to let things slide, to get along with as little work as possible, and the result is, if this inclination is yielded to, that the premises soon look dirty and the stock unappetizing. This soon has its effect with discriminating people, who will at once look for a new place at which to deal. A grocer who wishes to hold his trade must not relax his efforts during the hot summer months. That is just the time he must put forth unusual efforts to hold his trade. His efforts will be well rewarded. People appreciate what is done for their benefit, even if they do pay for it.

Another thing grocers may do to attract summer trade is to keep on hand a supply of fruits in season, fresh and palatable. These will attract custom just as surely as will live newspader advertising.

(Additional correspondence on page 52.)

NOTES.

Halliday & Carlisle have bought out the dry goods and grocery business of J. E. Brooks & Son, Indian Head, Saskatchewan.

White & Co. have received three cars Texas, Elberta peaches in six-basket crates. Prices range from $2.25 to $2.75 per crate.

J. J. Pickup, for two years connected with Shaw T. Nishamura, Montreal, has joined J. L. Watt & Scott, Toronto, and will look after their Japan tea business.

Canadian trade with the Antipodes continues to expand. The Steele, Briggs Co., Toronto, shipped a large order of Scotch green peas to a firm in New Zealand last week.

The arrivals of California fruit the past week totalled five cars, all of which were handled by auction.. All varieties are in keen demand, owing to the scarcity of local fruit. Pears sold $3.25 to $3.50; plums, $1 60 to $2.40; peaches $1.40 to $1.90.

THE CANADIAN GROCER

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The

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Limited.

JOHN BAYNE MACLEAN - - *President*

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WESTERN POSTAL SERVICE.

Complaints of inadequate postal service are still heard from all parts of Western Canada and lately the Winnipeg Free Press devoted an entire page to the extracts from complaints from subscribers as to late delivery of their papers. Every other paper circulating in the west could tell a similar story and western businessmen are suffering serious losses through delays in the delivery of their correspondence.

At the recent convention of the Associated Boards of Trade of Western Canada this grievance came up for discussion and a strong resolution was passed calling the attention of the department to the serious state of affairs now existing. In the course of the discussion F. T. Fisher, ex-secretary of the Edmonton Board of Trade, told how the trouble had been dealt with in Edmonton and his remarks pointed out a remedy. One year ago Edmonton had probably the worst postal service of any town in the west and the businessmen were loud in their complaints. But complaints that are not specific seldom accomplish much and this is the reason why the west has been complaining so long and getting so little redress. The Edmonton Board of Trade took the matter up in a businesslike way and soon accomplished results. The secretary requested the businessmen of the town to give him the envelopes of all delayed letters received. Soon he had a vast collection of envelopes, the post marks on which showed long and vexatious delays in delivery. These were forwarded to the department authorities and very soon an inspector was in Edmonton looking into the matter and investigating the causes of all these delays. Edmonton businessmen established conclusively the fact that they had a serious grievance and to a great extent that grievance has been redressed.

The Edmonton plan might, with advantage, be followed in every town in the west and specific complaints of this kind could not possibly be overlooked. If the readers of this paper would go to the secretaries of their local board of trade and induce them to collect evidence of inefficient postal service according to the simple, direct method followed by Mr. Fisher in Edmonton, there would soon be in the hands of the postal authorities a mass of evidence that would compel instant action.

ORGANIZATION.

Without organization the retail grocers cannot advance their position as purveyors of food stuffs to the people of the Dominion. Every year a larger percentage of the foods consumed are made in factories and must pass through the retail grocery store to the consumer. Organization would greatly increase the influence of the retailer with manufacturer, wholesaler and consumer and with Parliament in the making of food laws. It would also enable control of those retailers who disregard their responsibility as purveyors of food stuffs. Indeed, without organization the retail trade is practically a negative quantity.

This is viewing organization over a wide area; even more important is the local view, the reforms and improvements to be effected by the men in the single community getting together. The larger organization must be built upon the smaller. The local organization must be founded in the beginning upon the disinterestedness and farsightedness of one or two retailers.

LIGHT WEIGHT BREAD.

A large number of Toronto grocers were fined last week for selling light weight bread. It looks unfair on the face of it to make the grocer responsible for the sin of the baker, or rather bread manufacturer. This action is in line with the policy upon which the pure food law is based, holding the vendor responsible for the goods he sells. In regard to bread the grocer's remedy is very simple—weigh the bread. The retailer stands next to the consumer and he should know the quality and in such things as bread the quantity of the goods that go over his counter. It is necessary to the diguity and standing of the retail trade that it should take this responsibility. It will raise the grocer in the opinion of the public, make him a larger factor with the manufacturer and greatly increase his influence, when organized, in shaping the food laws of the country.

COLD STORAGE MAKES ITS MARK.

The Canadian exhibition of fruit at the Dublin fair was greatly admired by the King and Queen. This is the best advertisement it could have had. The Queen at first thought the fruit must be artificial, it was so large and fine, and the astonishment of both of their majesties was great when they were informed by the Hon. Sydney Fisher that not only was the fruit real and eatable but that it had been preserved in its present perfect state in cold storage since last year.

Hon. Sydney Fisher, who, more than anyone else, is responsible for the inauguration of our cold storage system whereby we are enabled to transport cheese and butter in perfect condition over almost any distance, explained to their majesties that it was his intention to extend the system to fruit and fish, and in this way to keep a steady and constant supply of these commodities over the whole country at as uniform a price as possible.

The United States obtain a considerable portion of the Canadian fish trade at present, largely through the absence of any adequate system of cold storage transportation, and it is high time that this state of affairs was improved. The possibilities for development of our fruit and fish industries are tremendous and can be brought about by the adoption on a large scale of the cold storage system.

GROCERS' DEMONSTRATION.

Keep in mind the proposal for a joint grocers' picnic and demonstration in Ontario next year and send your views to The Canadian Grocer for publication. We want to express the sentiment of the trade in regard to this important matter. We believe such a gathering would be in the interest of the trade as a whole. What do you think? Send us your views in a line or a column. Remember that through The Grocer you are addressing its thousands of readers.

LEA'S

The Pickle with the Home-made flavor.

A Canadian Pickle of quality.

PICKLES

LEA'S

Made from Mrs. Lea's
Home-made recipes.

Made in Canada from Canadian products.

PICKLES

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Canned Goods—New prices.
Apricots—Very high.

Montreal, August 1, 1907.

Wholesalers report business brisk for this period and say they are quite satisfied with the trend of events. They do not find it difficult to make collections and are looking forward to a good fall trade.

All the trade are talking over the new canned goods prices which have been issued. Strawberries are high, so high that the retailers will be forced to sell them at 25c a tin, so that demand for this variety will necessarily be limited. Cherries are unchanged, while black currants are advanced. Red also are higher. Nothing has been given out which would indicate what prices will rule for corn, peas and other vegetables. Sugar is steady. Some are complaining of the competition they are meeting on the part of western manufacturers. The latter can undersell Montreal wholesalers considerably. Apricots are very much advanced over last year. Prunes are steady. Some Australian raisins are on the way to Montreal, and it is expected they will cause some drop in prices here when they arrive.

SUGAR.—Sugar is steady this week under a very good demand. Quite a large number of sales were made last week.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 09
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES.—Molasses is unchanged, being in steady demand. Syrups are slow.

Barbadoes, in puncheons	0 29	0 31½
" " fancy	0 30½	0 33½
" " extra fancy		0 35
" in barrels	0 31½	0 33½
" in half-barrels		0 34
New Orleans	0 22	0 36
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 3½ lb pails		1 60
" 25 lb pails		1 15
Cases, 2 lb tins, 2 doz per case		2 25
" 5-lb. " 1 doz. "		2 55
" 10-lb. " ½ doz. "		2 50
" 20-lb. " ¼ doz. "		2 45

TEA.—Japan teas are of paramount interest in the market just now and considerable business is being done considering the season is just between the second and third crops. There is little information cabled relative to third crop teas as it is yet too early to wire anything definite. All Japans, however, are firm and few lots arriving. Anything coming to hand in New York is easily disposed of, while lots coming in here do not last long. Good Japan siftings are practically unobtainable. Cheap Ceylon and India blacks are up, London reports indicating an advance of 1c and upwards on that market. New crop China greens are reported 10 per cent. to 15 per cent. higher than last year. Young Hysons are selling at an advance of 1½c.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common		0 18
Common	0 16½	0 17½
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15½	0 20½
India—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEES.—There has been no material change in the coffee situation since last week. A fair trade is passing at prices quoted hereunder.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

Dried Fruits.—Prices that have been given out on new apricots are very high and will make the cost to the retailer 30c and over, against the former price of 21c up. Nothing official has been given out in connection with peaches and pears, evaporated, but probabilities are that they will run from 17c to 22c. There is reported a drop in outside prunes in California, which will mean a 10 per cent. to 25 per cent. decline in the yield this year. Following will give some idea as to what new prunes are about to cost the retailer: 30-40, 12c to 13c; 40-50, 11c to 12c; 50-60, 10c to 11c; 60-70, 9½c to 10½c; 70-80, 9c to 10c; 80-90, 8½c to 9½c; 90-100, 7¾c to 8c. There is nothing particular in the raisin market except that some Australian raisins are on the way to this market, and will be sold at prices much better than those now ruling here. They were bought in London.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08½	0 09
Selected, per lb	0 09	0 10
Layers, "		0 10
Dates—		
Hallowees, per lb		0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		0 13
Choice seeded, 1-lb. pkgs	0 12	0 13
Loose muscatels 3 crown	0 10½	0 11
" " 4 crown	0 11½	0 12

Prunes—	per lb.	
30-40s		0 08½
40-50s		0 07½
50-60s		0 07
60-70s		0 06½
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 07½
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 07
" " 90-100s		0 06½
" " 100-120s	0 05	0 04½

Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08½
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb. cartons		0 09
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages	0 08	0 08½
Sultana Raisins—		
Sultana raisins, per lb	0 13½	0 15
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown	0 06	0 06½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30

EVAPORATED APPLES.—Demand is slight and price is unchanged.

Evaporated apples, box 50 lbs	0 09

SPICES.—Spices are quiet, demand being small. There is nothing of importance to report concerning the primary markets.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Coohin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

BEANS.—Beans continue very firm. It is difficult to buy anywhere under below quotations as some talk is going around of a probable scarcity this fall.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 40	2 50

RICE AND TAPIOCA.—The rice market continues steady at unchanged prices. The demand is fair. The tapioca primary market at present is stiffer as regards price. Stocks continue light at unchanged prices.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 09 0 10

MAPLE PRODUCTS.—Maple lines are very slow. Practically no business is being done.

Pure maple syrup, bulk, per lb	0 [illegible]
Compound maple syrup, per lb	0 05
Pure Townships sugar, per lb	0 07½ 0 08

CANNED GOODS

MONTREAL—New prices are out on several lines and are the talk of the grocery trade. They were issued the latter part of last week, and are in most cases very high. Strawberries is the line causing the most talk, owing to the fact of there being no stocks held over from the last pack here, and also because of the talk of short crop. As will be noticed, quotations on this line are quite a bit above last year. Cherry prices are the same, while black currants, also red, are 10c. to 25c. higher. Rhubarb prices are 50c. to 75c. above 1906. Beets are advanced about 10c. Spinach is also considerably higher; no figures have been given out relative to peas, corn and other vegetables, while it is too early as well for certain fruits. There is talk of very short crop of strawberries, and some say that the canners will not deliver more than 45 per cent. of their contracts. These parties believe that they give this as one reason for the high prices, saying that the canners must endeavor to save something for themselves, since they contracted to pay 15c. a case for all undelivered stock up to 60 per cent. of the

order taken. On the whole, jobbers are not surprised at the high prices, but expect a necessarily limited demand for strawberries when retailers are forced to sell them at 25c. a tin. Not so long ago the best could be bought at $1.65 to $1,75. Quite a demand is reported for old salmon. Prices on new salmon is quoted 25c. to 50c. higher. New pack lobsters are selling at $12 to $16, which is $1 a case above last year. There is some complaint upon the quality of mackerel now offering; it is said to be anything but the very best. French mushrooms cannot be obtained anywhere, and it is not likely any will be offering during the next couple of months.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	....	2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard	....	5 90
Gals. " solid pack	....	8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard	....	6 75
Gals., solid pack	....	8 75
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals. standard	....	5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	....	2 25
2½'s, yellow	2 65	2 62½
3's, yellow	....	3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 52½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard	....	5 65
" solid pack	....	8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard	....	5 40
" solid pack	....	8 40
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's " preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50
VEGETABLE		
Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 10
2's, whole, " "	....	1 00
3's, sliced, " "	....	1 35
3's, whole, " "	....	1 25
Beans—		
Fancy brands	....	....
2's, golden wax	0 90	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)	....	0 90
Gals.	....	....
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27½

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Aug., 1907.

BUTTER — No change. Same prices rule.

CHEESE—Market steady in tone at old prices.

EGGS—Good average trade at 20c. dozen.

PROVISIONS—Situation unchanged.

Corn—		
2's	0 95	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

TORONTO—All canned goods are in heavy consumption. Following is the first published list of the Canadian canners this year, giving prices on certain lines of fruit and vegetables which will rule for the 1907 pack. This list represents the prices to the retailer. They are subject to the usual terms and conditions as provided for on the Canadian Canners' order forms. The list is dated July 25, 1907.

FRUITS.	Group No. 1	Groups No. 2
2's Black Cherries, pitted	$2 27½	$2 25
2's " " not pitted	1 77½	1 75
2's Red " pitted	2 27½	2 25
2's " " not pitted	1 77½	1 75
Gal. Red " pitted	...	8 90
Gal. " " not pitted	....	7 40
2's White " pitted	2 42½	2 40
2's " " not pitted	1 92½	1 90
2's Black Currants H.S.	2 02½	2 00
2's " " preserved	2 25	2 22½
Gal. " " standard	....	5 90
Gal. " " solid pack	....	8 40
2's Red " H S.	1 92½	1 90
2's " " preserved	2 12½	2 10
Gal. " " standard	....	5 40
Gal. " " solid pack	....	7 65
2's Gooseberries H.S.	2 27½	2 25
2's " preserved	2 50	2 47½
Gal. " standard	....	6 75
Gal. " solid pack	....	8 75
2's Pineapple sliced	2 02½	2 00
2's " grated	2 12½	2 10
3's " whole	2 82½	2 80
2's Rhubarb, preserved	1 77½	1 75
3's " "	2 52½	2 50
Gal. " standard	3 52½	3 50
2's Strawberries, H.S.	2 27½	2 25
2's " preserved	2 52½	2 50
Gal. " standard	7 77½	7 75
Gal. " solid pack	10 52½	10 50
VEGETABLES.		
2's Asparagus Tips	3 77½	3 75
2's Sliced Beets, blood red, simcoe	....	1 10
2's Beets, whole " "	....	1 00
2's " " rosebud	....	1 30
3's " sliced " simcoe	...	1 35
3's " whole " "	....	1 25
3's " " " rosebud	....	1 50
2's Spinach, Table	1 52½	1 50
3's "	2 02½	2 00
Gal. "	5 17½	5 15

ONTARIO MARKETS.

POINTERS—

Canned Goods—Prices for 1907 pack.

Dried Fruits—Prunes active.

Tapioca—Arriving.

Beans—Prohibitive.

Lemons—Very firm.

Toronto, Aug. 1st, 1907.

The feature of the past week's grocery markets has been the consistently heavy demand for canned goods, and the rapid disappearance of most of these lines from the market. The Canadian Canners have issued their first official intimation with regard to the prices which will rule in certain vegetables and fruits for the 1907 pack. A full list of these prices will be found on another page, and are well worth a comparison with last year's list.

Among dried fruits, considerable interest is being shown in prunes. This may be attributed to the uncertainity of deliveries on contracts for most lines of dried fruits and the high prices now ruling. Considerable interest is being felt by importers and jobbers in the experiment of placing Australian raisins on the Canadian market. Several samples have already been received and have created a favorable impression. The proportion of the fruit set aside for exportation, however, is quite inadequate to meet the demand which may be expected from the quality of the advance samples. It is understood that the Australian Dried Fruits Association regulate all foreign shipments, and that less than 60,000 cases of the new crop have been set aside by them for exportation this year.

TEA—The heavy demand in the United States, together with the short crop, have combined to put Japan teas out of reach, as far as this market is concerned. The crop is estimated to be 5,000,000 pounds less than the average yield. All Japan teas imported into Canada, especially for the last four or five years, have been of a grade intended to be retailed at 25 cents, but the tendency of the price during this period has been higher. This year it is higher than ever, so that only the commonest grades of Japan tea can now be sold at 25 cents retail, and that with less profit, both to the jobber and retailer, than was formerly obtained on better grades sold at the same price.

The market here is practically bare of cheap teas, but such demand as there is is for the lowest grades.

COFFEE—Trade is quiet locally, but there is an anticipation of higher prices in the near future. Willett and Gray, New York, say:

Some Santos firms report that the quality of the current crop is very unsatisfactory. It may, of course, improve later on, but the reports go to confirm previous advices that the unfavorable weather has not only hurt the quality but affected the quantity also. Generally speaking, the lower grades predominate in the stocks at Santos and Rio, and as there is a constant and increasing demand in those markets as well as here, for the higher qualities, it seems probable that the premium over the lower grades will continue to increase. During the past year the differences have widened in favor of the higher qualities and therefore any deterioration in the quality outturn of the current crop will work in that direction.

It has been reported frequently that the States of Rio and Minas abolish the surtax, but it can be just as positively stated that such is not the case.

The new crop receipts so far give no indication at all as to the size of the current crop. The movement to date is smaller than last year (crop total 19,654,000 bags) and smaller than same time 1905-06 (crop total 10,227,000 bags), but there is not much difference in the receipts to date on the three crops. A small crop can be harvested and brought down to the coast in the first three months nearly as fast as a big one, so in the this respect the movement gives no actual indication.

The crop estimates differ more than usual. The greater number of the exporters in Brazil have been almost unanimous in their opposition to the market and lean to the bear side, but it is a matter of fact that in previous years exporters adopted small estimates when they were bulls and large estimates when bears. By awaiting further developments oportunity will arise to gauge the crop by the actual movement.

The visible supply of the world on July 1st, 1907, was 16,399,954 bags, as against 16,551,708 on the same date a month ago.

SUGAR—The quiet tone of last week prevails, with no one willing to prophesy as to the future. Unsold stocks of raw sugar in Cuba are in small compass, and this will oblige refiners to obtain supplies from the full duty-paying countries, and to pay foreign values therefor. As a direct consequence of this the price of refined is expected shortly to go up. Reviewing the situation in raws for the past week. Willet and Gray say:

The week under review has been quite satisfactory in its course to holders of raw sugars.

The reduced receipts in the United States for several weeks with only 13,840 tons the present week, against 47,000 required for meltings, evidently set buyers thinking of consequences of much longer continuance of such conditions.

To relieve the situation buyers took advantage of a slight recession in Europe, causing increased offerings in raws, and came into the market, securing everything on offer for shipment and including some 80,000 bags of stored parcels.

Europe did not feel any demand from America, but, nevertheless, strengthened up to 9s. 9¾d. for beet sugar under unfavorable weather for crops, and closed quiet and steady at 9s. 9d., the parity of 4.04c. for Centrifugals at New York or, only 10 points above the basis of quotations here.

Cuba reports by cable the need of rains for the growing cane.

Naturally the American Co. were the largest purchasers for shipment during the late activity when some 150,000 bags Centrifugals were bought. The Federal and Arbuckle followed with purchases mostly from store, advancing the spot quotation to 3.94c. per pound for 96 degrees test, an advance of the week of 10 points.

The c. & f. advance of the week to 2 9-16 c., 95 degrees test, for August shipment, equal to 3.95c. landed for 96 degrees, represents 6 points, as well. The general conditions, tone and tendency all point to further improvement in due time.

The action of the refined market has been also satisfactory to buyers. The reaction in prices granted by refiners, notwithstanding the strength of raws, was appreciated by buyers and taken advantage of to increase their lines of stock, which is good policy.

Paris lumps, in 50-lb. boxes	5 15
" in 100-lb. "	4 85 5 05
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 45
Berlin granulated	4 40
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES AND SYRUPS—Little business is passing, and prices remain unchanged.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38
Corn syrup, bbl., per lb	0 03
" -bbls "	0 03
" kegs "	0 03
" 3 gal. pails each	1 60
" 2 gal. " "	1 15
" 2-lb. tins (in 2 doz. case) per case	2 25
" 5-lb. " (in 1 ") "	2 55
" 10-lb. " (in ½ ") "	2 50
" 20-lb. " (in ¼ ") "	2 45
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95

DRIED FRUITS—The Australian raisins, which are expected to appear on the market in saleable quantities within the next few weeks, have been the subject of considerable discussion of late. There is no doubt that for quality, size and flavor they are almost the equal of the new Valencia. For some time to come, however, it is improbable that sufficient quantity can be produced both to supply the home demand, which is heavy and satisfy the market here as well. At best, Australian raisins are not likely to become more than an alternative to the Valencia. The latter, being unusually scarce and high this year, have left an exceptionally favorable opening for the introduction of the new article to the Canadian market, but when one compares the small quantity set aside for export—about 600 tons or 50,000 cases—with the 3,500,000 boxes annually exported of Valencias, it is a reasonable prophesy that the Australian product will never supplant its better-known competition in this market. It may serve as a useful filler, in years when the new Valencia crop is late, and old stocks are cleaned up, but given normal prices and an adequate supply, Valencias will never be materially affected by the new arrival.

The Sultana crop promises well. Estimates now place the yield as high as 45,000 tons. They new Grecian currant crop is estimated at 20 per cent. larger than that of last year, conditional upon the fine weather holding till August 20th. Opening prices will be higher than might have been anticipated, for early shipments, on account of the large advance sales which have been made. When these are settled, moderate prices will prevail.

	Per lb		Per lb.
Prunes, Santa Clara—			
100-120s	0 05		
90-100s, 50-lb boxes	0 05½	70-80s "	0 08
80-90s "	0 06 0 06½	60-70s, 50-lb boxes	0 08½
Note—25 lb. boxes ½c. higher than 50 lb.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 06 0 15
Tapnets, "			0 03½ 0 03½
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07½ 0 08	Vostizzas	0 09½ 0 10
Patras	0 08½ 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana			0 12½ 0 1b
" Fancy			
" Extra fancy			
Valencias, selected			0 09½
Seeded, 1-lb packets, fancy			0 11½
" 16 oz. packets, choice			0 11
" 12 oz. " "			0 09
Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairs	0 04	" choice	0 08½
Domestic evaporated apples			0 09 0 09½

NUTS—Walnut prices promise to be higher than last year for all varieties and the crop is said to be short. There is a considerable falling of nuts reported in the Grenoble district.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

Pecans, per lb	....	0 17
Brazils, per lb	0 13½	0 14
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)		
Selected Spanish	....	0 08½
A 1's, banners and suns	....	0 09
Japanese Jumbo's	....	0 09½
Virginia "	....	0 11

SPICES—Prices are unchanged. Business is very quiet.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia	....	0 75
Nutmeg	0 45	0 25
Cloves, whole	0 25	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace	....	0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—A shipment of seed-pearl tapioca is now understood to be between New York and Toronto, and is expected to be on the market here within a few days. Medium pearl, made for April and June shipment, from Singapore, will be here sometime in August.

	Per lb.	
Rice, stand. B	0 03¾	0 03¾
Rangoon	0 03¼	0 03½
Patna	0 05	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 04½	0 05
Seed tapioca	....	0 07½
Carolina rice	....	0 10
Tapioca, medium pearl	....	0 08

BEANS—Prices are very firm, with a marked forward tendency. Stocks are small and quite insufficient to meet the demand.

Beans, hand picked, per bush	1 75	1 80
" prime No. 1 "	....	1 65
" Lima, per lb	0 07	0 07½

HIDES AND WOOL—Business is about stationery with prices unchanged.

Hides, inspected, cows and steers, No. 1	....	0 09½
" " " No. 2	....	0 08½
Country hides, flat, per lb., cured	0 07½	0 08
Calf skins, No. 1, city	....	0 13
" " No. 1, country	0 11	0 12
Lamb skins	0 25	0 35
Horse hides, No. 1	3 25	3 50
Rendered tallow, per lb	0 05½	0 06
Pulled wools, super, per lb	0 24	0 25
" " extra	0 26	0 27
Horse hair, per lb	0 28	0 30
Wool, unwashed	0 13	0 14
" washed	0 23	0 24
" rejections	....	0 18

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Aug. 1, 1907.)

Business is rather quiet at present, this being the slow season of the year. Business men are disposed to mark time at present waiting for the crops to be harvested and consequently few dealers are buying very heavily at present. Conditions are new this year and the crop outlook is of course rather uncertain.

Values are steady in all lines. New prices have been announced on canned strawberries and other prices for new canned fruits and vegetables are expected shortly. Country payments are reported slow.

CANNED GOODS—The canners are filling only 45 per cent. of their orders for strawberries and the supplies of new strawberries will therefore not last very long. New prices will be noted below.

FRUITS.

	Group No. 1.	Group No. 2. & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries—		
2's, red pitted, per doz. case	2 41½	2 39
Currants—		
2's, red, heavy syrup, per doz	1 96½	1 94
2's black " "	2 06½	2 04
Gooseberries—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syrup "	1 91½	1 89
Pineapples, whole, 2 lb., per case	....	3 65
" " 2½ "	....	4 50
" sliced, 2 "	....	3 85
" grated, 2 "	....	4 40
Strawberries (new), per case	4 83	4 78

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 93
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "	....	2 08
sliced, "	....	2 28
whole, 3-lb., "	....	2 64
sliced, " "	....	2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz	....	11 10
Asparagus, per doz	....	2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " 1's "	2 55
Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " 1's "	1 35
(Clark's), 1's, per doz	2 75
" 2's, "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" 1-lb. tins, "	2 50
" 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75

SUGAR—Prices are unchanged. We quote:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLLASES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

COFFEE—Rios have declined and new quotations will be noted below. We quote:

Whole green Rio, per lb	0 09
" roasted " per lb	0 11½
Ground roasted Rio	0 12½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS—Prunes have been advanced another ¼ cent per pound. The new crop is undoubtedly a small one and high prices may therefore be expected this year. There will be practically no apricots on the market. Quotations:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 08½
Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 [illegible]
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 [illegible]
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filatras, per lb	0 07¼
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 06
" " in packages, per lb	0 07½

Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 "	0 11
" " 5 "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES.—Quoted at 10½c to 11c per lb.

HONEY—

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " 2 doz. "	10 80
" " 60-lb. " per lb	0 14

RICE TAPIOCA AND SAGO—Tapioca is now quoted at 8 cents per pound.

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	8 00
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 95
" 40 " "	1 00
" 20 " "	0 51½
" 8 " "	0 23½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	160

RED ROSE TEA RE-UNION.

The Toronto and Montreal traveling staff of T. H. Estabrooks leave their respective territories on Saturday, 3rd inst. for St. John, N.B. A general pow-wow will be held in the wigwam of the great tea chief. The western brave led by Red Rose join Big Ingin Gaden in Montreal. The pipe of peace will be passed around the council fires and plans adopted for the further conquest of the tea palates of the white men.

PRODUCE AND PROVISIONS.

BUTTER—The dairy butter market is weak as there is much poor butter offering. Produce houses are offering 15 cents f.o.b. country stations, for dairy butter off all qualities and "freshly gathered." Houses buying according to quality offer 18 cents for No. 1, and 14 to 16 cents for No. 2, delivered in Winnipeg. Ceramery butter is selling to the retail trade at 20 to 21 cents per pound.

EGGS—Owing to the hot weather, eggs are reported to be arriving in bad shape. Winnipeg houses are paying 16 cents f.o.b., Winnipeg, subject to candling.

CHEESE—Ontario cheese is selling at 13½ cents f.o.b., Winnipeg.

A LOOKED-FOR EVENT.

Canada's Great Exhibition, of Special Interest to Grocers.

The Canadian National Exhibition, one of the biggest events of the year to Canadians generally, is on the tapis. Aug. 24 is opening day and already merchants and exhibitors are planning their exhibits and estimating what amount of trade they can corall during the rush occasionad by the Exhibition. The fair is of special interest to grocers and provision men because of the large exhibits of food products. Manufacturers and wholesalers realize that the exhibition is an excellent place to get their goods before the eyes of their customers and the most enterprising do not miss this opportunity. This year, says the secretary, applications for space from food and provision manufacturers are more numerous than ever before and it is probable that the display in these lines will much surpass that of last year. Indeed, the exhibition as a whole, promises to be bigger and better than ever.

$400,000 has been spent in new buildings; $45,000 is offered in premiums and $40,000 is being spent in special attractions. This year, too, the United States railways are making large concessions in the way of excursion rates during the time of the exhibition. The Canadian lines, of course, are all offering their usual low rates. For these reasons the two weeks, from August 24th to September 9th, promise to be more than usually interesting at Canada's National Exhibition.

DEATH OF SENIOR PARTNER.

Mr. Blackwell, of Crosse and Blackwell, Passed Away in England.

The following clipping from the London Times issue of July 15th will be read with interest by hundreds of Canadian grocers:

"Thomas Francis Blackwell, who died yesterday, at the age of 69, was for 50 years connected with the firm of Crosse & Blackwell, becoming senior partner on the death of his father in 1880, and chairman of the board when the business was transferred, in 1892, to a limited liability company. He evinced keen interest in all that pertained to commercial life in London. He was elected chairman of the London Chamber of Commerce, and later (in 1905) succeeded Lord Brassey as president, holding office until April last. He was also a member of the Advisory Committee of the Board of Trade, an honor which he greatly appreciated. He was long connected with the Salters' Company, and twice officiated as Master. As J.P. for both London and Middlesex he was High Sheriff of the latter county in 1894. A man of very generous nature, he gave freely, and in some cases largely, to many charitable institutions, hospitals, schools, and benevolent institutions being the especial objects of his bounty. He was president of the Grocers and Tea Dealers' Benevolent Association, and also of the Commercial Travelers' Schools, Pinner, and was a governor of Christ's Hospital. He was keenly interested in politics, and held strong Liberal and free trade views. He was greatly and affectionately respected by all with whom he had business dealings. He was beloved by his many friends for the kindness of his nature, and respected by all with whom he came in contact for the great worth of his daily life."

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Travellers' Holidays

In some sections our travellers will be off the road yet another week and during that time we solicit your orders by anyway that you can get them to us, and we promise you that they will have our very best attention, and the prices charged will be if anything a little lower than our usual range.

Remember that you can talk to us over the phone free of charge at any time.

If you have not already one of our telephone cards, write for it now.

Salmon

Choice Red Cohoes Harlock Brand, 1-lb. flats, **$1.35** per dozen

---

H. P. ECKARDT & CO.

Wholesale Grocers

TORONTO

GROCERY TRADE NEWS AND MARKETS OF NEW BRUNSWICK

Special Correspondence of The Canadian Grocer.

St. John, N.B., July 29, 1907.

With the advance of the season the market prices are undergoing some change, and the new goods are coming in slowly. In the country market, peas, beans and cabbages of this year's crop are on sale, while the earlier products have dropped in price. In the fruit line, peaches, pears and plums are coming in, but as yet are pretty high. The crop of strawberries this year has been very good, the lowest wholesale quotation for firm stock was about 5½c. Blueberries are now commencing to come in quite plentifully. The sale of canned goods has dropped off somewhat, but otherwise business is very good. With the harvesting of the new crop so near and the prospects being bright for a heavy yield, hay has fallen rapidly, and is considerably lower than it was six weeks ago. Eggs are coming in fairly well, but are still quoted at 16c. to 20c. Butter continues firm at 18c. to 21c. Flour and sugar are practically unchanged.

* * *

The fishing season as pointed out in last week's report, has fallen considerably below the average, but fishermen have realized just about as much money as the prices have been higher. It is worthy of note that the consumption of fish for the months of May, June and July was considerably in excess of the same term last year, owing to the advance in the prices of beef and other meats.

* * *

The death occurred on Tuesday, July 23, of Charles Long, a well-known retail grocer of the north end. Mr. Long was in his 83rd year, and for forty years conducted a grocery business at the corner of Chapel and Acadia streets. He is survived by one sister, one daughter, eleven grand-children and four great grand-children. The funeral which was held on Wednesday was largely attended.

* * *

As the result of a communication received from the dominion chief analyst, the board of health has issued a warning to the public against using a prepared food labelled "Canserve de Tomote." So far as can be learned none of the grocers here carry this line of goods.

* * *

A. W. Donly, commercial agent, of the government of Canada in Mexico, was in St. John last week interviewing merchants with a view of interesting them in the export of goods to Mexico. Local business men are inclined to think, however, that they have about all they can handle for some time to supply the demands of the Canadian market. Mr. Donly left here on his way to tour through Western Canada.

* * *

Horace R. Nixon, and Keith & Plummer, of Hartland, who were burned out recently, have decided to rebuild at once. No new evidence leading to a solution of the fire mystery is forthcoming, but the matter will be throughly investigated.

* * *

New Brunswick is going to have a record blueberry crop this year, and everyone remarks on the uncommon size of the fruit as compared with last season. The Sussex Packing Co. are planning to can large quantities, and the can shop is a busy place these days. they report the market good and sales made as far west as Alberta, ten cars in all. This quantity involves the use of over 130,000 and 120 tons of berries. Berries will be shipped from all over the province, as far west as St. George and north to Grand Ause.

* * *

Tenders are being asked by the I.C.R. for the erection of a flour shed and loading platform, to be built on the western side of Mill street, near the I.C.R. tracks. Tenders close Aug. 6.

* * *

A fire which caused about $10,000 damage, broke out on Mill street, Friday morning, 26th inst. Ten families were burned out, and the stock in three stores occupied by N. S. Springer, grocer and feed dealer was destroyed. E. J. Carpenter's meat store also suffered. The loss is partially covered by insurance.

* * *

Percy Bremour, formerly with Walter M. Lowney, is in the city after a business trip to Boston, where he secured several commission lines.

SHORT TEA CROP.

Higher Prices May Rule For All Indian Tea.

The quantity of tea entered for export to the United Kingdom, taken from the Calcutta and Chittagong customs daily entries is wired for:

	Lbs.
First half of July	6,400,000
Same period last year	7,423,000
Total from 1st April, 1907, to 15th July, 1907	17,869,000
Total from 1st April, 1906, to 15th July, 1906	20,283,000

South India shipments to all places during the month of June, 1907, were 1,031,869 pounds, while for the same month in 1906 they were only 753,642 pounds.

From these figures, it would look as if the India tea crop this year was going to be short. As India is the largest producer of tea, the natural inference is higher prices. This will be bad hearing for the packet tea men.

L. E. Geoffrion, of L. Chaput, Fils & Cie, Montreal, and one of Montreal's harbor commissioners, leaves for a trip to the Pacific coast and San Francisco on August 20th. Bon voyage!

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

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and at BRANDON, MAN.

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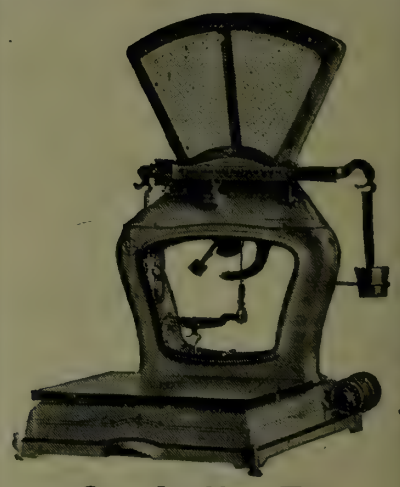

Scale No. 70

This is an automatic scale with a capacity of 100 lbs. Computing part from 3½ cents to 60 cents per lb.

It has absolutely no springs and is built on the principle of our No. 11 scale—the scale that made the Stimpson scales famous.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET
WINNIPEG, MAN.

HERE'S A PROPOSITION

That Will Interest You

No matter whether your customers buy goods of high quality or low price, they will all be pleased with

Gold Standard Baking Powder

Because the quality could not be better (we guarantee that) and the price is within the reach of all. That's why the sales are universal, making a quick turnover of profits.

BUT HERE'S THE POINT: We are spending a lot of money advertising GOLD STANDARD BAKING POWDER and we want your co-operation.

Therefore we are making a special proposition that WILL PAY YOU BIG to push this article.

It will be worth your while to write for particulars to-day.

The Codville-Georgeson Co., Ltd.,

WINNIPEG, - MAN.

BARBADOES and PORTO RICO MOLASSES

In Puncheons, Barrels, Half-Barrels and Cans

SUGAR CANE SYRUP

Ask for Quotations.

AGENTS

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg. WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

The Superior Quality

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Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
LIMITED
PORK AND BEEF PACKERS
TORONTO

Breakfast Bacon

Buy The Best

MADE BY
FEARMAN
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The Staying Trade

Most grocers will admit that the only trade that pays is the trade that stays. Shrewd men corner the staying trade by stocking and recommending

Corona Brand

of Groceries and Provisions, because it is admittedly the best brand on the market.

If you don't know what ***Corona Brand*** can do for you, it will pay you well to find out.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Better Brand of the famous

RYAN BRAND

of provisions may appear some day

Shrewd Grocers stock our

Bacon, Ham and Eggs, Cheese, Butter, Sausage, Bologna and Lard

because they are convinced that the Ryan Brand is the best on the market to-day.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

The position in the cheese market is not present as satisfying to traders as it might be. Prices which are asked at country boards are in most cases a little too high to warrant a great deal of buying with a view to later sales to English houses. Dealers are waiting for prices to decline another cent, if they will, before doing business on a large scale. During the past week in many instances, quite a lot of cheese has been left on the boards, which is not usually the case. Inquiry from the Old Country has not been very good of late, only the usual quantities going forward for export. Export figures read: Last week, 109,098 boxes, as against 94,286 boxes the previous week; and 106,671 boxes for the same week in 1906. Total shipments since opening of navigation have been 818,486 boxes, compared with 966,-221 boxes for the same period last year. It will be noticed that shipments are over 100,000 boxes behind last year.

Receipts also are still considerably behind last year. Last week 103,456 boxes were received as against 121,816 boxes in 1906. The total number of boxes received to date is 909,938, compared with 994,196 boxes in 1906 for the same period. Prices asked to-day run from 10¼ to 10⅞ cents, according to grade.

The butter situation seems to be improving, and demand from the other side is beginning to pick up somewhat. There is consequently a firmer feeling in the market and prices are slightly higher. Butter dealers are asking 21¾ to 22 cents for Townships; 21¼ to 21½ cents for Quebec and 21 cents for Ontario creamery.

During the week ending Saturday last, 20,026 packages of butter arrived in Montreal, as against 34,875 packages for the same week in 1906, making the total receipts for the season 199,783 packages, which looks very small when compared to the receipts for the same period in 1906, when 306,019 packages were received.

Only 11,344 packages of butter were shipped from Montreal last week compared with 20,751 packages for the same week last year. This quantity is, however, a noticeable gain over the shipments of the previous week, which were only 4,032 packages. For the season, 26,713 packages were exported, as against 157,794 packages last year.

BUTTER—Butter has been very firm lately and trade brisk. There has been considerable buying, so that there is no accumulation in the country. Demand in the city is excellent at the prices given below, but export demand is only fair.

New creamery, choice, boxes	0 22
" " pound prints	0 22½
Dairy, tubs	0 18 0 20

CHEESE—There has not been a great deal of business transacted in cheese lately and prices, as will be noticed, are lower. Buying in the country has been limited compared to previous weeks and cable inquiry has been anything but good.

Cheese, old	0 15 0 16
" new, large	0 10½ 0 10½
" " twins	0 11½ 0 12

EGGS—Quite a fair demand exists for eggs at prices which are a litte firmer than last week. Dealers are now asking 17½ to 18 cents.

HONEY—Some new clover honey is arriving on the market and is being sold around 13 and 14 cents. The buckwheat will not arrive for another month or month and a half.

White clover comb honey	0 14
Buckwheat	0 08 0 08½

THE PROVISION SITUATION

Prices for live hogs are exactly on a parity with those ruling last week. $6.65-$6.75 f.o.b. country points is still being paid by the packers, and it is difficult to prophesy the future trend of prices. There is a firm undertone to the market, however. Packers all got heavy deliveries last week, totalling probably about 32,000. This week indications are that deliveries will be light. In the west Canadian houses are barely holding their own. Most western houses bought heavily for summer deliveries and there are no immediate purchases at the moment. The firmer tone to the American market may strengthen the home product with the western men to some extent. Danish deliveries for the week were about 34,000. The Old Country market remains steady under a good demand.

Provisions in the Chicago market were fairly active on Thursday of last week, irregular on Friday, lower on Saturday, irregular again on Monday and dull on Tuesday. Receipts at the latter part of last week were very light, 10,000 in fact less than a year ago. The general tone throughout the week has been quiet.

The Journal of Commerce, reviewing the situation for the week, says:

"The speculative trading in hog products for the week just ended has been rather small, but with the tendency of prices toward a higher level. The offerings have been light as well as the movement of hogs and the live hog market has ruled strong and prices higher. The brokers early in the week were said to be buying for the packing interests. While the selling was scattered, and by outsiders, later in the week, prices gave away some on selling, mostly in the way of realizing by the packers, but the general undertone is firm and toward a higher range of values."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Packers report a very fair demand, along the shore particularly, for bacon, ham, barreled pork and lard. There is not a great deal of activity in the latter line, but there is no complaint coming. Prices hold steady and no immediate decline or advance is looked for.

Lard, pure, tierces	0 11¾ 0 12¾
" 56-lb. tubs	0 12¾ 0 12¾
" 20-lb. pails, wood	0 12¾ 0 12¾
" cases, 10-lb. tins, 60 lbs. in case	0 13¾ 0 13¾
" " 5-lb. "	0 13¾ 0 14
" " 3-lb. "	0 14 0 14¼
Lard, compound, tierces, per lb.	0 10 0 10¼
" " tubs	0 10¼ 0 10¾
" " 20-lb. pails, wood	0 10¼ 0 10¾
" " 20-lb. pails, tin	0 10 0 10¼
" " cases, 10-lb. tins, 60 lbs. in case	0 10¾ 0 11¼
" " " 5-lb. "	0 10¾ 0 11¼
" " " 3-lb. "	0 10¾ 0 11¼
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork	22 50
American short cut clear	24 00
American fat back	21 75
Breakfast bacon, per lb	0 16½
Hams	0 15½ 0 16½
Extra plate beef, per bbl	

TORONTO.

PROVISIONS—Quotations for street lot hogs have narrowed down somewhat, but no farmer-killed hogs are wanted at this time of the season by the larger buyers, and in consequence, very small deliveries are sufficient to turn the edge of the market. There is a good steady demand for smoked meats, backs and hams, but in other lines trade is quiet under the normal summer demand.

Long clear bacon, per lb	0 11
Smoked breakfast bacon, per lb	0 15½ 0 16
Roll bacon, per lb	0 11½ 0 11½
Small hams, per lb	0 15½ 0 16
Medium hams, per lb	0 15½ 0 16
Large hams per lb	0 14 0 14½
Shoulder hams, per lb	0 10½ 0 11
Backs, plain, per lb	0 17½ 0 17½
" pea meal	0 16½ 0 17
Heavy mess pork, per bbl	19 50 20 00
Short cut, per bbl	22 00 22 50
Lard, tierces, per lb	0 11 0 11
" tubs "	0 11½ 0 11½
" pails "	0 12
" compounds, per lb	0 09 0 10
Plate beef, per 200-lb. bbl	12 50 13 00
Beef, hind quarters	9 00 10 50
" front quarters	5 00 6 50
" choice carcases	7 50 8 50
" common	6 00 7 00
Mutton	0 09 0 11
Lamb	0 14½
Hogs, street lots	9 25 9 50
Veal	0 08 0 09½

BUTTER—Toronto dealers are still unable to commence winter stowing in any quantity. Considerably more stocks are being stored in Montreal than here. Prices are steady with a fair demand.

	Per lb.
Creamery prints	0 22 0 [illegible]
Creamery solids	0 20 0 [illegible]
Dairy prints, choice	0 19 0 20
" " ordinary	0 18 0 19
" tubs choice	0 17 0 18
" tubs, ordinary	0 17½ 0 18
Baker's butter	0 17

CHEESE—The market is bare of old

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

cheese. Quotations for new stock are unchanged.

New "	0 11½
" twins	0 12 0 12½

EGGS—Receipts for the last week show an increased percentage of shrinkage, but the demand for strictly fine stock continues heavy. Prices are mostly within half-cent either way of the quotation given below.

Eggs	0 13

HONEY—Business is about stationary at unchanged prices.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 13
" in the comb, per doz	2 00 2 50
Buckwheat honey, per lb	0 05 0 06
" " in comb, per doz	1 50

POULTRY—Last week's deliveries of spring stock did not measure up to the standard of the week before. Receipts, however, about equal to the demand. There are few inquiries for old stock, and prices for those lines remain unchanged.

Live Weight.

Spring chickens, per lb	0 12
Old fowl	0 09
Ducks	0 08
Spring ducks	0 10

Dressed weight.

Spring chickens, per lb	0 15
Old fowl	0 10
Ducks	0 10
Spring ducks	0 12
Tom Turkeys	0 12
Hen "	0 14

A TIMELY HINT.

The MacLaren Imperial Cheese Co. are offering a limited quantity of fancy old September cheese of exceptional quality, which they quote at a very reasonable price.

NOTES.

L. Chaput, Fils & Cie. report having sold considerable quantities of canned turkey, chicken and soups as advertised ten days ago, but still have a small quantity in store which they are disposing of at record prices.

Buyers for McCormack Bros., fruit dealers, Montreal, left last Friday for the blueberry centre at Lake St. John. They report a large crop with everything satisfactory for a good season. Saguenay blueberries are expected on the market about the 4th or 6th of next month.

Leonard Bros., Montreal, report fish market quiet, although there is a fair movement in fresh lines. Other lines, including salted, smoked and prepared fish, are neglected. Demand for these lines will improve after the 15th of the month or as soon as the hot weather is over.

CORRESPONDENCE

BELLEVILLE.

"The grocery trade in this city and district is booming as it never did before," was the reply made by a leading grocer in the city to-day when called upon by your correspondent, "but," said he, "that does not mean that the grocers themselves are making as much money as they did in days gone by." This statement appearing rather strange the correspondent became inquisitive and wanted to know what he meant. "Quite easy to explain," said he. "You know it is only a short time ago when competition was not nearly so keen as at present, help did not cost nearly so much, margins of profit were a great deal larger, while rents have increased in some cases twenty-five per cent. There is no doubt but that every grocer is doing a much larger turnover in his business but I will wager they are not making as much money as they used to." He was asked why the grocers did not organize by themselves, that is, have a purely grocers' organization. To this he would not commit himself. He felt certain it would never succeed as he knew there were grocers who would never stick to any adopted scale of prices, just as they would not adopt a uniform hour of closing at night. An organization of grocers, in his opinion, would never prove a success as long as there were two or three who transgressed the rules and the buying public were not spending their money for sentiment, although he believed the general public would be much better pleased and better served. And the grocer who expressed the above sentiments has just about as big a city trade as any grocer in the city.

The question of fruit this year is a dominating factor in the mind of the busy and thrifty housewife. It has turned out, contrary to earlier predictions, a very poor season for berries of all kinds and as a consequence these delicacies will be conspicuous by their absence on many a table during the coming winter months. Strawberries, raspberries, blackberries and thimbleberries were a poor crop and there are just about sufficient offered to provide a few servings for current table use. The local canning factories and the Belleville Fruit and Vinegar Company did not get their full supply. Prices for raspberries ranged between 10c and 15c a box—never lower. Prices in former years were about 5c a box. But the people of Belleville always have great faith in the good old saying that "the Lord will provide" and in this case they have good reason to put trust in the belief because what we lacked in an abundant supply of berries has been provided in a supply of cherries not exceeded in years. Every market day sees load after load arrive and the quality is of the very best. There are the big luscious dark ones and the bright red juicy ones that cannot help but tempt the most delicate appetite. These are being put up in large quantities and cherry pie will doubtless be a favorite dessert this winter.

Elsewhere in this issue E. D. Marceau Company, Montreal, offer for immediate delivery Condor Japan teas at old prices, despite the high market now ruling for Japans.

There is Only One
FLY PAD
THAT'S WILSON'S. Three hundred times more effective than sticky paper, and vastly superior to any other fly poison.
ARCHDALE WILSON, - HAMILTON

Summer Time is Picnic Time

When picnic parties are the rage **Clark's Canned Meats** are in demand everywhere.

CLARK'S

LUNCH TONGUE, LUNCH VEAL LOAF,
LUNCH HAM LOAF, LUNCH BEEF LOAF,
. . . OX TONGUE . . .

are food necessities at every picnic, and the grocer is the man who supplies the demand.

The opportunity now lies before you.
Secure my comprehensive price list.

WM. CLARK - MONTREAL

O'Mara's Bacon

I receive many unsolicited testimonials. The following is worthy of publication.

Toronto, July 19, '07

The English beef, the Welshman goat,
The Scotchman mutton gnaws,
The Eskimo holds walrus fat
Between his greasy paws,
The Frenchmen nibbles froggies' legs,
New Yorkers gobble clams,
But **Jack Canuck** who knows what's what,
Sticks to **O'Mara's Hams.**

JOSEPH O'MARA
Pork Packer, Palmerston, Ont.

The Manitoba Canning Co. LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

THE PREFERENCE EXTENDED

The Grocers of Canada

Have Extended the preference to

"HORSESHOE" Brand
of
HAMS AND BREAKFAST BACON

because of the proven superiority of the brand over the next best on the market.

The Paying Trade demands that ***you*** get in line. We beat the Dutch for cleanliness and there is no goodness about prime fresh pork which our process of curing does not retain.

JOHN DUFF & SON
Hamilton, Can.

CEREALS AND CONFECTIONERY

Good Prospects for Ontario Crops—Fluctuating Prices Rule in the Chicago Market—Confectionery as a Profitable Store Asset.

Ontario crops are looking well according to latest reports, and in the absence of any untoward circumstances a good yield now seems to be assured.

Fluctuating prices have been the keynote of the week on the Chicago wheat market. Reports of black rust throughout South Dakota and the Northwest made themselves felt at various times during the week, and these rumors were not without their effect on prices. The unfavorable reports from South Dakota however, were proportionately offset by the lower tendency exhibited in the Minneapolis market. Crop news was contradictory and the public kept out of the market. Towards the end of the week, prices turned bullish again and appeared to be settling to a steady rise, the market closing ¾c. above the previous days final levels. On Friday, however, this advance was broken by favorable reports from Argentina and weaker cables, the forward movement was checked and prices dropped back again to their former level. Since then they have been see-sawing up and down with fine impartiality.

The flour trade is quiet, with little export enquiry, and cereals are in satisfactory consumption for the time of year.

Confectionery.

Here is a side-line that demands attention from the progressive retailer. It is practically no trouble to handle, pays for the cost of installation in a short time, sells itself and attracts new business to your store. If you are not handling confectionery you are passing up a money-making proposition. If you are, why not push the good work among your brother grocers ?

MONTREAL.

FLOUR—There is a good steady trade in all grades of flour. No change in prices.

Winter wheat patents	5 00
Straight rollers	4 40
Extra	4 20
Straight rollers, bags, 90 per cent	1 75 2 40
Royal Household, bags	5 10
Glenora	4 70
Manitoba spring wheat patents	5 10 5 30
" strong bakers	4 40
Five Roses	5 10
Buckwheat flour	2 25 2 30

FEED—The feed market is very strong for the time of year. Export trade for bran has been fair throughout the week. Prices are ruling high. Manitoba gran was advanced $1 per ton.

Ontario bran	18 00 19 0
Ontario shorts	23 00 24 00
Manitoba shorts	23 00 24 00
" bran	20 00
Mouillie, milled	23 00 30 00
" straight grained	28 00 30 00
Feed flour	1 35 1 45

ROLLED OATS—There is no change in the rolled oat market. The demand is fair. Oatmeal and cornmeal are also selling in keeping with season.

Fine oatmeal, bags	2 60 2 75
Standard oatmeal, bags	2 60 2 75
Granulated " "	2 60 2 75
Golddust cornmeal. 98 lb bags	1 70 2 00
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	2 40 2 50
" 80-lb. bags	2 30 2 37½
" bbls	5 05 5 35

TORONTO.

FLOUR—The demand continues on about last week's level, export enquiry being dull and incative. Oats are getting into small compass and prices are in proportion.

Manitoba Wheat.

60 per cent. patents	4 90 5 00
85 " "	4 50
Strong bakers	4 30 4 40

Winter Wheat.

Straight roller	4 25 4 35
Patents	4 45 4 65
Blended	4 35 4 40

CEREALS—The hot weather has materially checked consumption, but domestic enquiry is fair. The favorable crop reports from the west are keeping oatmeal buyers out of the market.

Rolled wheat in barrels, 100 lbs	2 75 3 00
Rolled oats, in wood, per bbl	5 25
" " in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, per bbl	5 55
" " " in bags 98 lbs	2 65

CANADA'S EXPORT FLOUR TRADE

Canadian millers have reason to be gratified with the growth of this country's export flour trade during the past year or so. British and European importers have been evincing a great interest in the Canadian product and a largely increased export trade is confidently expected to result. The year has seen a remarkable increase in the demand for Canadian flour in China and Japan. All western mills have been affected by this and some are over-sold in the grades that the Chinese market demands. There are something like 30 new mills in the west either under construction, or projected, some of them being of quite large capacity. All this

THE ETERNAL FEMININE!

You may carry the finest line of groceries in your town, and still have your goods and your store judged by a woman, by the wrapping paper you use.

YOU CAN'T AFFORD TO RISK YOUR REPUTATION.

Order your WRAPPING PAPER, TWINES, ETC. from

DOUGLAS & RATCLIFF Ltd.

the Paper Merchants who handle the best lines in the Dominion,—then you'll be sure you're safe.

43 W. Market St., TORONTO

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR

BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS. DELHI, ONT.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

means a very greatly increased output of flour which foreign markets will have to look after.—Bradstreets.

WHEN TO STOP ADVERTISING.

The time to stop advertising is when you want to go out of business, and then only. You may not believe this, but it is every word true. You may say that you have been in business a good while and have not advertised, and expect to continue in business. This may be, but you have not made half you would if you had been a regular and judicious advertiser. You could have turned your money oftener, made larger margins and had a great deal more fun.

ORIGINAL ADVERTISING.

An original form of advertising comes from Russia, where a shopkeeper posted up the following announcement.

"The reason why I have hitherto been able to sell goods so much cheaper than anybody else is that I am a bachelor, and do not need to make a profit for the maintenance of a wife and children.

"It is now my duty of informing the public that this advantage will shortly be withdrawn from them, as I am about to be married. They will, therefore, do well to make their purchases at once at the old rate."

The result was that there was such a run on the shop that in the course of a few days this shop keeper had made money enough to pay the expense of his wedding on a very lavish scale.—Ex.

CHANGE OF ADDRESS.

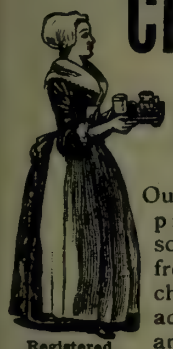
Kyle & Hooper, 27 Front St. East, are removing this week to 73 Front St. East, to part of the premises formerly occupied by Robert Watson & Co. Their new quarters are well fitted up and afford them better storage facilities for their increasing trade.

Statistical Boarder: "Have you the remotest idea, for instance, what the world's supply of honey is?"

Sentimental Boarder: "Yes, sir. The world's supply of honey weighs exactly 116 pounds, and her name is—well, I'm not going to mention it in this crowd."—Chicago Tribune.

Victor Archambault, Brault & Archambault, wholesale grocers, Sherbrooke, was in Montreal for a couple of days this week. Mr. Archambault reports that notwithstanding the high market in Japans and Ceylon greens, the demand for these teas in the country is active, buyers being willing to pay the advance, and a good business in third crop Japans is anticipated.

We supply several of the best makers in England of
BAKING POWDER
and
SELF RAISING FLOUR
with our
Calcium Acid Phosphate
May we not supply you?
Samples, Recipes and Quotations are at your disposal.
CHAS. C. BRYCE & CO.
43-45 Great Tower Street
LONDON, E.C., ENGLAND

48 Highest Awards In Europe and America
WALTER BAKER & CO.'S
CHOCOLATE & COCOA

Registered U. S. Pat. Off.
Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.
Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

A Name Isn't Everything
although it amounts to a good deal more than the ancient proverb cobbler knew. When one lady helps another to
Perfection Cream Sodas
there's more in this particular name than some Grocers imagine.

are not only baked just as perfectly as biscuits can be baked—they are also perfectly packed—packed in such a way that their goodness is lasting.
The particular housewife will tell you there's a great deal in the name
Perfection Cream Sodas
and most Grocers know it.
The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

THE BEST BY ACTUAL TEST
It has been proven to the satisfaction of all particular grocers that
McLAUCHLAN'S CREAM SODA BISCUITS
are just as perfect as Soda Biscuits can be baked—and **they hold their goodness.**
McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

COX'S
INSTANT POWDERED
GELATINE
The PURITY of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.
Canadian Agents:
C.E.Colson & Son, Montreal
D.Masson & Co., "
A.P Tippet & Co. "
J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH.

Pride of Canada Maple Products

Purest Made

It does not pay to stock inferior goods when supplying your customers with Maple Syrup and Maple Sugar.

They are not satisfied and you risk losing their entire trade.

Is it safe to take such risk ?

Selling **"Pride of Canada"** Maple Goods you win trade.

IT PAYS.

The Maple Tree Producers' Association

WATERLOO, - QUE.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Remember

Full weight in every package of McLean's White Moss Cocoanut and costs you no more. "Ask for it."

Canadian Cocoanut Co.

Montreal, Canada

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Caillers

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ke-lay)

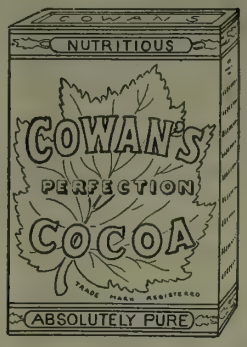
For the real genuine Swiss Milk flavor you have to get Caillers

The finest, richest milk is produced in the Gruyere Valley of Switzerland—That is the milk we use in conjunction with the best selected Trindad Cocoa Bean and pure granulated surgar to make the

The World's best Milk Chocolate.

General Agent for Canada
TRY IT.
William H. Dunn, - MONTREAL
394-396 St. Paul Street

Because It Pays



That's one of the reasons why most shrewd grocers stock Cowan's Cocoa and Chocolate. There are a few more.

COWAN'S
COCOA and CHOCOLATE

are the best on the market and just as near perfection as human ingenuity and carefulness can make

COCOA and CHOCOLATE

If it's Cowan's it's all right.

The COWAN CO., Limited
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

We are not stating any new fact when we tell you that

Mott's

"Diamond" and "Elite" brands of

Chocolate

are the most reliable and satisfactory goods in Canada—
They are made in Canada, sold in Canada and loved in Canada—

All Jobbers sell them

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

A GROCER IN DETAIL WHO HAS WON ON HIS MERITS

The accompanying picture shows the front of one of Belleville's neatest and most attractive stores, that of John B. Harker, who may be described as a grocer in detail, having been apprenticed when a boy to the business in the north of England, and receiving a good training in the Old Country before coming to Canada. He was with Wallbridge & Clarke, of Belleville, for seventeen years before he started for himself.

His business is steadily increasing and he is looked upon as one of the leading men in the trade. He is an eloquent tea talker, well versed in the values and qualities of his teas, and the majority of his customers who leave orders with him are persuaded to include a package of his celebrated thirty-cent tea, black, green or mixed. He employs two clerks and a delivery man, who are kept constantly on the go. Besides this, he is a hustler himself and oversees every detail of management in the store.

J. B. HARKER, of Belleville, and his attractive store front.

It goes without saying that Jack is a good-natured fellow and all the travelers agree that the saying, "the smile that won't come off" originated in him. Mr. Harker always has a good, hearty hand-shake for the boys, whether he gives them an order or not. He is reputed to be one of the closest buyers in the business, placing quality above price. With him it is a question of "how good," not "how cheap." From the very first he has lived up to this principle, and the result is that he now has a class of customers second to none in the city.

The interior of his store is up-to-date and his customers' wants are well looked after, one of his mottoes being that a "satisfied customer is the best advertisement." He is a thorough believer in printers' ink and has a yearly contract with the two local papers. His ads. are changed twice a week and are usually catchy and to the point. He makes a point of never advertising a bargain unless it is a bargain, and is careful not to exaggerate the merits of any special line above its actual worth. In this respect his advertisements reflect his personality.

Mr. Harker claims to have been a constant reader of The Canadian Grocer since 1887, and always looks forward to its arrival. As soon as he has read it he passes it on to his clerks, thus setting an example to many other merchants, who, by following it, would increase the efficiency of their staff and materially add to their own profits.

ENGLISH LIBEL CASE.

Lever Bros. Awarded £50,000 in Suit Against Daily Mail.

A libel case of far-reaching interest has just been concluded in England by judgment in favor of the plaintiff, Lever Bros., of Sunlight Soap fame for damages of £50,000 ($250,000) against the Daily Mail and the Evening News. These journals, some months ago, inserted allegedly libellous statements concerning the personal character of Mr. Lever and the standing of the company. As a result of these attacks the shares of Lever Bros. were depreciated to the value of a quarter of a million pounds and this, with the great interest taken by the general public made "the great soap trial," as it was popularly known, a matter of wide interest.

The trial showed that the articles in question were entirely unwarranted and unjustified and the defendants in a characteristically English way, expressed their regret that they had been so grievously misinformed, withdrew every imputation which had been made upon Mr. Lever's honor and integrity and asked for judgment for the amount named by the plaintiffs. The judgment was nothing but a triumph for Lever Bros. The result of the trial had a beneficial effect on the company's stocks as quoted by the stock exchange, but it will take considerable time to restore the equilibrium disturbed by the newspaper attacks and consequent trial.

At Port Sunlight, the company's large factory town, a jubilation followed the announcement of the result of the trial, Mr. and Mrs. Lever were received with an ovation when they arrived shortly after its conclusion and a note of congratulation was extended from the employes.

MEDLAND BROS. MOVING.

Medland Bros., of Toronto, for the last fourteen years have been doing a large jobbing and retail grocery business at 128 King St. east, with a branch on Queen west, under the caption of "The People's Wholesale Supply Co.," are moving to the centre of the wholesale district, and will locate at 73 Front St. east in the premies formerly occupied by Robert Watson and Co. They will carry a large stock of staple and fancy groceries, and possessing, as they do, excellent facilities for handling a large trade, they should not suffer from lack of patronage. Here's good luck!

PERSONAL MENTION.

E. Littler, manager Walter M. Lowney, Company, of Canada, Montreal, has just returned from a trip to the west.

Friends of Mr. Duke, the popular representative of Shredded Wheat, will regret to learn the loss he has sustained in the death of his father a week ago.

L. E. Geoffrion, of L. Chaput & Co., Montreal, was in Quebec on business during the week.

R. Nash, E. D. Marceau Company, of Montreal, has returned from a successful trip to Winnipeg and western points. Mr. Nash had charge of his firm's exhibit at the Winnipeg food fair.

S. J. Mathewson, of Mathewson's Sons, Montreal, has just returned from a vacation, extending over a month or so, spent at Metis, Que., "S. J." as everybody knows him, is tanned a beautiful brown and has done some fishing. He was telling The Grocer about one fish, a halibut, that he and another gentleman caught. It weighed two hundred odd pounds and was seven feet something long, and—. It might be mentioned that Mathewson's Sons is one of the oldest established firms in Montreal, and the reputation borne by them is first-class, while Mr. S. J.'s word is as good as his signature on a check.

LEA AND PERRINS'

SOLD BY FIRST-CLASS GROCERS ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

Your Customers Know It.

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ It gives undoubted standing to the store that stocks it.

¶ If you aren't handling it, hadn't you better begin now?

E. W. GILLETT COMPANY LIMITED

CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852

Food products that are produced in clean factories are best.

ommend the trade to place orders for Raspberries and Cherries this week. Look for a short crop and no low prices.

Oranges and Lemons

Watermelons

BANANAS

Full lines always on hand.

California Fruits

Elberta Peaches

From Arkansas and Georgia

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

300 Bags French Peanut Kernels

Prices and samples on application.

ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

FRUITS, VEGETABLES AND FISH

Lemons Very Firm and Exhibiting Tendency to Higher Prices—Poor Crop of Canadian Small Fruits—High Prices the Rule.

Lemons are again the most interesting feature of the week's fruit markets. While no actual raise has yet taken place, prices are becoming firmer every day and the forward movement is imminent. Stocks are getting into small compass, and this, in conjunction with the higher temperature, is bound to have its effect before long. 2,500 or 3,000 boxes would account for most of the Verdellis held in Toronto, and this supply is fairly equally divided among half a dozen wholesalers. Mail advices from New York, dated July 27th, say that "The crop of Verdellis this season as estimated by the leading importers, will approximate around 75,000 boxes, of which 25,000 boxes have already arrived and been sold, leaving about 50,000 still to come. This certainly is a very small lot for this big country, and it looks as if some of the best grades purchased at prices now ruling would prove to be money-makers. Indications point to a hot August and September." This report is probably conservative as regarding the quantity of the Verdelli crop, 100,000 boxes is likely to be nearer the mark. The new Messina lemons are not expected on the market here before October. There is a quantity of wasty lemons on the Toronto market at present, and some of this stock is selling as low as $3. Good lemons, however, are well worth the money under the prevailing conditions. Verdellis were scarce in New York all last week.

Small fruits of all kinds are exceedingly scarce. This week will see practically the last of the raspberries. 20 cents per box has been paid for this fruit more than once this season, and the price has seldom gone below 10c. Gooseberries and cherries will be limited to a small quantity, and there will be no low prices.

Canadian tomatoes are just arriving, the first consignments having been received from Leamington about a week ago. So far the quality has been very poor, but this is no indication of what may be expected from the rest of the crop. American new potatoes are in full supply, most of them coming from Baltimore. The demand is very brisk.

MONTREAL.

GREEN FRUITS — The demand for green fruits is particularly good, with no one line having the preference. Blueberries are arriving in small quantities and present quotation is $3 per box. After having a long season, strawberries, with the exception of a few New Brunswick berries, are now finished. Apricots are also about done. California peaches are arriving in large quantities, but generally speaking, are in poor condition, being over-ripe and wasty. The California plum market is strong under light receipts. Prices continue high with one or two changes.

New dates, per lb	0 04½	0 07
Bananas, fine stalk		2 00
" jumbos	2 25	2 50
Cocoanuts, per bag		4 00
Apples, bbl		3 50
Lemons	3 75	4 50
New lemons	3 00	5 00
"	3 60	5 00
California oranges all sizes	4 50	6 00
Sorrento oranges		3 50
Messina oranges		4 25
Raspberries, pail		1 50
New figs, per lb	0 08½	0 12
Florida grape fruit, box		7 50
Limes, crates		1 00
California grape fruit, boxes	5 00	5 25
" grape fruit, half box	3 50	4 00
" peaches, box	1 75	2 00
" plums, box	2 25	2 75
Blueberries, box		3 00
Pears, box	3 75	4 00

VEGETABLES—Dealers are quite satisfied with the amount of trade passing in vegetables. There is an active demand which keeps all lines moving. The recent warm weather has affected sales very favorably. Old stock is becoming pretty well cleaned up. Egyptian onions are about done. Noticeable declines in prices are lettuce, which dropped from 25c. and 40c. to 10c. and 25c., and new potatoes, quoted last week at $4, but owing to domestic varieties arriving on the market now quoting at $2.50.

Parsley, per doz. bunches	0 35	0 40
Sage, per doz		0 60
Savory, per doz		0 60
New cabbage, domestic	0 50	0 75
New turnips, doz		0 35
Green beans, bag		1 00
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 10	0 25
Boston lettuce, per doz		0 30
Radishes, doz	0 10	0 15
Spinach, per box		1 00
Cucumbers, per doz	0 35	0 50
Parsnips, bag	1 25	1 50
Potatoes, whites, per bag	0 85	0 90
New potatoes, bbl		2 50
New beets doz. bunches		0 60
New carrots, doz. bunches	0 25	0 35
Horseradish, lb		0 15
Rhubarb, doz. bunches	0 15	0 25
Tomatoes, crates		1 50
" Jersey crates		2 50

FISH—The eastern salmon season will be over on August 1, and prices have advanced. Haddocks and cod are plentiful, and prices continue slow. Lake fish are in only fair supply, in fact fresh pickerel are very scarce, and pike are out of the market this week. Brook trout are in limited supply, and halibut is not so plentiful as last week. In smoked and prepared fish, there is not much doing at present. Demand will be quiet until after the middle of the month. In salted and pickled fish, business is slow in all lines, but a fair quantity of Labrador salmon and sea trout is now moving.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04	0 05
Halibut, express, per lb	0 08	0 10
Mackerel, "		0 10
Dore, "		0 12
Smelts "		0 08
Steak cod, lb	0 05	0 06
Brook trout, lb		0 22
Market cod, lb		0 04
Pike, lb		0 06
Lake trout, lb		0 10
Grass pike, lb		0 08
White fish, lb		0 10
Gaspe salmon, lb		0 16
Flounders, lb		0 10
Smoked and Salted—		
New haddies, boxes, per lb	0 08	0 09
Kippered herring, half boxes		1 00
Smoked herring, per small box		0 11
Yarmouth bloaters, box		1 10

Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 06
Boneless fish, 20-lb. boxes, bricks	0 05½
Boneless fish, 25-lb., boxes, per lb.	0 04½
Shredded cod, 2 doz., per case	1 80
Oysters—	
Standards, bulk, per imp. gal	1 50
Standards, Imp. qt. tins, sealed	0 40
Pickled fish—	
No. 1 Labrador herring, per bbl.	5 00
" " per half bbl.	2 75
No. 1 N.S. herring, half bbls.	2 50
No. 1 sea trout, 1.0 lb. kegs	5 75
No 1 sea trout, 2.0 lb. bbls.	10 50
Labrador salmon, in bbls.	14 00
" " ½ "	6 50
Sturgeon	0 10

TORONTO.

FRUIT—Trade has been very brisk all week, the hot weather sending all fruits, and lemons especially, into heavy consumption. The Canadian small fruits are now sufficiently advanced to prophecy with a fair degree of accuracy as to the probable quantity of the crop. Raspberries, the last of which will be in with the next fortnight, can hardly now exceed half the usual yield. Gooseberries will be scarce, and cherries will be a poor crop. It is not likely that there will be any low prices for these fruits. The canners have bid up values so high this year that the consumer will suffer pretty severely.

Oranges—		
Late Valencias (California), extra fancy, 96's	4 25	4 75
" " " 126's	5 00	5 25
150's, 176's, 200's, 216's	5 25	6 00
Late Valencias (California), fancy, 150 176, 200, 216		5 00
" " " 250's		4 25
" " " 288's, 300's		4 00
Ovals, 80's 10 's, 150's ½ boxes	2 35	2 5
Sorrentos 20 's 300's	3 00	3 50
Lemons, Verdillis, 300's	5 00	5 50
" " 2's 300, 360	4 50	5 25
" Messinas and Sorrentos, 3.0's	4 25	5 00
Bananas, Jamaica firsts, per bunch	1 60	2 50
Bananas, jumbo bunches	2 00	2 25
Cherries, Canadian, eating, per basket	1 25	1 75
" " cooking "	1 25	1 35
Cantaloupes (California), per case	5 50	7 00
Limes, per crate	1 00	1 50
Watermelons, Florida, each	0 30	0 45
Gooseberries (Canadian), per basket	1 00	1 50
Black Currants	1 25	1 50
Red currants, per basket	1 00	1 25
Raspberries, per box	0 14	1 17
Peaches, per box	1 75	2 25
Plums, per 4-basket crate	2 00	2 50
Pears, Bartlett's, per box	3 50	4 00

VEGETABLES — Business is quiet, but Canadian vegetables are in fair demand. Home tomatoes are just beginning to come in, the first shipment having been received from Leamington ten days ago. So far, however, the stock is neither sufficiently plentiful nor of good enough quality to attract much attention. It will be almost two weeks before the supply is in full swing. Canadian cucumbers are coming in slowly, but crop prospects are excellent. There are practically no old potatoes left on the market. American news and some Canadians have taken their place.

New potatoes, per bbl., American	3 50	3 75
New potatoes, Canadian, per bbl.		3 25
Onions, green per doz		0 15
Onions, Spanish, per crate		3 25
Cabbage, Canadian per bbl.		2 00
Beets, new, per doz. bunches	0 30	0 40
Carrots, Canadian, per doz bunches	0 40	0 60
Lettuce, Canadian leaf per doz. bunches		0 25
Spinach, fancy, per bush		0 50
Radishes, Roseland, per doz.		0 25
Cucumbers, Canadian, per bask	0 50	0 90
Cauliflower, per doz.	1 25	1 75

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS
Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

LEMONS LEMONS

This exceptionally favorable weather is creating a big demand. Everybody seems ***to be drinking Lemonade these days.***

When ordering, don't be misled by quotations a few cents cheaper. Buy only

HOME GUARD BRAND

Fancy Verdilli Lemons. We are sole agents. Every box full of satisfaction as well as good Lemons.

WHITE & CO., Limited
TORONTO AND HAMILTON

LISTEN, PEOPLE!

Lemon prices will be rushing upwards soon. The wise buyer will "Do It Now," because the buying opportunity of to-day won't present itself again this summer.
"ST. NICHOLAS" "HOME GUARD" "KICKING" "PUCK"
W. B. STRINGER & CO., TORONTO

FRUITS AND VEGETABLES
We are in touch with the leading shippers and can supply **the best at closest prices.**
J. R. CLOGG & CO., *82 St. Antoine St., MONTREAL*

FOR FANCY TRADE

CALIFORNIA LEMONS, just like wax. Extra Fancy "SQUIRREL" brand 240 and 300 sizes.

THE BEST ORANGE GROWN
is
"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.

WATER MELONS, Big sellers this weather.

Send us your orders for anything in Fancy Fruit.

HUGH WALKER & SON
Established 1861 ***Guelph, Ont***

Beans, green, per basket, home grown	0 50	0 75
Green peas (Canadian), per basket	0 40	0 50
Tomatoes, 4-basket crates, Canadian	1 50	2 00
" imported, 4-basket crates	1 25	1 50
Parsley, per doz		0 25
Rhubarb, per doz		0 40
Egg plant, per basket		1 25

FISH—There is no material change in prices and business remains about as last week, distinctly on the quiet side. Good perch are getting scarce, most of the stock now arriving coming from Lake Erie. Trout and whitefish continue in fair demand.

Perch, large, per lb	0 06	0 06½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb	0 10	0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb		0 07
Herring, medium, per lb	0 05	0 06½
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 17	0 18
Trout, fresh, per lb		0 10
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 08	0 08½
Halibut, fresh caught	0 08	0 10
Shredded cod, per lb		0 08
Shredded cod, per doz		0 90
Halifax fish cakes, case		2 40
Live lobsters	0 18	0 22
Mackerel, medium, each		0 12
Bluefins, small white, per lb	0 06	0 06½

CANNED FISH PURITY.

Many complaints have been heard within the last few years of the great deterioration in the quality of fish put up on the Atlantic coast, notably in the case of finnan haddies.

When this article was packed the goods were looked upon as fully equal to, or better, than ordinary cured haddies, from the fact that they possessed all the flavor and freshness, without any bones or skin. As time went on, and it was impossible to pack haddie at a low price, other fish were substituted, and for the past few years the most widely used by many of the packers has been hake, a much cheaper and inferior fish from a dietetic point of view. There was nothing to prevent packers labeling these as haddies, and as a consequence, having neither the flavor nor the appearance of the genuine article, and being put up in a much cheaper way, the trade was much injured.

Under the present Pure Food Act it becomes a criminal offence to use false names on articles packed, and hake can no longer masquerade as haddock.

In interviewing packers they claimed it was no fault of theirs, as the demand for cheap goods was so great, but they expressed themselves as willing enough to pack the genuine article, although of necessity the cost would be higher than for the substitutes.

As the comparison between hake and haddock is very much like the comparison between chalk and cheese there is little doubt that the consumers in Canada would gladly pay for the genuine article, while there will be every incentive now to produce the very best,

COMPANY RE-ORGANIZED.

W. D. McLaren, manufacturers of "Cook's Friend" baking powder, Montreal, have reorganized and transformed their corporation into a joint stock company, W. D. McLaren being president and chief stock holder. The new capitalization of the company is $40,000. The organization has involved a change in their traveling staff, which is now composed entirely of new men.

The new name of the firm is W. D. McLaren, Limited.

Mr. McLaren is among the oldest manufacturers of baking powders in Canada and his Cook's Friend baking powder ranks among the reliable brands on the market. Under its new organization the firm has an even brighter future before it.

Samuel Gibeault, who conducted a hotel and general store at Stony Point, has sold his hotel business.

¿ SALT ?

Full Stocks

All Lines

VERRET, STEWART & CO.

LIMITED

MONTREAL

A MAN IN A THOUSAND.

An interesting little story came to us during the week which is of a nature to encourage one's faith in mankind and to the belief that this sad old world is growing better, after all. It is a story of a man who was honest. Not the honesty demanded by the law courts or by men in the business world generally, but the old-fashioned kind, out and out, straight-forwardness. The hero of the story was willing to work and fight and above all, to keep everlastingly at it for a decade to keep his word and keep his conscience clean.

John S. Lucas is the man, and he is living now at 121 Dunn avenue, in Toronto. For several years previous to 1882 Mr. Lucas was a highly respected and successful gorcer in Churchill, Ont. In that year he went into the grain business, and though at first successful, later had disastrous losses, these in 1886 bulking to $40,000. The following year he was forced to assign, his assets being merely sufficient to wind up the estate and his creditors got practically nothing. Among the heaviest losers, (as they supposed themselves) were Eby, Blain & Co., wholesale grocers. This firm were very kind to Mr. Lucas at the time and this was well rewarded, when, on Monday of this week Mr. Lucas stepped into their office and paid the last cent of his indebtedness to them. And Eby, Blain & Co. are only one case. After his assignment, Mr. Lucas faced the situation and set himself to pay off his indebtedness. He borrowed money enough from friends who had confidence in him to start himself in another line of business, and began a long, up-hill fight to retrieve himself. That fight lasted twenty years and has meant inappreciable work and sacrifice. It ended this week when Mr. Lucas paid off his last cent of debt and breathed long breaths of relief. He has made investments which turned out very favorably and besides paying $11,000 due his creditors, he has made enough to keep him comfortably for the rest of his life. Here is a man who was honest in the real sense of the word. And his experience seems to point to the fact that this red-blooded and out and out honesty will always pay in the long run.

PERSONAL.

Newton A. Hill, L. Chaput, Fils & Cie, Montreal, Northwest traveler, is looking after his trade in western Ontario and Toronto.

O. T. Trudel, manager L. Chaput, Fils & Cie's tea department, Montreal, left on August 1st for a few weeks' vacation. His outing will be on his own stamping ground among the lovely lakes of Quebec.

Jas. B. Campbell, of the Acme Can Co., Montreal, passed through Toronto last week on his return from a trip through the western Ontario canning districts. He found crops looking well and the outlook favorable for a large pack.

There is Satisfaction in Selling

Halifax or Acadia Codfish

Because You Know that it is Good

NO

Hot weather diet to compare with codfish. See that what you sell is branded

ATLANTIC FISH COMPANIES LTD NOVA SCOTIA

The most delicious of all imported Sardines is the

"King Oscar" brand

The care that is exercised in curing and packing and the absolutely pure olive oil used make the "King Oscar" Sardines the delight of the epicure. Your customers want the best if they want Sardines at all. They will want "KING OSCAR" brand once you sell them a tin.

For sale by leading jobbers.

John W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents HAMILTON.

We are now packing the

"FAMOUS BRUNSWICK BRAND"

SARDINES,
CLAMS
SCALLOPS
AND
FINNAN HADDIES

We guarantee every tin we pack
Yours respectfully,

Connors Bros., Limited
Black's Harbour, N. B.

EFFECTIVE WINDOW DRESSING

Every Grocer Should Try to Handle Campers' Groceries—An Effective Camping Window—The Cost of Window Dressing.

Here is a window, which, while not by any means perfect, should set an example to grocers over the whole country. We should like to know how many grocers dressed a camping window this year. There's time yet if you haven't done it, but it's an opportunity of catering to a profitable class of customers that comes round every year and one which no wide-awake retailer can afford to let slip.

Michie & Co., Toronto, whose window is reproduced on this page, are peculiarly well fitted to show how a camping window should be dressed. For the last two years they have made a specialty, not only of edible camping supplies, but of every last article, culinary and otherwise, that is used by canoe-trippers under ordinary or extraordinary circumstances.

The window here reproduced is worth a careful study. You will find it difficult to think of anything needed in a camp which is not in full view here. In order to obtain the best photograph a few articles had to be removed, and these included a couple of hammocks swung from hooks and crossed above the window, and the white mosquito netting, which was hung behind and formed an effective and appropriate background for the whole setting.

The window, it will be noticed, is dressed from corner to corner, not straight across, thus giving an increased floor space for the display and the correct perspective to the man on the street.

On the left are sacks of beans, rice, oatmeal, etc., and directly behind them three or four large aluminium pails filled with cooking and eating utensils, the latter also of aluminium. Behind these again are paddles, an axe or two, and a printed card advertising charts of canoe trips in all the most favorable rivers and lakes of Ontario. Another timely card, headed, "You'll need bait," rests on a folding, collapsible minnow trap, weighing about 30 ounces, and capable of being stowed away in a small space when not in use. A dunnage bag, commonly known as a "turkey," stands in front of the open tent.

The other half of the window is devoted mainly to articles of food. Tins of chicken-soup, baked beans, baking powder, etc., etc. Slabs of bacon, evaporated apples, breakfast foods, soup squares, pickles, biscuits, and a hundred and one other necessities of camp life are prominently shown.

The chief merit of this window lies in its completeness. Since the photograph was taken the arrangement has been somewhat altered. The tent was moved to the right, facing square to the passer-by, and the window redressed with the tent as the common centre.

A Strong Camping-Window Dressed by Michie & Co., Toronto.

Campers' Specialties.

Michie & Co., in addition to carrying a large stock of all food supplies for campers, furnish boats, canoes, and launches of every description on request. They make a specialty of supplying cooks and guides for parties, give estimates of the cost of any trip in Canada, supply angle-worms and fishing tackle to order, sell books on camping and canoeing, maps of Muskoka and the Northern Lakes District, and, in a word, undertake completely to outfit any

camping party, large or small, mixed or stag, poor or rich, experienced or ignorant. They have been in business for 70 years, but it is only lately that they have made such a specialty of camp supplies outside of groceries. This side of their business is increasing rapidly, with every prospect of a virtual monopoly in years to come.

Go and do Likewise.

Every grocer, of course, is not in a position to specialize in camping supplies as Michie & Co. have done. But almost all of them can improve their trade in this field by devoting a little time and thought to the best way of attracting the attention of their customers. A good method is to advertise regularly in the local paper for say, the four months of June to September, and in each advertisement to make a point of listing a few special lines, such as are shown in this window. Back up your advertising by dressing a camping window at regular intervals.

If possible, try to handle a fairly complete line of tin or aluminium ware; or if this is not practical, make arrangements whereby you can obtain such articles at short notice. Once get your customers interested in what you are doing, and the rest comes of itself.

WINDOW-DRESSING EXPENSE.

Sporting Goods Dealer.

There is one phase of the retail dealer's business that he is apt to be careless about—that is the display window. The cost of maintaining this exhibit is a just charge to the wage account, exactly as is the salary of a clerk or salesman. Without windows the rent would be much less, so there is every reason for giving special attention to making it a business-bringing feature. The show window may be considered an employe, and an expensive one. The time of an assistant to dress the window, the cost of working tools and paraphernalia are some of the expenses that may be charged against it. The question remains, does the window sell enough goods to warrant this expense? With the aid of counter books the dealer can keep track of the work of his salesmen and determine what returns they are bringing. In the case of the show window this is not so easy. Unlike the salesmen and other employes, the window may be asked to work day and night, and there are no holidays or vacations to be considered. But again, unlike good employes, the window needs constant looking after and shaking up. It is apt to get slovenly and out-of-date unless proper attention is bestowed upon it.

PURVEYORS BY SPECIAL APPOINTMENT TO
HIS IMPERIAL MAJESTY, THE KING.

Cantrell's

"Dry Imperial"

GINGER ALE

In Pints and Half-Pints

"It is as clear and sparkling as champagne"

MANUFACTURED BY

CANTRELL & COCHRANE, LTD.

Dublin and Belfast

JOHN HOPE & CO., - Sole Agents for Canada
MONTREAL

THIS MEANS YOU.

A Smart Delivery is a Permanent Advertisement for its Owner.

Did you ever lean on the counter and think, Mr. Grocer, what an important factor of your business your delivery outfit may be? Your store arrangements and window dressing may be ideal, and Mrs. Brown, who lives over on Q. avenue, may be delighted when she steps in to order some of that prime old Stilton and a bottle of olives for Mr. Brown's dinner, but that isn't all. The same Mrs. Brown will think some funny things a couple hours later when she looks out of the side window and sees that old box on wheels, plastered with three weeks' mud, and with your name, yours remember, only rustily legible along the side of the cover, rattle up to her door. And she will likely turn up her nose a little, too, when that boy with the dirty apron and with his hat on one side, lounges up the walk. Your delivery outfit—wagon, horse, harness, boy and all—ought to be, and easily san be, a mighty valuable traveling advertisement for your store.

Think of your grocery wagon as a sort of dining car and keep it just as spick and span as the buffet on the International Limited. You wouldn't think for a minute of having a mussy window or a rusty sign. Well, your delivery outfit is a better reflector of your shop than either, because it's a traveler. A clean and well-appointed delivery wagon traveling around town is about the best suggestion we know as to where to get good groceries, makes one think involuntarily of nutty bacon and fresh biscuits and good coffee. It will pay to give your delivery outfit just as much attention as your interior store arrangements.

GROCERY TRADE NEWS AND FOOD STUFFS OF NOVA SCOTIA

(Special Correspondence of Canadian Grocer.)

Halifax, N,S., July 29.

There is only a fair business passing at present, but it is fully up to the average of other seasons. There is no demand for any particular lines. Sales of sugar, as usual during the preserving season, are quite heavy, and there is a fair trade passing in smoked meats. the prices for which rule very high. Two large cargoes of salt are now on their way to Halifax. The steamer Augusta, from Iviza, has 4,200 tons, tho barque Alfredo, from Alfaque, has 1,415 tons. Both cargoes are for A. N. Whitman.

* * *

FISH—The fisheries are looking a little better and some good catches are being made. The prices hold very firm. Two cars of cured fish arrived here last week from Lunenburg, for shipment to the Porto Rico market. The spring catch of the banker "Ambition," which totalled 1,050 quintals, has been purchased in Halifax for $6 per quintal. Late reports from Lunenburg fleet, on the Grand Banks, are as follows:

Schr. Saratoga, 800 qtls.
Schr. Mamie Dell, 800 qtls.
Schr. Muriel L. Young, 1,800 qtls.
Schr. Mattana, 1,600 qtls.
Schr. Earl Grey, 800 qtls.
Schr. Eva June, 1,100 qtls.
Schr. Gladys B. Smith, 750 qtls.
Schr. Henry L. Montague, 400 qtls.
Schr. Alexandria, 750 qtls.
Schr. Arcadia, 800 qtls.
Schr. Cardinia, 1,000 qtls.

All these vessels are still on the banks, but some are expected to return shortly.

There is no large cod to be had in the Barbadoes market, and the medium of the poor quality is selling at high figures. The market is also bare of good pickled fish, and high prices will probably be offered for the first arrivals. Potatoes and onions are also scarce on the same market.

FRUIT—The strawberry season is about over. The crop was not nearly as large as expected owing to the unfavorable weather. The growers received handsome returns for their stock. There is a good demand for fruit, but prices are high. Quotations are:

Bananas, $2 to $2.50 per bunch; cherries, 10 to 12c. per quart; oranges, valencias, $4.50 to $6; lemons, $300 count, $5.50 to $6 per case; pines, 20 to 30c. each; watermelons, 40 to 45c. each; cocoanuts, $4 per bag; California pears $5 per box; California plums, $2.50 to $3; California peaches, $2.75 to $3.

BUTTER AND EGGS — The receipts of butter are about up to the average. Dairy, small tubs, are selling at 21 cents, and prints at 22 cents. Creamery is quoted at 23 to 24 cents. Some butter can be purchased at lower prices, but the quality is poor. Eggs are firm at 17 cents, with ony a fair demand. It is not expected that the price will go any lower. Cheese is selling at 13 cents for large, and 13½ cents for small.

* * *

PRODUCE—Local grown produce is now coming on the market, such as potatoes, turnips, beets, carrots and cabbage, The early potatoes are of good quality. They are quoted at $2 per bushel. The crops throughout the province are all looking very good.

The Wolfville Board of Trade will be represented at the Maritime Board of Trade meeting by W. M. Black, J. D. Chambers, W. T. Ford, V. B. Oakes, Dr. DeWitt, J. F. Herbin and Dr. Lawrence.

The Bridgewater Board of Trade has named R. Dawson and G. W. Godard as delegates to the Maritime Board.

At the annual meeting of the New Glasgow Board of Trade the following officers were elected: President, James Eastwood; vice-president, James C. McGregor; secretary, R. Murray; treasurer, B. De Veper; council, John Underwood, David Brown, John C. Garrett, Dr. J. W. McKay, M. H. Layton, B. E. Fanjoy, Alex. McGregor, and C. E. McLaggan.

Success Insurance

Mr. Grocer! Just think what a policy assuring success would mean to you. While you cannot take out such a policy you can do the next best thing by stocking

T. & B.

the best pipe tobacco manufactured anywhere at any price. There are more than a few Grocers who attribute their prosperity largely to ***T. & B.*** because

T. & B. sells more than Tobacco.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE GROCERY BUSINESS FOR THE BOY

Some Advice by an Old Stager.

I was asked the other day by a fond mother and father which store I would recommend to put their boy in to learn the grocery business. I asked them if they had money enough to start him up in business after he had learned it. They said "No," but that the work was light and easy and the wages, no doubt, good, and he could soon save enough to start himself. I told them to start him sawing wood or something else, but for goodness sake keep him out of the grocery business as a money maker and saver for the clerk. Afterwards I thought about it. Did you ever think, "What is a grocer?" Any Tom, Dick or Harry who is sick of the farm or shop, as the case may be, and can borrow or is left money enough, will get hold of a store and put out a sign: "John So-and-So, Grocer." What right has he to call himself a grocer? He never had any experience, doesn't know one kind of tea or coffee or anything else from another, but just has the price, and mind you, very often they make a success. But some lose their money and they certainly deserve to lose. Because they have a dollar or two do they think that makes a grocer? A great many people think running a grocery business is just standing behind the counter with a nice smile and handing the goods out, getting the money, running to the bank and the day's work is done. Anybody can give the stuff away but it takes a man to sell it just as much in a grocery store as anywhere elese in fact, more so in my opinion.

Now, why should we not have a stated time, say three or four years, and let the boys serve their time as they used to do in the Old Country? Take the moulder, or almost any other trade; after learning the trade they can command a stated wage or grade of salaries. Not so in the grocery business in Canada. We have no system, nor anything to show when a man is qualified to call himself a grocer. How many practical grocers are in your town? Just count them. Then, again, take a glance at the clerks. How many clerks that have been years at the business even, are grocers? You can pick out any 15 or 20 out of stores in any town in Canada and find just as many clerks who think they are grocers as there are Johnnie So-and-Sos. Grocers! Now this should not be so. Sometimes it is the clerk's fault and sometimes it is the store they are supposed to learn the business in. I think the majority of grocery clerks are underpaid as well as uneducated in the trade, if it can be called a trade. There are clerks, and also salesmen, and a good many breeds at that. We have the fellow who is a good talker and can sell, and another who is a good stock-keeper, and so on down the line. But I venture to say you can pick out without much trouble the few who are what I would call all-round practical grocers. They just fit into a certain place, like the fixtures, and they stay there year in and year out. But there are hundreds of clerks selling tea and coffee, for instance, who don't know, or care for that matter, where it grows, or even know the different varieties, and the same applies right through the stock.

HOMEWARD BOUND.

Gottfried H. Crone, who has been for the past year and a half studying the foreign produce business in the office of J. L. Watt & Scott, Toronto, sailed on the 24th inst. on the "Vaderland" to spend two months' vacation with his parents in Amsterdam. He then goes to Singapore to study the business at the exporting end, prior to visiting his father's properties in Java and Borneo.

Mr. Crone, while living in Toronto, formed many friendships, as well in social as commercial circles, and carries with him the very best wishes of all who know him.

He looks forward to a return visit to Toronto.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes

Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street,
Office and Sample Room: 188 St. Paul Street, Phone 1272,
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097
} QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

LIVE SALESMANSHIP

Some Shoulder Hits on Honesty, The Foundation of all Salesmanship.

This page will be published regularly, at least once a month, and will deal with subjects primarily of interest to travellers and clerks. The next paper will treat of "Horse Sense and its Application to Business."

What does honesty mean to the man who is selling things? What does it represent to the owner of a store? To the one, advancement and the confidence of his employers; to the other, more customers and increased business. To say that honesty is the foundation of all business is a truism. To declare that it is the poor man's stepping-stone from penury to pate-de-foie-gras is a platitude. It is not honesty of the George Washington kind that business men are looking for to-day. "I cannot tell a lie," said little George, with the parental slipper in the corner of his mind's eye; and right there George passed up a chance of changing the face of history at the expense of a licking. But the man who is going to get to the top to-day is not the fellow that says: "I cannot tell a lie," but the one who will go ahead and tell the truth.

Honesty is one asset of which there is never a glut on the market. Like other staple commodities, the pure article is always in demand. The trouble is that honesty can be defined in several different ways, and many salesmen who would quit their jobs if they were accused of dishonesty are not above stooping to certain forms of chicanery and trickery that they would be the first to condemn in another man.

Negative and Positive Honesty.

Honesty may be negative or positive. Negative honesty is the sort that prevents a clerk stealing money from the cash-drawer. Positive honesty is the sort that makes him do his level best to add to it. Honesty and energy go hand in hand. Slyness and slackness are never far apart.

A traveler of my acquaintance once approached his employer for a rise in wages. "I have worked faithfully for you for two years," said he, "and I consider the value of my services to be represented very inadequately by the amount of my salary. I want more money and I am prepared to quit if I do not get it."

"Your request is not unreasonable," said his employer, "and to be candid with you I have been expecting it for some time. I do not deny that you have worked faithfully and, in your own estimation, conscientiously; but can you point to one thing which you have done to advance my interests outside of the work which you are actually paid to do? Can you show me any tangible proof of your having contributed to my success beyond what I pay you to contribute? Have you studied my business as you would have studied it had it been your own? I believe you to be honest according to your lights, and if you can assure me that you have done any one of these things I will take your word for it and double your salary."

The traveler, having nothing to say, said it. Realizing that his employer's remarks were beyond controversy, he made no denial of them, but showed that he was made of good stuff by not quitting as he had threatened. He took the hint which his boss had given him, and his determination to succeed bore fruit sooner than he had anticipated. A year after this conversation took place the wholesaler opened a branch of his business in another city, and offered the salesman the management of it, which was promptly accepted. The merchant is one of the best known wholesalers in the Lower Provinces, and his erstwhile traveler is the junior partner, with a third interest in the business.

Positive honesty was responsible for the rise of this man. Negative honesty alone would have left him a traveler for the remainder of his life.

A Receipt for Success.

F. N. Higinbotham, one of the most successful partners the late Marshall Field ever had, when asked to give in as few words as possible a receipt for success, replied with emphasis: "Do more than you are paid to do. Be constantly on the lookout for opportunities to make yourself useful."

This covers the matter like a blanket. Pages and books could and have been written on success, which depends on honesty, but their whole contents put together never said a word more than this: "Do more than you are paid to do. Be constantly on the lookout for opportunities to make yourself useful."

The business world is simply a vast race-track, and there are no favorites. The best man wins every time. The best man, like the best horse, is not best by chance, but by training.

> Work wins.
>
> Self-confidence and conceit are no relation.
>
> Energy, unless backed by intelligence, runs amuck.
>
> Initiative was invented before imitation.

THE CLERKS' COLUMN.

The following advice was issued in bulletin form from a sales manager's office and is full of pith and horse sense:—

New Customers.

Whenever you strike what you know to be a new customer be sure and hand the name and address to the manager.

He will do the "follow up" part and see that she comes again. He will in the first place acknowledge her business with us by a letter of thanks.

Don't overlook this. Under no circumstances must we lose a customer through any fault of ours.

A record will be kept of the clerk that hands in such names and due credit will be given him for the interest he may take in this excellent way of holding new trade.

Complaints.

Whatever criticism you may hear from time to time about the store, don't hesitate to report it. Getting face to face with our faults is the only way we can remedy them.

We must overcome any prejudice that may exist about our business. The mere fact that it is prejudice makes us all the more earnest to fight it.

State the facts as you hear them. The firm is broad enough to listen to all sides and will think all the more of you for being candid.

Personal Interest in Orders.

Since a more personal interest has been taken in the filling of orders we have had far less complaints.

Check personally and put up any item you are in doubt about going out wrong and put the name plainly on the bundle. Continue to do this and we will continue to have an increase of pleased customers.

Other Stores' Prices.

Although we do not govern our prices by those of other stores, yet in all cases where you hear of a store selling the same article for less price than we charge, it is your privilege and your duty to report it.

This applies to every department.

This is in line with what we wrote last week about criticism. Do not hesitate to report what you hear, whether favorable or unfavorable.

One of the men responded very intelligently to this Monday morning. It indicated his interest in the "Mutual Aid" sheet and also in his work.

Advertising.

Such splendid interest is being shown in the ads. by all employes that we are first in the morning to make good the prices advertised.

Remember these prices are mostly figured down to cost, the object being to get the people in the store. We must interest them in other goods besides those in the paper in order to make advertising pay.

Report all new customers.

Report all kicks, on prices especially.

Business-bringing Habits.

One of the best habits to cultivate is interest in your customers' wants. Interest means earnestness, thoroughness.

The customer pays for good service. If she gets her money's worth she's

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FOR SALE.

FISHER Electric Mill; direct current; in good order; price, $50. F. Hutton, Windsor, Ont. [30]

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

SITUATION WANTED.

CAPABLE grocer desires a responsible position as manager or first hand, 9 years experience—good references. Box 155, The Canadian Grocer, Toronto.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

Don't Grope Around in the Dark!

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

coming again. That's as sure as sunshine.

Along with this habit, practice the one of speaking a word to the waiting customer. We notice with pleasure that this is being done in a very agreeable manner by some of the clerks. By simply saying "I'll be with you in a minute of two" you show interest in your work. Keep it up.

Keep Faith.

Whatever you agree to do—do.

If you agree to put the order up yourself or to give any part of it your personal attention—do it.

If you agree to have it sent at a certain hour—see that it is sent.

Keep faith. Misrepresent nothing for the sake of making a sale. Represent things truthfully and candidly. These are sale bringers.

Your Time Has a Commercial Value.

"I believe a great many waste valuable time in the mornings in the office and do not get out into their territories as promptly as they should. The morn- is the best time of the day. The agent feels better and the P.P.'s feel better. If you want to spend time talking things over, take the latter part of the afternoon; don't take the early mornings, especially in the spring time when the mornings are beautiful and everybody feels good.

We have mentioned this a great many times in the past, and I hope that our district managers and office managers will see to it that the agents do not spend too much time in the office. I think that we sometimes imagine we are very busy because we are talking to someone, when, as a matter of ract, we are doing nothing but wasting time.

The successful agent—the man who saves money—is not the man who hangs around the office or who wastes any time when he is out of the office. Learn to do business quickly. Some men cover twice as much ground as other men, because they know the value of time. Their business judgment tells them how to use their time to the best advantage. These are the men who are drawing the big checks in this business. Make every minute count while you are doing business."

HUGH CHALMERS,
Vice-President and General Manager, National Cash Register Company.

FRENCH OLIVE OIL IN CANADA.

M. G. Herve, Marseilles, France, was in Hamilton and London this week calling upon the trade in company with his firm's general Canadian agent, M. Leon Fontanel, Montreal. Since the introduction of their olive oil on the Canadian market a growing demand is reported.

POTATO-GROWING IN NEW BRUNSWICK

The exceptional fertility of the soil makes potato culture a profitable business.

New Brunswick is rapidly coming to the front and occupying a prominent position among the provinces of the Dominion in potato culture. It is only within the last few years that the farmers of the province down by the sea have awakened to the fact that in the raising of potatoes they had a rare opportunity of making money. The thousands of settlers who have been pouring into the western portion of the Dominion have created a greater demand for the tubers, and during the past couple of years especially, the demand has been so great and the prices offered so attractive, that the farmers have been going into this branch of agriculture more extensively than ever before.

Blind to Their Opportunities.

A few years ago, there seemed to be an idea among the farmers living in the counties along the Maine border, that their own soil was not suitable for potato growing, and seeing their neighbors in the adjoining republic getting rich out of their potato crops, many of them sold their farms and traveled across the line, where they bought land and went in for potato raising on a foreign soil.

Gradually, however, the New Brunswick farmers saw their opportunities, and one after another took up in earnest the growing of potatoes.

Last year, immense quantities were shipped to Ontario and Quebec, and also to the West Indies. Farmers who left their New Brunswick lands a few years ago are returning and buying farms at an increase in value of 50 to 100 per cent.

One farmer tells of having paid $5,000 for a farm a few years ago and of being offered $15,000 for it this summer, and this is only one instance; there are many more, showing the large increase in land values.

A Record Yield.

In Carleton county this year the crops will be enormously in excess of all previous years. One man alone has put in fifty acres of potatoes, planting 450 barrels of seed. Farmers who last year planted five barrels of seed are this year putting in ten, and so on all over the county, double the quantity put in last year being put in this year.

He is considered a small farmer, indeed, who is only putting in five barrels of seed. The majority of them have planted considerably more, many having 100, 150 or 200 barrels of seed put in.

The increase is not altogether confined to Carleton county either; York, Victoria and Westmoreland are also making rapid strides.

Many of the farmers are selling their cattle and going in for potatoes altogether. The farmers say they can make a good profit if they sell their potatoes for 80 or 90 cents, but last winter great quantities were sold at $2.40 and $2.50 a barrel.

Judging from the present outlook the crop this year will be far and away ahead of all previous records.

Hay is also being raised more extensively than in former years past and there will be more New Brunswick hay on the market this year than ever before. The weather during the past few weeks has been most favorable for the crops.

CANNERS BUSY.

"Too Many Orders" is Their Complaint—The Crop Prospects.

Jas. B. Campbell, of the Acme Canning Co., Montreal, speaking to a Canadian Grocer representative the other day, said: "Peas are going to be a short crop this year, but we are going to have more strawberries than we had last season. If I had $50,000 I'd spend it on strawberries at their present price of $2.25. In my opinion, you will see strawberries reach $3 before this time next year.

"No, I'm not down here looking for business. I've come to find out exactly how much my customers will be satisfied with. Just now it's a question of not 'How much do you need?' but 'How little will you take?'

"I called on a man the other day who had a big contract with us. I wanted to find out his exact requirements. Before I could speak ,he said: 'Mr. Campbell, I hate to do it, but I find I can't handle the amount I contracted for. My contract gave me the option of cancelling 25 per cent. of the total order, and I guess I'll have to take advantage of it. I'd like to cancel two cars, but cut out one and we'll let it go at that.'

" 'Mr. Blank,' I said, 'I'll make you a counter proposition. Cancel one car, and I'll say 'Thank you,' and leave your office as good friends with you as when I came in. Cancel two, and I'll buy you a box of the best cigars in Quebec province and remember you in my will, besides.'

" 'Well,' he said, 'if that's the way the land lies, I guess I'll only cancel one.' "

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:

GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to

HIS MAJESTY THE KING — *H.R.H. THE PRINCE OF WALES*

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., LIMITED Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An

"Enterprise" *Electrically Driven* Coffee Mill

will save your clerk's time, your customer's time, and advertise your store. Write for catalogue describing our various Electric Mills, with capacities for granulating from 4 oz. to 9 lbs. of coffee per minute.

The illustration shows our double mill, No. 08712, with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other; at fast speed this mill granulates three pounds of coffee per minute. Fitted with ¾ h. p. motor for direct current, or ½ h.p. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

The Enterprise Mfg. Co. of Pa., Philadelphia, U.S.A.

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

—

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

EVERY GROCER
SHOULD KNOW ABOUT
"WALKER BIN" FIXTURES

INCREASE

Business and Profits

SAVE

Time, Labor and Expense

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,

BERLIN, ONT. Limited

Representatives

Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta:—J. C. Stokes, Regina, Sask.

There is only one distinctly Olive Oil Laundry Soap on the market.

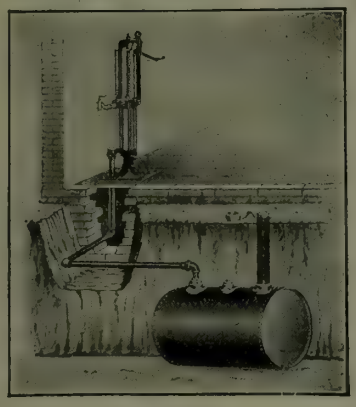
Canadian Castile Soap

the soap demanded by economic and particular people. **Do you carry it?**

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

A Day and Night Gasolene Trade



Cut 42
LONG DISTANCE OUTFIT
Tank is Buried—Pump in Store

With the Bowser Self-Measuring Gasolene Tank, gasolene can be drawn at any time of the day or night. With no other tank is this possible, for the old style tank requires the use of a light to see what you are doing, while the Bowser automatically measures the required amount with absolute accuracy.

Let it be shown that gasolene can be obtained from your store at any hour, and your gasolene trade will increase. And the gasolene buyer is sure to buy groceries so that your Bowser will add to your trade in all lines.

The Bowser Tank for Gasolene is safe—the measurement is guaranteed to be accurate—it's neat, clean and convenient, it's labor and time saving, in short, it's the only satisfactory method of handling gasolene.

If you retail gasolene you will be interested in Catalog B. Send for it.

S. F. BOWSER & COMPANY, Limited

66-68 Fraser Ave., Toronto, Ont.

If you have an old Bowser and want a new one, write us for our liberal exchange offer.

They Prove Indispensable

to the retail merchant who has mean accounts to collect—and every one of them has.

Allison Coupon Books

prevent the friction attendant on those annoying collections, and keep peaceful relations between the dealer and his customers. Goods are paid for as they are bought and still the customer has his charge account.

For sale by the jobbing trade everywhere

Manufactured by

ALLISON COUPON CO.,
Indianapolis, Indiana.

—BUY—

Star Brand

COTTON CLOTHES LINES

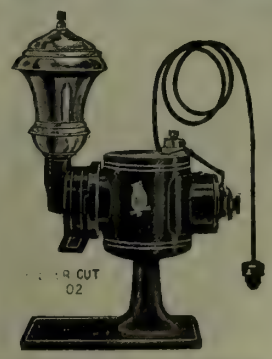
—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

WHY NOT DISCRIMINATE?

AND DOUBLE YOUR CHEESE SALES

When you buy cheese, why not get value for your money and cater to the taste of your best customers?

Primrose Cheese

is the highest quality Canadian Cheddar, selected at our own factories, faultless in flavor, perfect in texture and make, and above all scientifically matured before shipment.

YOU CAN MAKE MONEY

by selling the right kind of cheese, but you will gain nothing by trying to sell ordinary unselected box cheese offered to you at a little less money than Primrose Cheese. Write for quotations.

MacLaren Imperial Cheese Co., Limited

Head Office:

TORONTO, ONT.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 2, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 75
32-oz. " 1 "	8 50

Terms net 30 days.

Beverages.

JOHN HOPE & CO. AGENTS.

Cantrell & Cochrane's aromatic ginger ale, cases, 1 doz	1 30
Casks, 1 doz	1 25
Dry Imperial ginger ale, pts., cases 5 doz	1 40
Dry Imperial ginger ale, ½ pts., cases 10 doz	1 00
Club soda water cylinders, casks 10 doz	1 25
Club soda water cylinders, cases, 5 doz	1 30

Not less than full package.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

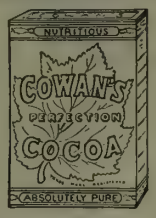
Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 15

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ¼'s and ½'s per lb.	$0 35
Vanilla, ¼'s	0 35
Parisian 8s. per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ¼'s and ½'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ¼'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, ¼'s, per lb.	
" ½'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	4 50
" 1-lbs. "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
¼ " " 4 " " "	2.40
½ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ¼s (for cooking)	$0 32
Prepared cocoa, ¼'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 40
" " ½'s	0 38
" No. 1 chocolate, ¼'s	0 32
" Navy " ¼'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

	Per lb.
Breakfast cocoa—	
5-lb. screw top cans, 10 cans in case	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	39c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	40c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins	41c.
12-lb. boxes, 6 boxes in case	41c.
Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	32c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	33c.
Milk chocolate—	
50 5-cent pieces to box, per box	$1.65
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.65
6-lb. bxs. 12 bxs., in case, ½-lb. tins	28c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs	28c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs.	24c.
6-lb. " 12 " " ½-lb. "	24c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
¼ and ½ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " " "	0 29
⅛ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—
In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	$0 25
" Mocha	0 27½
" Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 30
Madam Huot's coffee, 1-lb. tins	0 32
" 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4 doz.	per doz.	1 75
10 "	4 "	"	3 00
Rep. quarts,	1 "	"	6 50
Imp. "	1 "	"	9 00

Cheese.

Imperial—Large size jars		per doz.	$8 25
Medium size jars		"	4 50
Small size jars		"	2 40
Individual size jars		"	1 00
Imperial holder—Large size		"	18 00
Medium size		"	17 00
Small size		"	12 00
Roquefort—Large size		"	1 40
Small size		"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	3	cents each
00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

The guarantee that goes with every tin of

BORDEN'S BRANDS

is the best that the world can offer—The fact that hygienic experts have pronounced it **"Perfect"** adds to the manufacturer's guarantee that

"EAGLE BRAND" Condensed Milk and **"PEERLESS BRAND" Evaporated Cream**

Are best for your customers

(Unsweetened)

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

The Keystone

of your business is your stock of Tea and Coffee. If these most important items are right you have trade winners.

BRAID'S BEST marks the acme of the coffee blender's art.

Packed in 1, 2, 5, 10, 25 and 50 lb. cans, also in fancy iron drums and barrels.

WM. BRAID & CO., Vancouver, B.C.

BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 1uc. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.	0 07½
5 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 11½
½-bbls.	0 11½
Tubs, 60 lbs	0 11½
Pails	2 33
20-lb. tins	2 13
Cases 3-lb. "	0 12½
" 5-lb. "	0 12
" 10-lb. "	0 11⅞

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.P., ½-lb. tins, per doz.	$1 40
" ¼-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar "	0 25
F. D ¼-lb. tins, per doz.	0 85
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
4-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
4-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

JOHN HOPE & CO., AGENTS.

Barton & Guestier Olive Oil—	
Quarts, 12's	$ 8 50
Pints, 24's	9 50
½ pints, 48's	10 00

Less 5 per cent. discount.

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. cases, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz, per doz.	0 90
Pint " 3 doz.	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 80 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 8-lb. draw-lid boxes	0 07½
Silver gloss, 8-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 5½0
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 300 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	1 50
Celluloid Starch—	
Boxes of 45 cartons, per case	1 50

WOOD'S PACKAGE TEAS

WOOD'S PURE PACKAGE TEA

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

are in their best element during the hot months.

TEA is the Summer Drink. Nature has not produced a better one, and man cannot.

It is cooling, refreshing, stimuiating, and in these, our Package Teas, are these elements all combined in their most powerful and fascinating way, for they are the best and purest goods.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07

SAN TOY STARCH.

pkges, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

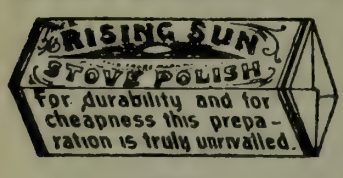
Culinary Starches—	
St. Lawrence corn starch, 40 lb .	0 07
Durham corn starch, 40 lb.	0 06
Laundry Starches—	
No. 1 White, 1-lb. cartons, 48 lb..	0 06½
" 3-lb. cartons, 36 lb..	0 06½
" 200-lb. bbl.....	0 05½
" 100-lb. kegs.....	0 05½
Canada Laundry, 40 to 46 lb.....	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
4-lbs. Gloss, 1-lb. packages, 40-lb	0 06
Coldwater Ivorine Starch, per box, 40 pkgs	2 50

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03 per lb.
Half-barrels, 350 lbs...	0 03½ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb.....	1 15 each
3 " " 38½ lbs....	1 60 "

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case.....	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24, pts.. 2 50	Cases, 24 qts.. 4 80
" 12, ½-gal 4 80	" 6 gals.. 4 50
" 1, 5-gal 4 00	

54 lots prepared up to 40c. rate.

Empire Golden Syrup—

Cases, 24—2's. 2 25	Bbls, per lb. 0 03
" 12—5's. 2 55	½-bbl. " 0 03½
6—10's. 2 50	Kegs " 0 03½
3—20's. 2 45	Pails, $1.50 and $1.60

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs....	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs.....	0 03¾ "
2-gal. pails 25 lb.....	1 15 each
3 " " 38½ lbs.....	1 60 "
2-lb. tins, 24 in case, per case ..	2 25
5-lb. " 12 " " ..	2 55
10-lb. " 6 " " ..	2 50
20-lb. " 3 " " ..	2 45

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

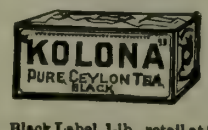
Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

THOS. LIPTON

Lipton's Teas, cases 50 lbs.	Ceylon and Indian green or black.	retail	wholesale
"A," Pink label, ½'s & 1's, tins		0 50	0 35
"B" Orange " ¼s, ½s and 1's		0 40	0 30
"C," Blue " ½s and 1's ..		0 30	0 22
"D," Green " 1's		0 25	0 20
"B," Orange " mixed, ½'s only		0 40	0 30

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19



Ceylon Tea in 1 and ½-lb. lead packages, black or mixed

Black Label, 1-lb., retail at 25c.....	$0 19	
" " ½-lb. " "	0 20	
Blue Label, retail at 30c.....	0 22	
Green Label. " 40c.....	0 28	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 42	
Gold Label, " 80c.....	0 55	

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 20	0 25
" " ½ lbs.....	0 21	0 26
Black, green, mixed, 1 lbs. & ½s..	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " ⅛s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s...	0 22	0 30
Green " 1's and ½'s..	0 25	0 35
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's, ½'s and ¼'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1 s and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb.....	$0 35	
" " 100 ½-lb....}	0 35	
" " 50 1-lb....}		
" " 120 ¼-lb.....	0 35	

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.....	$ 0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, ½s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor" I 40-lb. boxes.....	$....	
" II 40-lb. boxes.....	....	
" III 80-lb. boxes.	....	
EMD AAA Japan, 40 lb "at.....	....	
" AA 40 "	....	
Blue Jay, basket fired Japan, 70 lbs.,	....	
"Condor" IV 80-lb. "	....	
" V 80-lb. "	....	
" XXXX 80-lb. boxes....	....	
" XXXX 80-lb. "	....	
" XXX 80-lb. "	....	
" XXX 30-lb. "	....	
Condor" XX 80-lb. "	....	
" XX 30-lb. "	....	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½	....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 27½	at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases .....retail	0 30	at 0 33
Yellow Label, ½s and 1s, 60-lb. cases .....retail	0 35	at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 40	at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases .....retail	0 50	at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases ....retail		at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30½
No. 3	"	0 25
No. 4	"	0 20
No. 5	"	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ¼-lb. caddies. All grades—either black, green or mixed.

TOBACCO.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 48
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 48
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.....	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 78
" " ⅛-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz..... ..... $18 00

Vinegars

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	$0 32½
Condor, pure distilled.....	0 27½
Old Crow.....	0 23½

Special prices to buyers of large quantities

White Wine, proof.....	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 5 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 5 doz in case....	1 10

For a Good Thirst Quencher Sell

BATGER'S

Lime Juice Cordial and Lemon Squash

Ready to Use

Rose & Laflamme
Montreal - Toronto

Good Value to Your Customer

Paterson's Worcester Sauce

ROSE & LAFLAMME,
Agents, Montreal and Toronto,

Large Profit To You

THE TWENTIETH CENTURY FLY-CATCHER

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

FLY COIL

Will catch and hold more Flies to the square inch than any other Fly-Catching device in the world.

GOOD PROFITS
LARGE SALES
COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Ltd., (Lancs) Eng. Bury

Pernot Biscuit

5 Factories, 40,000 sq. yards

Obtained highest awards at Worlds Fairs :

Grand Prix—Hanoi, 1902—India
St. Louis, 1904—U.S.A.

SPECIAL AWARDS (Out of Competition)
Liege, 1905—Belgium
Marseilles, 1906—France
Milan, 1907—Italy

Leon Fontanel & Co.

General Agents

6 St. James St., - Montreal

Responsible agents wanted in the larger cities.

LEON FONTANEL & CO.
General Agents
6 St James St., - MONTREAL

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Awnings, Tents, Rope, Etc.
Tobin Tent & Awning Co., Ottawa.
Bartlett, Wm., & Son, Toronto.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Beer—Non-Alcoholic.
Kops' Breweries, London, S.W.

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Kingery Mfg. Co., Cincinnati.
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Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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United Factories Ltd., Toronto.
Woods. Walter, & Co., Hamilton.

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Burlington Canning Co., Burling on, Ont.
Canadian Canners, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Lea Pickling & Preserving Co., Simcoe
Napanee Canning Co., Napanee.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cheese Cabinets.
WalkerBin and Store Fixture Co., Berlin

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American Tobacco Co., Montreal.
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Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

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Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

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Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

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Borden's—Wm. H. Dunn, Montreal.
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Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

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Capstan Mfg. Co., Toronto.

Fly Coil.
Brown's Fly Coil Co., Bury, Lancs., Eng.

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Oodville-Georgeson Co., Winnipeg.
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Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
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Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons Montreal.
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Sprague Canning Machinery Co., Chicago

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Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

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Fontanel, Leon, Montreal.
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Honeyman, Haultain & Co., Regina.
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Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
MacNab, T. A., & Co, St. John, Nfd.
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Nicholson & Bain, Winnipeg.
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Standard Brokerage Co., Vancouver
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Watson, Andrew, Montreal.
Watt, John J., Toronto

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Fearman, F. W., Co., Montreal
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Ozo Co., Montreal.
Hudon, Hebert & Cie. Montreal
Mason, Geo., & Co., London, Eng.
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Common Sense Mfg. Co., Toronto.

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Majestic Polishes, Ltd., Toronto.
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Dalley, F. F., Co., Ltd., Hamilton, Ont.

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Empire Salt Co., Sarnia, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

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Guelph Soap Co., Guelph, Ont.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.

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St. Lawrence StarchCo., Port Credit.

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Terminal Warehouse & Cartage Co. Montreal.

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Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont

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Branson & Co, Ltd., London, Eng.
Ceylon Tea Traders' Ass'n.
Codville-Georgson Co., Winnipeg
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Lipton, Thos., New York.
Nishimura, Shaw T., Montreal.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
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Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Burnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.

Washing Compound.
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Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Wines and Liquors
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Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, AUGUST 9, 1907. NO. 32.

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(Continued on page 4.)

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Home of Old Homestead Brand

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The Old Homestead Canning Co.

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Etc.

Specify

"Pansy" and **"Daphne"**

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents:

Rose & Laflamme, Montreal
MacLaren Imperial Cheese Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N.S.
G. B. Thompson, Winnipeg

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	Raisins,	from Valencia
Cane Sugar,	from West Indies	Mangoes,	from West Indies
Oranges,	from Seville	Ginger,	from Jamaica
Red Peppers,	from Zanzibar	Capsicums,	from Zanzibar
Nutmegs,	from Penang	Mace,	from Penang
Cloves,	from Penang	Cinnamon,	from Ceylon
Tomato Puree,	from Italy	Garlics,	from Italy
Shallots,	from Channel Islands	Soy,	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

NEW LOBSTER-

Halves and Ones

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

The "Quality" Salt

Since "the proof of the pudding is in the eating" we think that Windsor Salt has proved up by facts, by sales, by test. It passed the "comparison" stage long ago—now other salts are proved by "Windsor".

If "other salts" prove up, 50 per cent. that means they are 50 per cent. as pure, white, crystalline as Windsor Salt.

Windsor Salt is the so-called weather gauge —the testing glass —the "prover" — ***the one hundred per cent salt.***

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

JAPAN TEAS

"Third crop leaf is now coming in but also limited. At time of writing there is absolutely no sign of market declining. Those who have not yet been able to complete their requirements I recommend communicating with me immediately as the United States buyers are now contracting for a very large percentage of Third crop."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Tartan BRAND

SIGN OF PURITY

We thank our many friends for their generous patronage during the travellers' vacation.

Our travellers start on the road Monday, heavily loaded with bargains.

WAGSTAFFE'S GOODS

Tremendous sale of these goods recorded. We have full supply. Get in your orders before it is too late.

Mail or phone orders promptly attended to. Long Distance Phone 596, free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

6 for 25c.

BEE JELLY POWDER

Since we put our famous package of Jelly Powder on the market to sell six cartons for 25c. we have been doing a tremendous business. The flavors are:

STRAWBERRY CHERRY
RASPBERRY LEMON
PINEAPPLE NUTTO
OR ANY OTHERS SPECIFIED.

If you are not yet selling these money-makers allow us to send you a trial order.

SNOWDON, FORBES & CO.

449 St. Paul Street - MONTREAL

OF COURSE, YOU CAN SELL

"ROYAL CROWN"

Witch-Hazel

Toilet Soap

We are advertising it all over Canada.

The C. P. R. supply it in all their magnificent hotels, on trains and steamers.

We are making people want to try it. And the soap itself makes them want to buy it right along.

"Royal Crown" Witch-Hazel makes money for every grocer who sells it.

Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St. Montreal, Agent for Quebec and Lower Provinces

E. NICHOLSON

D H BAIN

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

CABLE ADDRESS:
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg, July 30th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

We wish to take an account, as exclusive representatives, for your line.

There is a splendid opportunity, now, to introduce your goods, and we have special facilities for pushing them.

We have grown up with the country, and have friends and clients everywhere. To take care of these, **we have established warehouses at Winnipeg, Calgary, and Edmonton,** all natural distributing centres for the most progressive sections of Western Canada.

We cover the territory thoroughly and effectively, our selling organization being of the best.

Let us know your terms. We take consignments on commission, and feel certain that we could develop a large trade for you, if placed in charge of your interests.

Very truly yours,

NICHOLSON & BAIN,

CALGARY **WINNIPEG** **EDMONTON**

A Matter of Common Sense

Stocking Groceries and Provisions calls for the exercise of common sense—nothing more. Calling goods wholesome and pure does not make them so. It is more than likely that that explains the immense demand for

E. D. S. Brand
JAMS and JELLIES

I offer proofs of the wholesomeness of my Jams and Jellies to every man or woman who cares to send me their name and address. When I state that "E. D. S." Brand of Jams and Jellies is the purest and best manufactured in Canada, I can prove my claims.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

THE PERFECT BEVERAGE

Unexcelled for Dinner or Luncheon. Submit it to your customers. It is sure to be appreciated. There is nothing else like it.

KOPS BREWERIES, *LONDON, S.W. ENGLAND*

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS BELL, SONS & CO., Montreal

NO ACID OR GRIT

will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.

Write for sample and prices. 71

MAJESTIC POLISHES, Limited
575 Yonge Street - - Toronto, Canada

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Ridgway's Celebrated Teas

Sold in ¼, ½ and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	In very attractive tin packages
Five o'Clock Tea,	60c.	
Her Majesty's Blend,	1.00	

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To John Robertson & Son, Ltd.

41 Common St., MONTREAL

SOLE AGENTS FOR CANADA

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

They Prove Indispensable

to the retail merchant who has mean accounts to collect —and every one of them has.

Allison Coupon Books

prevent the friction attendant on those annoying collections, and keep peaceful relations between the dealer and his customers. Goods are paid for as they are bought and still the customer has his charge account.

For sale by the jobbing trade everywhere

Manufactured by

ALLISON COUPON CO.,
Indianapolis, Indiana.

Delicious Desserts for Dog Days

24 desserts for *10* cents

GREIG'S WHITE SWAN RENNET TABLETS

Each Tablet makes one pint of Junket. 24 Tablets in a bottle.

To retail at 10c.

3 doz. in a handsome counter display tray.

Just the thing for warm weather sales.

THE ROBERT GREIG CO., Limited
TORONTO

Just Tear Off the Coupon

and you have within reach an endless variety of valuable articles (not trashy premiums) but goods of A-1 quality.

"The Fairbank Plan" method of rewarding the clerks for their co-operation in selling the great Fairbank Specialties:

Gold Dust Washing Powder
Fairy Soap
Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

is based first of all on *quality*. We want the first article received to be an incentive to work for more — and we know that we must give good value to accomplish this result — which is just what we are doing.

"The Fairbank Plan" premium list contains an assortment of goods of real value that we defy any one to excel — because The Fairbank Company realizes that "the man behind the counter" is an important factor in developing and extending the trade on their products. We believe in rewarding effort, and we know the retail clerks of this country have done much for us.

Send for a copy of **"The Fairbank Plan"** premium list and find out all about it

The N. K. Fairbank Company
Montreal, Canada

We have just received a large shipment of

FORMOSA OOLONGS

and have also to arrive shortly

BLACK and GREEN CEYLON and INDIANS

For the wholesale trade only

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** OTTAWA

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

The Best Trade Demands

BURLINGTON

BRAND

CANNED GOODS

and there are good reasons for the popular preference. Only A1 Quality Fruit and Vegetables—sound in every particular—can ever reach our canning department and even our competitors admit that our factory is immensely superior to the next best in Canada.

Can You Supply the Demand?

Burlington Canning Co., Ltd., - Burlington, Ont.

It is not only that the greatest care is taken in the selection of stock for

Rowat's Pickles

but that the package is most perfect and convenient on the market.

The selling price is too low for the high quality of the goods. This argument brings you business. Sell

Rowat's

Look for this Bottle and this Label

When you are ordering Maple Syrup see that the brand is *"Pride of Canada."*

This is your guarantee of purity, excellence and all round quality.

Our reputation stands behind each and every bottle. If it is not all it is claimed we take it back.

There is no element of risk for you.

Thousands of grocers all over Canada are selling *"Pride of Canada"* Maple Syrup and Maple Sugar to hundreds of thousands of satisfied customers.

You should be selling *"Pride of Canada."*

IT PAYS.

The Maple Tree Producers' Association

WATERLOO, - QUE.

Red Feather B.B.C.
FANCY TABLE SUGAR

Have you bought a case yet? 5-lb. bags, 12 in case—can be bought with or without a handsome glass shaker with each bag. For table use this is the finest sugar you can buy, and everybody likes it. Ask our travellers about this.

Fruit Syrups
For Fountain and Ice Cream Use
Quality Unexcelled

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

Redpath
IS
CANADA'S STANDARD
FOR
REFINED SUGAR
Manufactured by
THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Manufacturers!

Do you want your goods
Sold in British Columbia?
If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited
ARTHUR NELSON, Manager.
144 Water Street
VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

SALMON

Our travellers have an interesting offer for you in Salmon for prompt shipment.
It will pay you to see them.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the **"Essex Brand"** based on these prime facts:—

—We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.

—We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.

—We claim for the "Essex Brand" a higher standard of quality than is usually considered necessary. The finest of ***Fruits*** and ***Vegetables,*** gathered at the right stage of ripeness and packed fresh from the field under the most careful conditions, warrant the statement that the "Essex Company's" goods will give a larger measure of satisfaction to your customers than any other within your reach.

Stock up with the Best, it costs no more.

The Essex Canning and Preserving Co. LIMITED

28 FRONT STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Are You Out for More Business?

Men who are anxious to corner the paying trade make it their business to stock

FARMER BRAND CANNED FRUITS AND VEGETABLES

and there are more than a few strong reasons for their preference. The soil—large tracts of which we control—is peculiarly adapted for the production of fruit and vegetables par excellence, while the climate is just perfect—neither too hot nor too cold. Then ***we can all the goodness of ripe, juicy fruit and all the energy-building qualities of fresh vegetables.***

If you can't supply FARMER BRAND, you can't supply the canned goods particular people demand.

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

Pure Jam

"BALMORAL"

For real proofs of the superiority of "Balmoral" compared to other Jams, get a stock of it and notice how your customers afterwards always ask for "Balmoral." Absolutely the finest on the market. ***Purity*** all the way through. We are now booking orders for forward delivery, don't be too late.

Write for prices (Do it now) to

J. W. WINDSOR
MONTREAL

SOLE AGENTS FOR CANADA

Commercial Sense

That's all success in any business amounts to, and when it comes to success in the Grocery Business, shrewd merchants stock our

JAMS and JELLIES

because they have proven them to be the best and most wholesome manufactured in Canada. The same applies to our

PURE APPLE JUICE

It has won an extensive market because of goodness—sheer goodness—and that alone. The point is clear.

The Belleville Fruit & Vinegar Co.
LIMITED

BELLEVILLE, ONT.

Sell Syrup in Hot Weather?

Why, yes! If you think the best is good enough, to increase your profits and sales, give your jobber an order for

GOLDENETTE

Pure Cane Table Syrup

The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

Free samples to give to your customers. Put up in 2, 3-lb. tins; 5, 10, 20-lb. tin pails and barrels by

Imperial Syrup Company

Refiners of Natural Flavor Food Products

Montreal - - Canada

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably, get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your stock?

J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

Never complain of your profits in

MATCHES

It is not necessary when you handle

OUR MATCHES

There's the "Togo" brand and the "Laurier."

Order a trial shipment. Our freight terms are advantageous. Write for particulars.

The Improved Match Co.,

Limited

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

WE CONTEND THAT

The Busy Man's Magazine

IS the best publication in the magazine line. But don't take our word for it. Read the unsolicited opinions of its subscribers—

"I consider The Busy Man's Magazine the best I have yet come in contact with." Henry Wilson, Toronto.

"It is the most interesting publication of its kind I have ever subscribed to." G. F. Haworth, Toronto.

"There is no better printed in the world to-day for busy men." B. T. Petch, Regina, Sask.

"Your magazine is the best I have ever had the privilege of perusing." S. W. Wynn, Yorkton.

"We would not like to miss the future copies of The Busy Man's Magazine." Ingersoll Packing Co., Ingersoll.

"I am pleased to say that each number is becoming more valuable and interesting." A. B. Musselman, Berlin.

"I am more than pleased with my investment in The Busy Man's Magazine, believing it to be the best magazine I have had the pleasure of perusing." A. B. Burrell, Amigari.

"I have been delighted with the Busy Man's Magazine. The articles are well chosen, are concise and ably written. For a busy man I know of no other magazine that will compare with it." Geo. Anderson, Toronto.

"The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefited for the short time given to each article." Wm Thoburn, Almonte.

We wish to give you further proof of the value of the ***BUSY MAN'S.*** Send us a postcard, giving your address and we will send you a sample copy.

Bear in mind every timely, interesting and instructive article appearing in any of the current magazines and periodicals appears also in the ***BUSY MAN'S***—a hundred magazines for the price of one.

WRITE US TO-DAY

The Busy Man's Magazine

TORONTO

MATHEWSON'S

RED

VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

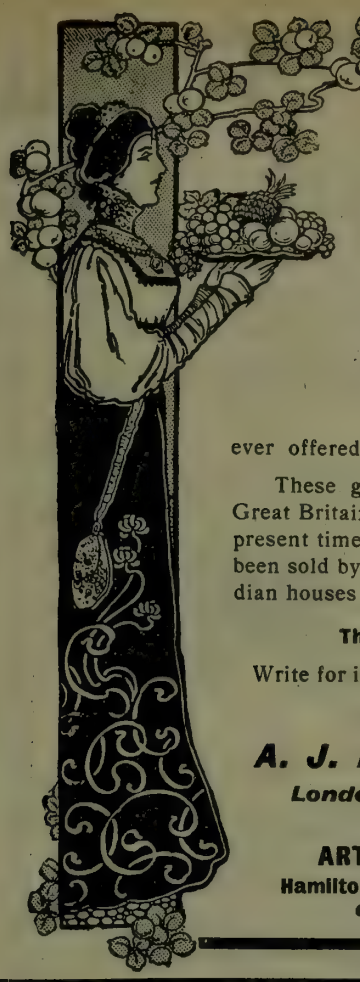
The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL



THE

MOST BEAUTIFUL

Line of

Xmas Cracker Novelties
Table Decorations and
Xmas Stockings

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.

London, W.C., England

ARTHUR E. BOWRON

Hamilton, - - Canada

Canadian Agent

RIVERDALE BRAND

Canned Goods

are

Matured Fruits & Vegetables

that are

Carefully Selected

and

Perfectly Processed

by

Modern Machinery

and

Efficient Labor

The packers are

THE LAKESIDE CANNING CO. LIMITED

WELLINGTON, ONT.

Diamond Brand
Maple Syrup

Twin Block
Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

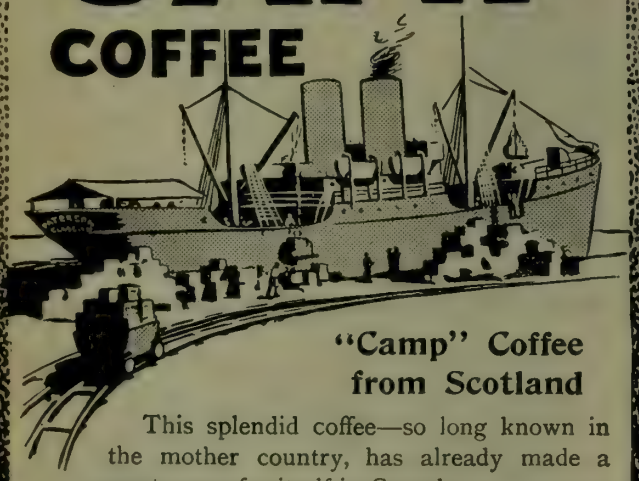
Sugars, Limited Montreal

TODHUNTER'S
Select Pickling Spice

is a perfect combination of the world's Best Spices which makes Todhunter's Mixed Pickling Spice so very much superior to all others. For over thirty years on the market. Get your supply as now is the time to buy. See our travellers or send your orders to

TODHUNTER MITCHELL & CO.
TORONTO

'CAMP'
COFFEE



"Camp" Coffee from Scotland

This splendid coffee—so long known in the mother country, has already made a great name for itself in Canada.

It pays the distributor—pays him handsomely—pleases the customer—pleases her thoroughly.

"CAMP" not only maintains its own high reputation, but adds to that of every grocer who sells it.

MANUFACTURED BY—
R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW

AGENTS — ROSE & LAFLAMME, MONTREAL

The Business of a Grocer

is more easily damaged than any other business on earth. People expect his goods to be perfect. That explains two things—the growing demand for

2 in 1

and just why the wise grocer stocks the incomparable polish.

2 in 1 is not only a perfect polish—it is also a wonderful leather food.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. Buffalo, U.S.A.

WILLIAM GALBRAITH & SON
Wholesale Grocers
80 AND 82 ST. PETER ST., - - - MONTREAL

"CANADA'S PRIDE" CANNED GOODS
THE BEST IN THE WORLD

"HOME SWEET HOME" CEYLON TEA
TRY IT

TRAVELLERS' VACATION

We take this opportunity of thanking our friends for the confidence shown in the way they have favored us during the travellers' vacation by mail and wire orders. As our men will not be out until the 12th proximo, we hope to be as well favored until then as we have been up to the present.

All orders will be booked at lowest market quotations, and quotations will be furnished on request by mail or wire at our expense.

PHONES

1265 422 1816

JAMES TURNER & CO., Limited, HAMILTON, ONT.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS.

Mr. Grocer! Can You Afford to Throw Away Money?

The man who knows the virtues of

TOLEDO COMPUTING SCALES

without owning them is actually throwing money away. Toledo Scales will save you dollars every week, please your customers better and pay for themselves in short order.

THE TOLEDO COMPUTING SCALE CO.
Hamilton, Ont.

VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTELL & CO. Warner Road, Camberwell, London, England

CAN THE TRADE GET TOGETHER?

Suggestion that Retailers, Wholesalers and Manufacturers have a Conference.

By our Hamilton Correspondent.

The best suggestion I have heard yet, is that a meeting be called of the representatives of the Retail Grocers, Wholesale Grocers and Manufacturers some time in the near future. If the president of the Wholesale Grocers' Guild would study this matter up, I think he would be the best man to call the meeting—as he is in touch with all three parties, and if circulars were sent out asking for positive answers from each, whether or not they would attend, it would place the affair in a position where it would be a success as to attendance at least. In towns and cities the associations should send a delegate and pay his expenses, and also chip in to help pay the expense of the gathering. Now, I may be rather sanguine about the benefit of a meeting of this character, but it looks to me now as if it was the best thing that could happen. Even if it were only small in numbers, this first meeting would be a starter. Surely the grocers of this country are willing to better their position. The benefits arriving from conferences of this character would, I think, be incalculable. The retail men in Canada have been the willing slaves of the jobber and manufacturers long enough, and it is high time that they held up their heads and asserted their rights to the others—and I think both manufacturers and jobbers would heartily embrace the opportunity to meet with the retailers, and let measures be passed that would make the retail business not only more pleasant but more profitable as well.

There is no question that it would please the manufacturer, for all he knows now about the retailer is what it pleases the jobber to tell him. Let some of the best retailers in the province be selected, men who are able to state the facts in good form. It will possibly be a surprise to Mr. Manufacturer to be apprised of the straight facts of what is going on with his goods, just a clear cut statement with out frills. Now Mr. Editor, if this suggestion meets with favor in your eyes, why would it not be a good thing for you to ask Mr. President Beckett for his opinion in the matter. I always look to him as the man to put the trade on their mettle for a betterment of conditions for all concerned.

A number of smaller groceries have changed hands during the last week, the owners giving up because they were losing money, but found no trouble in getting buyers for their stock. The old saying about the birth of a sucker every minute stills holds good.

TRADE BETWEEN CANADA AND MEXICO.

Prominent Mexican Official in Montreal Discusses Trade Possibilities with Canadian Grocer.

One of the recent visitors to Montreal, seen by The Canadian Grocer, was His Excellency, Enrique Creel, Ambassador to the United States from Mexico, and Governor of Chihuahua. He came to Montreal with a three-fold purpose. He desired to look over the ground with a view to seeing in what manner trade relations between Canada and Mexico might be promoted; wished to study, as much as would be possible on a short visit, Canada's immigration policy, and was interested in having explained to him the workings of the strike laws now in force in the Dominion.

His Excellency thinks there is a great field for trade between the two countries, and is only too anxious to see business relations between Canada and Mexico developed as they should be.

"We have many products in Mexico," said he, "which could be exported to Canada in exchange for Canadian goods needed in Mexico. Take sugar, for instance, which we could export in large quantities. Some lots have been sent on here to the refiners and it pleased them, but we cannot at present develop this trade for the reason that the tariff regulations are such that we cannot compete with British colonies supplying this market. Mexico is paying to-day a duty of 71c per 100 lbs. on sugar, and when one considers that sugar from the British colonies secures a rebate of 33 per cent. it is easily seen that the colonies will get the preference because they can undersell us. Mexicans are in hopes, however, that the Canadian Government will see its way clear to reduce this tariff in some way in favor of Mexico. While at present our annual yield of sugar is large, it could be greatly increased were Canada secured as a market, as we have much land ready for cultivation.

"Tobacco is grown in large quantities in Mexico, and it is of the finest quality in the world. Each year we are in a position to ship large quantities to Canada if a market is created here.

"Then we have our coffees, which are of the finest grades; we have hemp, goatskins, hides, and numerous other products, abundant in Mexico, for which there is use in Canada.

"As for imports, in Mexico Canadian wheat and flour can very often be used, since our crops are not always as large as we could wish, and, as a result, we have to call on other parts of the world for supplies. Other grains we could use would include barley, of which we require an enormous quantity, and oats which are in great demand also. So I could go on, mentioning lumber, railway ties, and innumerable other Canadian products which would find a ready sale in Mexico.

"All that is required for the building up of a great trade between the two countries is the active co-operation of the two Governments. Trade with Canada has increased at least five hundred per cent. during the past five years. It will increase still more if proper aid is given by the Governments of the two countries. As you know there was recently inaugurated a steamship line between the two countries. This is helping considerably. It remains for the Canadian Government to encourage trade. Mexico is willing to do its share."

While in Montreal, Mr. D. A. Ansell, Consul-General for Mexico in Canada, introduced His Excellency to many prominent business men.

HIS SIGHT CAME BACK.

Chas. W. Creed Throws Away Glasses After Three-quarters of a Century.

Charles W. Creed, secretary of the Maritime Board of Trade is one of Canada's grand old men of business. The

CHAS. W. CREED,
Secretary of the Maritime Board of Trade.

Maritime Board has demonstrated its usefulness as an organization of business men for the general advantage of Canada, as Parliament says, and its success is in no small degree due to the enthusiastic, intelligent and self sacrificing efforts put forth by Mr. Creed as the secretary and one might well add manager.

Writing last week to a member of The Canadian Grocer staff, Mr. Creed said: "I entered on my 76th year on 22nd July and am pleased to say my health is excellent. I have been wearing glasses for the past 25 years but on Feb. 13th of this year my sight suddenly returned and I can now both read and write without them. This is to me a great comfort."

Mr. Creed is a remarkable man and readers of The Canadian Grocer everywhere will join with this paper in wishing him many more years of health and usefulness.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

HALIFAX.

The grocery markets have an exceedingly firm feeling and prices have an upward tendency. All lines of canned goods are now becoming very scarce. Owing to the short crop of strawberries the packers are only delivering about forty-five per cent. of the customers' orders, and that at an advance of twenty-five to fifty cents. Prices of canned vegetables are as yet unknown here, but the indications are that they will be higher. Many of the retailers are making big cuts in the price of sugar. One dealer is advertising 22 pounds of English granulated for one dollar, and another is offering 24 pounds of Austrian granulated for the same money. Ceylon and Indian teas are also very firm and corn meal is advancing. The cheese market is now showing a decline, eggs are advancing and butter is steady with fair receipts.

* * *

The market is well supplied with all seasonable produce, but new potatoes are coming in very slowly. Small fruits are in very good supply, such as raspberries, gooseberries, and blueberries, but strawberries are about done.

* * *

The Furness-Withy line steamer Rappahannock, which sailed from Halifax last week, took a record-breaking cargo. The steamer is bound for Havre, France, thence she will proceed to London, and she carried 35,000 cases of canned lobsters, consigned to various houses in Havre, and other French cities, and firms in London and Hamburg. This is the largest cargo of lobsters which has ever been carried away from a Canadian port at any one time. Of the shipment 23,000 cases will be landed at Havre, and the balance at London. The shipment is valued at hundreds of thousands of dollars and shows that the lobster industry is not on the wane in Nova Scotia.

* * *

There is a scarcity of fresh fish on the local market at present, due to the prevalence of dogfish on the coast, which are very destructive to the gear.

* * *

Halifax merchants will suffer considerable inconvenience as a result of the wrecking of the West India line steamer Orinoco on Seal Island Ledges last week, when the vessel's cargo of 13,843 bags, 651 barrels and four tierces of sugar were destroyed. The shipments were: G. P. Mitchell & Sons, 368 bbls., 5,226 bags of sugar; Grant, Oxley & Co., 118 bbls., 437 bags of sugar; H. & M. Smith, 15 bbls. sugar; Canadian Bank of Commerce, 1,050 bags of sugar; Union Bank of Halifax, 3,907 bags of sugar; Bank of British North America, 895 bags of sugar; Colonial Bank, 450 bags of sugar; A. G. Jones & Co., 1,173 bags of sugar; H. R. Silver, 496 bags of sugar; A. G. Jones & Co., 30 pckgs. of molasses; H. R. Silver, 29 pckgs. of molasses; Grant, Oxley & Co., 87 bbls., 92 pckgs. of molasses; G. P. Mitchell & Sons, 58 puncheons of molasses and ten hhds. of lime juice. There were also 95 puncheons of rum in the cargo, besides a small quantity of fruit.

* * *

There was a fairly well attended meeting of the Montreal Retail Grocers' Association on Thursday evening of last week. President Laniel was in the chair and in his opening remarks stated that Secretary J. A. Beaudry had left on a trip to France, where he will attend the Governmental Food Fair, which is to be held in Paris, and where he will study the system of co-operative and industrial societies. Mr. Laniel made some interesting remarks to the effect that the association was going ahead nicely, sixty new members having been enrolled lately. He thought that the grocers of the city were gradually beginning to realize that good could be accomplished by the association if the grocers stood together and worked hand in hand in the interests of the trade.

The remaining goods from the annual picnic were to be sold but it was decided to dispose of them at the next meeting.

INGERSOLL.

Townspeople as well as the farmers of the surrounding districts were greatly surprised by the announcement on Saturday that H. Walter Knight had tendered his resignation to the St. Charles Condensing Co., as manager of their large factory here. It is understood that he has accepted the position of general manager of a new concern. The Canadian Condensed Milk Co., who have not yet decided upon a location. Mr. Knight has managed the factory of the St. Charles Condensing Co. here for the past seven years and under his guidance remarkable progress has been made. The capacity has been increased from four thousand to sixty thousand pounds of milk per day. Mr. Knight's departure from Ingersoll will be deeply regretted. He has been deservedly popular with all classes and the new company are to be congratulated on securing a manager of such wide experience. Until a location for the new factory has been decided upon the headquarters of the company will be in Ingersoll.

Ald. C. A. O'Neill is taking a well earned rest from the arduous duties of conducting a first-class grocery store. With Mrs. O'Neill he is enjoying a trip up the lakes.

* * *

While many merchants are very enthusiastic over a weekly half holiday there are others who share entirely opposite opinions. And it is not always because the merchants are selfish or fail to recognize the benefit of recreation, but they have learned from experience that the half holiday sometimes interferes very materially with business. The strongest objection to the holiday at this season of the year is on account of the fruits coming in. Many grocers arrange for daily shipments of fruits, and a holiday sometimes means a serious loss when considerable ripe fruit is arriving.

* * *

The enterprising grocers are advertising that this will be the last week for cherries. For the past few days they have been arriving in much larger quantities and the demand has been keen. Raspberries are also said to be "in full force" but from the quantities exhibited the supply will be considerably below that of former years. The prices would also indicate a short crop. In previous seasons the berries have about all been marketed before this. This season the crop has been late in maturing and it will soon be over. Fifteen cents per box continues to be the ruling price and in the opinion of the dealers there is not any likelihood of a reduction.

* * *

The housewife is in a dilemma. When strawberries were selling at three boxes for a quarter she quickly concluded that the price was too high for her to lay in much of a supply and she decided with a woman's confidence to stock up with other varieties of berries. But, alas! these are also as scarce as were the strawberries with the price almost five cents per box higher.

Hence it transpires that the housewife is really perturbed and there are really good grounds for believing that dried apples and prunes will figure prominently in the desserts next Christmas. The berry crop is not what was anticipated and the price—fifteen cents per box—is greatly in excess of that charged in former years. As yet there has been very little preserving done and many have visions of empty shelves in the cellar when the winter sets in. Berries are a very popular fruit, and when this crop is short there is not very much in the inexpensive kinds of fruits to fall back on. However, there is some consolation in the fact that the apple crop will be a bountiful one, and there will be plenty of apple "sass" if nothing else.

The scarcity of the smaller fruits in many sections will, no doubt, benefit the canned goods trade.

In grocery circles, last week was one of more than ordinary activity, notwithstanding the holiday on Thursday. Excursions and picnics usually add considerably to the grocery trade, and particularly in regard to canned goods, cakes, etc., and with two large excur-

sions out of here in a little over a week, the grocers had a brisk trade in filling the baskets.

LINDSAY.

Lindsay is generally considered to be a fine fruit town. This is largely due to the number of local growers that are found here. Strawberries have been cheaper here than in most towns and they were of the finest quality, ranging in price from thirteen boxes for one dollar to two for twenty-five cents. Tame raspberries are very scarce here this season and the local dealers have to depend largely on outside points to supply them. Wild raspberries and huckleberries are arriving daily from the north country and seem to be plentiful.

* * *

Lindsay is noted as being an exceedingly good grocery town and this year has been fully up to the record, this being largely due to the new customers brought here by such new manufactures as the Madison Williams Foundry and the Hood Knitting Co.

* * *

New potatoes are going to be plentiful and of fine quality, the prices ranging about 35 cents a peck. A large trade is carried on here in baled hay. During the past season the firm of Adams Bros. have handled a great quantity. Mr. Adams sold three carloads this last week. This will about complete the sale of old hay. New hay is a very fair crop and prospects seem very favorable for a good supply for the coming year.

* * *

Many grocers have been disappointed in the bacon and lard market. It has been a general rule here for merchants to buy a supply of this line about February, with a view to advance in price later on, but this year it can be bought at about the same price, if not lower than at that time, putting the merchants at a disadvantage.

* * *

A customer on entering the majority of the stores in this town cannot help but be favorably impressed with their clean and very neat appearance. "A place for everything, and everything in its place." A clean and tidy store counts for much and the customer is made to feel that the produce offered over the counter is thoroughly clean. Many a store is judged by its exterior, but more especially its interior layout and general appearance. An attractive window draws the attention of the pedestrian and the shopper enters to purchase some article displayed or advertised in the window.

* * *

In this, also, the retailers of Lindsay are not slow. Windows are dressed and made seasonably attractive.

* * *

This is the holiday season and the hardworking clerks are "getting theirs." A half holiday for the clerks wouldn't come amiss.

LONDON.

The grocery business at the northeast corner of Central avenue and Waterloo street, for some time conducted by J. Walker, has changed hands, R. A. Ross, grocer, York street west, being the purchaser, he having bought the real estate and all. It is evident that some men in the business are making money.

* * *

Less than a dozen of the 182 retail grocers of the city are now members of the local association, and an effort is being made to bring these in. Members of the association are discussing the advisability of holding a ~~in~~ banquet in the fall, in which both wholesalers and retailers might take part.

* * *

Nothwithstanding the fact that the travelers are still on their holidays, wholesalers are kept busy filling mail and telephone orders. There is no change in sugars, the demand for which the season of the year considered, is very light, due of course to the scarcity and high price of small fruits. Lower quality teas are still advancing, fine are very firm in price, and all Japans are high. Staple goods of all kinds remain firm, except raisins and currants. The crop and quality of both these fruits are reported excellent, and buyers are therefore looking for lower prices and are ordering at present in small quantities.

* * *

The cheese industry in the London district is more than holding its own. Besides the fifty factories which regularly do business in the London market, there are several which have independent arrangements with exporting houses, and do not appear on the London board. Fifteen buyers regularly attend the weekly market here. As compared with a year ago, the offerings for the first three months of this season—May, June and July—show a falling off, being 16,756, as compared with 19,692, a decrease of 2,936. This does not necessarily mean that the factories this year are making less cheese than they did last, for it is known that salesmen are not boarding all the cheese, and private transactions the past three months have been greater than ever before. Prices this season are below the sky-high figures of a year ago, having settled down again to normal. The total number of boxes boarded here in the season of 1906 was 42,000, about 9,000 of which were sold on the board direct and the remainder being disposed of after the close of the market.

* * *

Both Gorman, Eckert & Co. and Lind, Kerrigan & Co., are busily engaged settling down in their new premises, and by the time the travelers get to work again will be ready for business.

* * *

Prices of all foods and foodstuffs were never so high as they are at present, and were it not that labor finds better remuneration than ever before, it would certainly go hard with the wage earner. As it is, he finds himself much in the same position, so far as being able to save anything from his income is concerned, as he was when commodities were cheaper and he was more poorly paid.

The abolition of liquor salons with restaurant attachments through the refusal of licenses to such places, has resulted in the bringing into being of a number of eating houses, or cafes as they are called, and quick-lunch counters. Almost all of these places are conducted by foreigners—Greeks or Armenians—and the fact that they are able to rent some of the best business premises on Dundas and Richmond streets, is evidence that there is big money in this line of business. Indeed to the demands of the cafe man is believed to be largely due the advance of fully fifty per cent. in rents on the business streets during the past year or so.

PETERBORO.

For many years the Peterborough market has been looked upon with envy by many towns and cities in Ontario. It has been the pride and boast of this city and Saturday and Wednesday were always looked forward to with pleasure by the merchants, who always could depend upon a big business. The farmers and market gardeners came in from points many miles distant in all directions. The trains and boats always carried many extra passengers on Peterborough's market day, while the number of rigs that were driven in more than filled up the hotel driving sheds. Several hundred people offering farm, garden and dairy produce on the market was a common scene, while the amount of groceries, dry goods, etc., that went out of the city made the hearts of the merchants glad.

The past year has seen quite a change. There are still many people coming from outside points, but not nearly so many as in former years. The market is not so largely attended while the prices are higher in nearly every department. This difference is causing the merchants no end of thought. They miss the farm trade, although the volume of business is made up by the increase in the city's population.

The cause of the falling off at the market is due to several things. The methods of doing business are changing. Small general stores have been established all over the county and they take a big share of the country business. Small towns and villages have been growing and reaching out after the trade. This makes a big hole, but probably the one thing that has done most this year to drive the farmers from the market was the several visits of the police when potatoes and butter were seized. In the case of potatoes the farmers were fined because the bags did not come up to the required weight, although the bags were full enough. This was not the fault of the farmers as potatoes weigh less in the spring than in the fall. It is the natural shrinkage and not the desire of the farmer to cheat the public.

In the case of the butter quite a number of well known farmers' wives were in the police court. Their butter had been seized and in some cases it was found to be from half an ounce to two or three ounces short of a full pound. This was due, no doubt, to carelessness more than anything else. But the women were fined. Since then there has been a decided falling off in the attendance. For the action they took the police can hardly be blamed as they

were instructed to enforce the bylaw.

Another feature at the market is the prevailing high prices. Eggs are selling at 20c. per dozen and the stores have had to pay as high as 17c. Last year eggs were bought for 14c and sold at at 16c, but now the merchants sell at cost and less than the price the merchants get. Butter is also high and so far the stores have had to pay from 20c up all season, which is at least 3c a pound more than heretofore.

MONTREAL.

G. H. Munro, of Munro Bros., the St. Antoine Street grocers, is spending a month's holiday on a visit to the Pacific coast, in company with two of his brothers.

* * *

In the uptown district some of the grocers find that trade this summer is better than is usually the case during July and August. Chas. Thomson, of the English Provision Company, was one of those who found things going better this year than last, and, speaking to The Grocer, said he thought the reason lay in the fact that many people going away for the summer rented their apartments to transient city visitors who came to town for a month or two on business or for other purposes.

* * *

During the past couple of years a great many new apartment houses have been erected in the uptown district and as people living in them pay a stiff rental they are many of them anxious to rent their furnished home during their summer vacation, to responsible parties. These people must live, and hence the increased business. There is a lot in what Mr. Thomson says, and hustling uptown grocers ought to be able to help out their dull summer months by getting after this trade.

* * *

The city council has wakened up to the fact that St. Paul Street is very badly in need of repair, and the worst part of that thoroughfare has been relaid. The business houses in that district are gratified to have the street once more in a condition approximating upon what they have a right to expect.

* * *

There are too many combines for the good of the trade to-day, according to some grocers we have been speaking to lately. They say they don't trust the goods manufactured by combines as they do those put up by private individuals. When a man is turning out his own goods he is forced to consider quality first of all and as a result he will not allow any deterioration in their merits. If his quality fails his competitor has the better of him. When there is a combine, all the manufacturers worth while are under one head. They have the whole field to themselves and have not the interest in sustaining quality which they had when running their own show. How much truth is there in this?

* * *

A party of Red Rose Tea boys from Toronto passed through Montreal Sunday evening en route for St. John, N.B. where the annual conference is to be held. They came to Montreal by boat and took the train here. Walter C. Gaden, Montreal representative of T. H. Estabrooks, joined the party here. add Montreal corres

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Friends of Chas. Wood, city traveler for D. S. Perrin & Co., the biscuit people, are glad to see him around again after his recent illness.

WOODSTOCK.

H. I. Clarkson, one of the city's most popular business men, will shortly remove to Toronto, where he has purchased a grocery business. For a considerable number of years Mr. Clarkson has been a member of the firm of Clarkson Bros., builders and contractors, and his departure from the city will be regretted by a wide circle of friends and acquaintances. Mr. Clarkson made a success of the business, with which he has been connected, and we hope he will enjoy uninterrupted prosperity as a member of the white-aproned brigade.

* * *

If Woodstock does not get the milk condenser, which the Borden Condensed Milk Company, of New York, will this fall erect in this district, there will be a lot of disappointed men here. However, from the present status of the negotiations, which have been in progress for the past couple of months, between the company and the civic officials, there seems no reason to doubt the desire of the company to locate here and the only thing necessary to bring them is the sanction of the ratepayers, when the necessary by-law is submitted. For a long time the matter of an adequate supply of water proved a stumbling block to the successful outcome of the negotiations. The water commissioners feared that it would be impossible to give them the two hundred and fifty thousand gallons per twenty-four hours that they wanted, without seriously stinting the domestic supply, and the supply to other manufacturers, but Ald. Dr. Mearns, a man with a lot of municipal experience, pointed out to them the error of their way, and showed how a large enough quantity of water was going to waste, to supply the condenser twice over. So that difficulty was smoothed over, and the guarantee made. A representative of the company was in the city this week. He committed the company to coming here, after he learned all he wished about certain points and an agreement was drawn up by the city solicitor and sent to the head officials of the company for their signatures. Upon its return the council will hold a special meeting to deal with it. The by-law will then be advertised and submitted to the ratepayers at the earliest possible date. Within three months after the passing of the by-law, it is proposed to have the factory erected and in operation, handling from seventy to one hundred thousand pounds of milk per day. The building and equipment will cost from $75,000 to $100,000. The matter means a lot to Woodstock, and the proposition is being viewed with the greatest of favor by every citizen. We have not heard one man say a word against it, not even those who have hitherto kicked against everything. The company get a free site, exemption from taxation for all save school purposes for ten years, and free sewer connection. They do not ask for any loan. They will employ about one hundred hands in commencing, and will bring in to the city every morning from one hundred and fifty to two hundred farmers. It will make every day a market day in the capital of Oxford.

* * *

Mr. Geo. Parker, one of the best men in the business locally, appeared at the meeting of the public school board last night, of which he is a member, without his mustache. He looked like a preacher or a college professor.

* * *

Mr. W. J. Chave, for many years a teacher on the staff of the public schools, a few months ago secured leave of absence for the balance of the spring term. He went out to British Columbia, and a short time ago word came back that he had bought out a grocery business at Fernie, B.C., and would locate there. Mr. Chave was a fine resident, and will be missed, as will be his wife. They were both active and zealous members of the Oxford Baptist church.

A TRADE PICNIC

The large number of grocer excursions and picnics on July 17, suggested the feasibility of the grocers of Ontario uniting next year to hold a great trade picnic and demonstration at some suitable place. The idea was put forward in an editorial inviting discussion. Following is a letter by a leading London grocer and we want more of them:

To the Editor Canadian Grocer: With reference to holding a united picnic and demonstration next year, I have given the matter serious thought and have also talked it over with the grocers of London. As London is the most central part, I think it is the most suitable place for a picnic of that kind to be held. I believe it would be a great success and that much good would result therefrom. At our next regular meeting here I will have the matter taken up, and if the association think favorably of the matter, we will begin at once to prepare for it.

HARRY RANAHAN.

London, July 30, 1907.

BUSINESS MEN IN PUBLIC LIFE

No. 25.

Theodore H. Estabrooks.

Though a comparatively young man, Theodore H. Estabrooks, wholesale tea merchant, St. John, N.B., occupies an important position in the affairs of that city. In commercial life he has made a name for himself as a shrewd, clear-headed business man, who has been eminently successful as head of one of the largest tea houses in Canada. The name "Red Rose," which he adopted some years ago as the designation by which his principal line of teas would be known, is now a household word all over Canada, and the name has been made synonymous with purity and perfection in teas.

Mr. Estabrooks has not however, confined all his time to his business, but in matters of public interest in his own city, he has been a prominent figure. At the present time he is on the harbor commission of five prominent St John citizens, which was recently appointed to formulate a scheme for harbor development and improvement; and the attention and time he has given to the question in the past, fit him to be of valuable service in this important matter affecting the future of Canada's winter port.

He is a prominent and energetic member of the Board of Trade, New Brunswick Tourist Association and Exhibition Association. He has been a member of the executive boards of these organizations for a number of years, and has always taken an active interest in them. He has been a member of several important delegations to Ottawa, on matters of importance to the trade of St. John, and has always shown that he possesses a clear grasp of the needs of the port to fit it for the responsible position it occupies in the trade of the Dominion. He is a member of the Canadian Manufacturers' Association, and served on the St. John tax commission which completed its work last year.

Mr. Estabrooks is also on the executive of the Protestant Orphans' Home, Boy's Industrial Home and the Associated Charities, as well as being interested in several industrial enterprises.

Mr. Estabrooks was born at Wicklow, Carleton County, N.B., on Dec. 28, 1861. He was educated in the public schools, the grammar school at Sheffield, and on coming to St. John, took a commercial course in Kerr's Business College. In April, 1884, he entered the employ of W. F. Harrison & Co., on Smythe street. He was with the firm for ten years, one year as junior and the remaining nine years as chief clerk or manager.

On the first of May, 1894, he commenced business for himself on Dock street, dealing chiefly with the import and export trade with the West Indies. The tea trade was at that time of minor importance, but gradually grew until Mr. Estabrooks gave his whole attention to it. He foresaw that a change must come, and that the direct importation and the blending and packing of teas would become a great business in St. John, and also that the teas of India and Ceylon would steadily grow in favor of this territory. His foresight and energy resulted in the development of a business of national extent.

Outgrowing the premises on Dock street, he removed to No's. 11 and 12 North Wharf, and these quarters being also soon found to be too small, he built for himself on Mill street, occupying in October, 1903, the large and handsome brick block where he is now situated. This building is the largest in Canada devoted exclusively to the tea trade.

Mr. Estabrooks now employs over seventy people. He has seventeen travelers, covering practically the whole of Canada, Newfoundland and a portion of the New England States. He has branches in Toronto and Winnipeg. He has in his St. John warehouse a complete modern equipment for blending, weighing, packing and labelling teas, and his establishment is therefore an important local industry.

Mr. Estabrooks might well be called "a captain of industry," who is a credit to St. John and to the Dominion.

THEODORE H. ESTABROOKS.

Walter Mitchell, manager of Bovril Limited, has returned from Fernie, B.C. Mr. Mitchell has purchased a fruit farm near Fernie and intends going out to superintend it in time for next season.

W. G. A. Lambe, Toronto, was a caller at the offices of the Canadian Grocer when in Montreal last week. He reports business good with his firm and anticipates brisk fall trade.

Love of virtue, devotion to honor and courage to maintain these principles everywhere and at all times, set upon any man the distinctive seal of true nobility.

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LAW AGAINST PRICE-CUTTING.

Missouri has put into force legislation which should meet with the approval of retailers everywhere, the purpose of the law being to check the indiscriminate price-cutting indulged in by unwise or jealous-minded retailers. The first section of the new law reads as follows:

"Any person, or firm, company, association or corporation, foreign or domestic, doing business in the State of Missouri, and engaged in the production, manufacture or distribution of any commodity in general use, that shall intentionally, for the purpose of destroying the business of a competitor in any locality, discriminate between different sections, communities or cities of this State, by selling such commodity at a lower rate in one section, community or city, than is charged for said commodity by said party in another section, community or city, after making due allowance for the difference, if any, in the grade or quality, and in the actual cost of transportation from the point of production, if a raw product, or from the point of manufacture, if a manufactured product, shall be deemed guilty of unfair discrimination, which is hereby prohibited and declared unlawful."

The remainder of the law is devoted to an enumeration of penalties, which include the revocation of permission to do business within the State, fines from $500 to $5,000, and imprisonment in the county jail. While the dealer might say when he cuts the price on a certain article that his motive was not to drive a competitor out of business it can hardly be anything other than he might have wished to clear certain goods out of stock, but that, too, like the many other reasons he might give, is demoralizing to his business, as it is to any other, and it is to be regretted that it prevails to such a considerable extent. The sooner that this evil is abolished, which can only be done by co-operation, which to be successful requires immediate and concentrated action, the better for the trade as a whole.

MARITIME BOARD OF TRADE

No business organization in Canada is more worthy the support of its members than the Maritime Board of Trade. It has been justified by its works and what it has done is but an earnest of its possibilities. The year's meeting opens in St. John on Aug. 21 and it is expected to excel that of a year ago at Amherst. The veteran and able secretary, Charles W. Creed, writing last week of that meeting, said: "In my view the meeting at Amherst was the best since the board was formed."

In the same letter Mr. Creed wrote: "The Government at Ottawa took notice of nearly all the resolutions and the greater portion of them were discussed in Parliament. The Nova Scotia Government also fell into line. Technical education is an assured fact and the Government is now looking for a site on which to erect the college. A Bureau of Publicity and Immigration has also been established."

This is all very encouraging and should excite every member of the board and every business man in the Maritime Provinces to put forth an effort to make this year's meeting a new record for activity and attainment.

PLAIN TALK TO CUSTOMERS.

A general merchant in western Canada recently sent the following circular letter to his customers announcing his change from the credit to the cash system of doing business:

"After twelve years of successful merchandizing, I have sold my interest in the old store and stock, thereby putting myself in a better position to serve you. I now have a clean new stock of general merchandise, bought for cash at close competition between the largest wholesale houses. In opening my new stock for your inspection, it is my purpose to so shape my business policy that all will receive like treatment, and there is but one way in which that end can be reached—by selling strictly for cash.

"You can readily understand how it is impossible not to discriminate when a credit business is being done, when its workings are explained to you. 'A,' a cash customer, buys $200 worth of goods in a year. 'B' buys $200 worth on a year's credit. Money being worth 6 per cent., 'B' pays only $188 for the same amount of goods that 'A' pays $200 for. In other words, the merchant pays 'B' a premium of $12 for not paying cash (out of money that ought to go to 'A:)—besides the expense caused by 'B' in bookkeeping and the loss in bad debts. These premiums, amounting to $1,200 on $20,000 credit business, together with extra expenses and losses, as above, I propose to pay in dividends to all my customers, by pricing my goods so much below what I would have to get for them were I doing a credit business.

"A few years ago a strictly cash system would hardly have been the thing, while to-day modern merchandising conditions, as well as the financial conditions of our people demand it. I need make no exceptions to my rule, as my price concessions will confirm you in the belief that I am right. The price of every article in my stock is marked in plain figures, and that is the price to all. I take this opportunity to thank all old patrons for the confidence they have heretofore placed in me, and trust they will be able to take advantage of my price concessions."

A GOOD ADDRESS.

The address on another page by President Judson, of the National Association of Wholesale Grocers of the United States, should be read by every retailer, as well as wholesaler. It expresses in a large way the right attitude of the man in trade. It is just as true of the retailer as of the wholesaler that if he does not keep abreast of the times, he cannot complain if his business goes into other hands. And it surely will. It maybe to the catalogue house and it may be to the competitor next door to him, but in the last analysis only so long as he serves the public as well for less money or better for the same money than the service could be secured for other channels only so long and no longer will his position as a trade factor be secure and his business prestige be unimpaired.

Mr. Judson takes a sane view of things. He recognizes the position of the man on the other side of the counter and he recognizes his own responsibility.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Raisins—Australians offering.
Honey—New crop expected.

Montreal, August 8, 1907.

Considering that jobbers do not expect a great volume of business in the summer months, trade cannot be called poor. Very satisfactory orders have been received by most of the wholesale houses, in fact, one firm reports a good increase over last year's summer business. Collections are good.

There is still considerable interest manifested in canned goods. Some blueberries, packed by independent canners, are being purchased at 85c. Asparagus tips are now offering, new pack. Little business is being done in sugar, wholesalers reporting a falling off in demand. Molasses is subject to a good steady demand. Teas continue firm. China greens are up, and most all teas are scarce. Australian raisins are now offered at about seven cents. Valencia raisins will, apparently, be plentiful and reasonable as to price. The currant crop promises well. Figs will be received here quite early this year as compared to former seasons, owing to the new tariff. Coffees are looking up, but spices continue quiet. New crop honey is expected shortly. Butter is high and sales are not large. Cheese is also high and trade is limited. Hams and bacon are in fair demand, but lard is slow.

SUGAR—Sugars are stationary at the moment. Affairs seem to have reached a climax, and buyers in the States are not anxious to take hold of any quantities for the time being. As a consequence there is but the usual consumptive trade, and even this has fallen off a little since last week.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 45
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Syrups are slow enough, but there is a good consumptive demand for molasses at the old prices.

Barbadoes, in puncheons	0 29	0 31½
" " fancy	0 30½	0 33½
" " extra fancy		0 35
" in barrels	0 31½	0 33½
" in half-barrels		0 34
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03
" ½-bbls		0 13½
" ¼-bbls		0 03½
" 38½ lb pails		1 60
" 25 lb pails		1 15
Cases, 2 lb tins, 2 doz per case		2 25
" 5-lb. " 1 doz. "		2 55
" 10-lb. " ½ doz. "		2 50
" 20-lb. " ¼ doz. "		2 45

TEA—The tea situation remains more or less strained. Teas are not lying around in quantities with no one to take hold of them. Japans command the centre of the tea stage, and third crop reports are still coming in. Third crop teas appear to be none too plentiful, certainly not many lots are coming forward, and nothing to speak of is arriving in Montreal on consignment. From reports to hand it would seem there are no large holdings of third crop teas in Japan. From this it would seem that prices this fall would be firm, unless some new factor at present not reckoned with enters upon the situation. In China greens, gunpowders are up 1c. to 1½c. Nothing much is obtainable in Indian or Ceylon blacks under 15c.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common		0 18
Common	0 16½	0 17½
Ceylon—Broken Orange Pekoe	0 20	0 35
Pekoes	0 17	0 20
Pekoe Souchongs	0 15½	0 2[illegible]
India—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

FOREIGN DRIED FRUITS — From all indications there will be a plentiful crop of Valencia raisins this year and prices will be satisfactory to buyers in consequence. At the moment Valencias command high prices locally, although the market is slightly easier than last week. Australian raisins are beginning to arrive. Jobbers have not bought heavily, but rather have bought in small quantities to tide them over the 'tween seasons and to feel the market. These raisins are of nice appearance, thin-skinned, and of good keeping quality. The cost to the retailer will be around seven cents. Valencias cost 8c, to 9c., and there are few lots lying around. Currants will be abundant, from reports which have been received. The crop is estimated at 165,000 tons, which is about the same as last year. There is not a great deal of business being done in new crop goods, apparently many houses being afraid to be caught short selling as they were last year. Smyrna figs will likely be obtainable here toward the end of September, which is quite early. These will be brought in via New York, on payment of the 62½ per cent. duty. Formerly they came direct, paying only 25 per cent., but since the tariff is the same in any case now, dealers feel that it is just as well that they should get the first arrivals. Needless to say, fancy prices will be asked for the early receipts. A short crop of prunes is reported in France, owing to unfavorable weather conditions. Sicily filberts are likely to be small crop and prices are firmer this week. There has been an advance in shelled walnuts, which are now quoted 24c. to 26c. The crop of walnuts will be harvested late this year, and if we are to believe reports which have been received, will not be a large one.

Valencia Raisins—		
Fine off-stalk, per lb.		0 08
Selected, per lb	0 8½	0 [illegible]
Layers, "	0 8½	0 09
Dates—		
Hallowees per lb		0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 12
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ½'s		1 [illegible]
California Raisins—		
Fancy seeded 1-lb. pkgs		0 13
Choice seeded, 1-lb. pkgs	0 12	0 13
Loose muscatels 3 crown	0 10½	0 11
" " 4 crown	0 11½	0 12
Prunes—		per lb.
30-40s		0 08½
40-50s		0 07½
50-60s		0 07
60-70s		0 06½
70-80s		0 06
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 07½
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 07
" " 90-100s		0 06½
" " 100-120s	0 05	0 04½
Currants—		
Filiatras, uncleaned, barrels	0 08½	0 09
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 [illegible]
Sultana Raisins—		
Sultana raisins, per lb	0 13½	0 15
" 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown		0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30

COFFEE—More interest has been manifested in coffees lately, and some buying has been done at prices which have held firm. Below quotations rule.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

RICE AND TAPIOCA — Rice continues in good demand at current market prices, while tapioca, owing to high prices asked, is dull at wholesale.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 7½ 0 [illegible]

EVAPORATED APPLES—There is little business being done in evaporated apples, for which dealers continue to quote 9c., some of them 10c. Quotations are being made for fall in the States. The figure asked is 8c.

SPICES—Market conditions have not changed since last report. Business is limited.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 18 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 15
Nutmegs	0 30 0 50

BEANS—Beans are in but fair demand at prices which are not so stiff a

those which prevailed a week ago. Fair demand is reported for soup peas, which are easier.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 30	2 40

MAPLE PRODUCTS—The market is featureless and trade is very dull.

Pure maple syrup, bulk, per lb		0 08
Compound maple syrup, per lb		0 05
Pure Townships sugar, per lb	0 07½	0 08

CANNED GOODS

MONTREAL—Since the new prices came out there has been a little more interest displayed in canned goods. As stated last week, there are some of the new pack goods offering, but retailers are not in very much of a hurry to obtain supplies. There have been on sale for the past week or more some blueberries put up by independent packers. These are selling at 85c. The canners have not yet issued their blueberry prices. Jobbers are prepared to-day to supply customers with new pack asparagus tips, at the new quotations. From reports obtainable it would seem that the pack of peas this season is good. The packers have put up at least 55 per cent. of last year's pack, which is not so bad considering the talk there was of only a 25 per cent. pack. Tomatoes and corn stand to be two or three weeks later than usual, owing to the backward season. Fruits are scarce; there can be little question about this. According to what is heard, however, packers will pretty well fill the orders they booked for the early fruits, strawberries, cherries and the like. French mushrooms are exceedingly scarce. Only hotel size cases are obtainable, and these command $21 to $22. Salmon is scarce on spot, and there is a good deal of talk going the rounds as to how short the pack will be. This may be taken for just what it is worth.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal		2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard		4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted		8 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack		7 65
Gals., red, standard		5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard		5 90
Gals. " solid pack		8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard		6 75
Gals., solid pack		8 75
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals. standard		5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow		2 25
2½'s, yellow	2 65	2 62½
3's, yellow		3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Aug. 8, 1907.

BUTTER—Tone steady. Buying limited owing to high prices.

CHEESE—Market continues firm under short supplies.

EGGS — Firm market at old prices.

PROVISIONS—Featureless market.

Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 52½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard		5 65
" solid pack		8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard		5 40
" solid pack		8 40
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50

VEGETABLE

Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red		1 10
2's, whole, " "		1 00
3's, sliced, " "		1 35
3's, whole, " "		1 25
Beans—		
Fancy brands		
2's, golden wax	0 90	0 85
3's " "	1 35	1 32½
Gals. " "	3 92½	3 90
2's, refugee or valentine (green)		0 90
Gals		
2's, crystal wax	0 97½	0 95
Red kidney, 2's	1 05	1 02
Lima, 2's	1 30	1 27
Corn—		
2's	0 95	0 92½
Gal., on cob		465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60

TORONTO—The consumption of canned goods this year has surprised the trade. Despite high prices fruits are practically cleaned up, and of vegetables there will be a very small carry over. The late season has materially delayed the green vegetables and added proportionably to the demand for canned goods. When last year's prices were made the trade feared consumption would be retarded and the result has been to demonstrate how firmly fixed canned goods are as a staple food.

FRUITS.	Group No. 1	Groups No. 2
2's Black Cherries, pitted	$2 27½	$2 25
2's " " not pitted	1 77½	1 75
2's Red " pitted	2 27½	2 25
2's " " not pitted	1 77½	1 75
Gal. Red " pitted		8 90
Gal. " " not pitted		7 40
2's White " pitted	2 42½	2 40
2's " " not pitted	1 92½	1 90
2's Black Currants H.S.	2 02½	2 00
2's " " preserved	2 25	2 22½
Gal. " " standard		5 90
Gal. " " solid pack		8 40
2's Red " H S.	1 92½	1 90
2's " " preserved	2 12½	2 10
Gal. " " standard		5 40
Gal. " " solid pack		7 65
2's Gooseberries H.S.	2 27½	2 25
2's " preserved	2 50	2 47½
Gal. " standard		6 75
Gal " solid pack		8 75
2's Pineapple sliced	2 02½	2 00
2's " grated	2 12½	2 10
3's " whole	2 82½	2 80
2's Rhubarb preserved	1 77½	1 75
3's " "	2 52½	2 50
Gal. " standard	3 52½	3 50
2's Strawberries. H S.	2 27½	2 25
2's " preserved	2 52½	2 50
Gal. " standard	7 77½	7 75
Gal. " solid pack	10 52½	10 50

VEGETABLES.

2's Asparagus Tips	3 77½	3 75
2's Sliced Beets, blood red, simcoe		1 10
2's Beets, whole "		1 00
2's " " rosebud		1 30
3's " sliced " simcoe		1 35
3's " whole "		1 25
3's " " rosebud		1 20
2's Spinach, Table	1 52½	1 50
3's "	2 02½	2 00
Gal. "	5 17½	5 15

ST. THOMAS FACTORY ABOUT READY.

The installation of machinery in the St. Thomas canning factory is just about completed and it is expected the factory will commence operations in a week or so, in time for the corn crop.

Already the factory has turned out several thousand cans of fruit and vegetables, and the company has on hand at its plant now, in addition to the canned

product, some 500 barrels of strawberry pulp.

But it is the canning of corn and tomatoes that promise to comprise the chief features of the industry, and it is for this that the present machinery is being installed, under the supervision of Manager R. D. Ottarson.

Before the fall the manager says the factory will be employing about 200 hands.

ONTARIO MARKETS.

POINTERS—

Business is good.

Sugar firm.

Australian raisins arriving.

Smoke meats slightly easier.

Butter firmer.

Toronto, Aug. 8, 1907.

The grocery trade is very active. All the houses report a very satisfactory volume of trade for July and some place the increase as high as 20 to 25 per cent. There was comparatively little sugar in that, too, as the movement of sugar has been waiting somewhat for the season. The trade has been general. The north country has made pretty heavy demands upon spot stocks and the movement of canned goods has been considerably greater than last year. The fear expressed a year ago that high prices would limit consumption seems to have been without foundation. The sugar market seems to be fairly firm but consumption has been retarded. Sales have increased during the past week, however, and a freer movement is looked for. Tapioca is still a very scarce article and quotations are as high as 8½c. Dried fruit crops prospects are about as previously stated. Canned goods are in good demand and the outlook is for a very small carry-over. Reports from British Columbia indicate a very small pack of sockeye and in view of the bare market this probably spells higher prices. Collections are reported satisfactory.

TEA.—The market, especially for common tea, continues firm. A mail advice from London, under date of July 25, says: "The outstanding feature this week has been the continued demand for common tea, Pecoes realizing in many instances only ¼d higher than the lower grade in the same invoice." Trade locally is moderately active, but the busy time is still some way ahead. In view of the high prices of common tea, medium and better teas are now offering at exceptional values.

COFFEE.—Trade is quiet and there is nothing of interest in advices from the coffee markets.

SUGAR.—Consumption of sugar thus far this season has been slow, but is increasing. The raw market has been steady for nearly a fortnight, with a firm undertone, due in part to the unfavorable weather conditions for beet in Germany. Receipts of raws at New York have been considerably below meltings, which also benefits the market. The refiners have been keeping out in the hope of inducing holders to ease off in their demands, but without success. Beet quotations have advanced slightly paid, New York, for 96 degrees Cuban to 9s 9½d, which is equal to $4.04, duty centrifugals. Cubans 96 degrees are still quoted at $3.95, duty paid, New York, and the sugar available is strongly held.

Paris lumps, in 50-lb. boxes	5 15
" in 100-lb. "	4 85 5 05
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 45
Berlin granulated	4 40
Phœnix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

MOLASSES AND SYRUP. — Trade is seasonably dull. Prices are nominal.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38
Corn syrup, bbl., per lb.	0 03
" -bbls "	0 03
" kegs "	0 03
" 3 gal. pails each	1 60
" 2 gal. " "	1 15
" 2-lb. tins (in 2 doz. case) per case	2 25
" 5-lb. " (in 1 ") "	2 55
" 10-lb. " (in ½ ") "	2 50
" 20-lb. " (in ¼ ") "	2 45
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95

DRIED FRUITS.—Nothing unusual has happened to alter the indicated crop prospects. C. Whittall & Co., Smyrna, in their report to P. L. Mason & Co., their representatives in Toronto, estimate the sultana raisin crop at 45,000 tons, against 25,600 last year and 52,000 the year before that again. The bareness of the market, they say, may cause prices for this season to open at a higher level than is justified by the extent of the production. The outlook for figs is very favorable, the estimate being for 120,000 camel loads; or 26,500 tons, against 24,800 tons last year and 22,000 tons in 1905.

Rein & Co., Malaga, reporting regarding muscatel raisins, say that last year storms curtailed the output by 300,000 boxes, leaving only 750,000 boxes for shipment. Prospects to-day are for a particularly good crop and a considerably larger crop than last year is anticipated. Quality of the highest grades, Imperial and Extra Imperial are not expected to be quite up to standard.

Last year's stocks of almonds became exhausted between March and April. Gales of wind did the damage last year. The present crop is estimated at a fair average

Prune prices seem now about steady. The dropping has been severe and small sizes are expected to be scarce.

	Per lb		Per lb.
Prunes, Santa Clara—			
100-120s	0 05		
90-100s, 50-lb boxes	0 05½	0 05½ 70-80s "	0 08
80-90s "	0 06	0 06½ 60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11	0 11½ Citron	0 21 0 22
Orange	0 11	0 12	
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 03½
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07½	0 08 Vostizzas	0 09½ 0 10
Patras	0 08½	0 08½	

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½0 1b
" Fancy	
" Extra fancy	
Valencias, selected	0 09½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz. packets, choice	0 11
" 12 oz. " "	0 09
Dates—	
Hallowees	0 05
Sairs	0 04
Fards choicest	0 09
" choice	0 08½
Domestic evaporated apples	0 09 0 09½

NUTS.—Trade is quiet and prices nominal.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11
Pecans, per lb	0 17
Brazils, per lb	0 13½ 0 14

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

Selected Spanish	0 08½
A 1's, banners and suns	0 09½
Japanese Jumbo's	0 09½
Virginia "	0 11

SPICES.—Prices are unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 45	0 25
Cloves, whole	0 25	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 72

RICE AND TAPIOCA.—Tapioca is still unobtainable and is quoted at 8½c. Patna rice is firmer, but quotations continue as before.

	Per lb.	
Rice, stand. B	0 03½	0 03½
Rangoon	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 04½	0 06½
Java	0 06	0 07
Sago	0 04½	0 05
Seed tapioca		0 07½
Carolina rice		0 10
Tapioca, medium pearl		0 08

BEANS.—Prices continue to stiffen up and as high as $1.70 is asked for primes.

Beans, hand picked, per bush	1 75 1 80
" prime N. Y. "	1 65
" Lima, per lb	0 07 0 07½

HIDES AND WOOL.—Trade is very quiet and featureless. Prices for hides are a little easier.

Hides, inspected, cows and steers, No. 1	0 09
" " " " No. 2	0 08
Country hides, flat, per lb., cured	0 07
Calf skins, No. 1, city	0 12
" " No. 1, country	0 10 0 11
Lamb skins	0 35 0 40
Horse hides, No. 1	3 25 3 50
Rendered tallow, per lb.	0 05½ 0 06
Pulled wools, super, per lb	0 24
" " extra	0 26 0 27
Horse hair, per lb	0 28 0 30
Wool, u. washed	0 13 0 14
" washed	0 23 0 24
" rejections	0 18

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Aug. 8, 1907.)

Business conditions are still much the same as last week. Upon the whole, crop reports are favorable, although a few districts will suffer rather severely. The month of August will determine pretty clearly what the crop will be, and during the period of uncertainty, buying is naturally light. This is the case every year at this season, but perhaps it is particularly true of August, 1907.

Market values are steady in most lines. The canners are announcing new prices for their new season pack, and some interesting details will be found under the canned goods heading.

CANNED GOODS—As mentioned last week the canners are undertaking to fill only 45 per cent. of their orders for strawberries, and there is a serious shortage in some other lines as well. Prices are announced this week for the new season's pack of red cherries, red

and black currants and gooseberries. We quote :—

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries—		
2's heavy syrup "	1 94	1 91
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	1 69	1 66½
2's black, heavy syruph "	1 91½	1 89
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78

VEGETABLES.

Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
" crystal wax	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's "	1 98	1 93
(No. 3) 2's "	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
2 " " "	1 80
3 " " "	2 25
1 " Chili "	2 25
2 " " "	1 90
3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " 1's "	2 55
Man. Can. Co. 2's per doz.	2 50
" " " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " 1's "	1 35
(Clark's), 1's, per doz	2 75
" 2's, "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 85
" 2-lb. " "	2 75

SUGAR—

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 85
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bsts., each	2 25

COFFEE—No change in price since the decline in prices noted in last issue. We quote :—

Whole green Rio, per lb	0 09
" roasted " per lb	0 11½
Ground roasted Rio	0 12½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs, per doz	1 05

PICKLES—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS—Currants are advancing, and practically every item on the foreign dried fruit list is held very firmly now in expectation of an advance. Further advances in prunes are expected. We quote :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 08½
Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " 3 "	0 10½
" " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded. 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " ¾ " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10½ to 11c. per lb., and dried at 9¾c. per lb.

HONEY — Ontario honey is very scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½-doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—Rangoon rice is a little easier. We quote :

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04
Patna " "	0 04½
Tapioca, per cwt	8 00
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 95
" 40 " "	1 00
" 20 " "	0 51½
" 8 " "	0 23½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal "	160

BEANS—Choice prime white beans are quoted at $1.90 and the hand-picked at $2.05. The crop is reported short.

Produce and Provisions

BUTTER—Produce houses are paying 18c. per lb. for No. 1 dairy delivered in Winnipeg, and 14 to 16c. per lb. for No. 2. Creamery is selling to the trade at 20c. to 21c. per lb.

EGGS—Produce houses are paying 16c. per dozen delivered in Winnipeg and subject to candling.

CANOEING GROCERS.

Geo. S. Moffatt and R. S. Blackburn, two of the staff of Davidson & Hay, Toronto, are maintaining the reputation of the grocery trade in the realm of aquatic sports. Mr. Blackburn, who is one of the city travelers, won the single blade canoeing championship at the Canadian Henley last week, and Mr. Moffatt was second man in the winning war canoe. Both men are now in Montreal at the annual meet of the C.A.A.O. looking for the canoeing championship of America.

Laporte, Martin & Co., Montreal, are offering a special value in teas to retail at 40c.

LEA'S

THE PICKLE WITH

10-oz.

Packed in the following lines

Sweet Mixed

Sour Mixed

Mustard

Chow Chow

Ceylon Relish

King Edward Pickle

Pearl Onions

Sweet Onions

Spiced Gherkins

Sweet Gherkins

15c.

We recommend these goods to the retail trade because of their Home-made flavor and the abs
being thoroughly washed before bottling and immediately capped insuring their leaving the fa

A CANADIAN PICKLE OF QUALITY.

LEA'S

HOME-MADE FLAVOR

20-oz.

Packed in the following lines

Sweet Mixed

Sour Mixed

Mustard

Chow Chow

Ceylon Relish

King Edward Pickle

25c.

s of their handling. These goods are packed under the most sanitary conditions. The vegetables condition. More care could not be used in your own home.

N CANADA FROM CANADIAN PRODUCTS

GROCERY TRADE NEWS OF NEW BRUNSWICK

St. John, N.B., Aug. 5, 1907.

Business continues fairly good and so far as market changes are concerned the past week has been rather uneventful. Fresh fish are very scarce for the time of year. Butter is holding steady and eggs are plentiful. The run of strawberries is about over and blueberries and raspberries are coming in plentifully. In the feed line Ontario oats have declined a cent. There are no provincial oats offering and no quotations are available. Canned strawberries have advanced to $2.30, which is the highest point reached for years. It is stated that the factories can only fill about 45 per cent. of the orders on hand.

* * *

On the 21st and 22nd of this month a very interesting gathering of influential business men will be held in St. John. The occasion will be the annual meeting of the Maritime Board of Trade, which met last year in Amherst.

The whole of the first day and half of the second will be devoted to the discussion of issues which are of vital importance to the progress and prosperity of the Maritime Provinces, and being taken part in by the most active business men from all sections, should prove of deep interest.

The delegates, of whom there are expected to be more than 100, will be looked after by the reception committee of the local board, who are making arrangements for their proper entertainment. W. S. Fisher, of the firm of Emerson & Fisher of this city, is working energetically to make the meeting one of the most successful yet held.

* * *

Merchants who have been doing business with dealers on the south shore of Nova Scotia are pleased at the announcement that the steamer Active has been engaged to go on the route in place of the Senlac, which was damaged collision in Halifax harbor recently. The Active goes on the route to-day.

* * *

T. H. Estabrooks, who returned last week from a trip through Western Canada, is inclined to think that the people of New Brunswick do not appreciate the opportunities they have for development right here at home, instead of going to the western portion of the Dominion. Mr. Estabrooks thinks that New Brunswick could be made a great fruit growing country. The valley of the St. John River has not been properly developed in this regard. He points out that the export facilities here for shipping away unlimited quantities of apples and other fruits offset to a large extent the advantages that British Columbia has in the way of a longer summer season and milder winter. The matter of fruit growing was suggested by his visit to the fruit growing section in Southern British Columbia.

Another matter touched upon by Mr. Estabrooks was the tightness in the money market and some of its results. One of these he had noticed was the checking to some extent of the land speculation in the west. The real estate boom, he thought, had been carried to excess.

Announcement has been made by the local agent of the Allan line that their steamers will make weekly sailings from St. John to Liverpool during the coming winter. It is expected that the approaching winter port season will be the greatest in the history of this port. There will be a larger number of sailings than ever before and it is thought there will be no scarcity of freight, judging by reports.

A TEA-TOTALLER.

T. A. Wilson, Born Near Belleville, but Getting on as a Salesman and Hustler.

By Jim the Grocer, Kingston.

T. A. Wilson, (better known as Tommy Wilson) whose picture is B 4 U, was born somewhere around Belleville oh, never mind his feet. The first words he said when he entered this

T. A. WILSON, Tea Traveler.

world after the doctor said "It's a fine boy," were "oo oo oolong tea," and he has been shouting it ever since. He is good looking and like many of us, barefaced. He evidently don't believe in hair lips. Well, he started out with his sample case marked Tees Wilson & Co. on every tin in 1894. He drove through Hastings and Prince Edward counties. Then he joined the staff of H. P. Eckardt & Co., Toronto, and tramped the road east of Belleville. He pushed teas for them until nearly four years ago when Eby Blain & Co. secured his services traveling east of Kingston, still handling teas.

For H. P. Eckardt & Co. he built up a valuable tea trade in New York State before the Spanish American war and advised merchants over the line to load up and those who did made their pile as a war tax of 10c a lb. was put on all teas shortly after. Since the first of the year, Tommy has made another move, this time with Doyle & Jackson, formerly Doyle & Anderson. They handle teas exclusively.

Tommy said he was in the tea business to-day, was in it to stay and if you want the best values he'll be coming your way.

Tommy in pushing Japan teas has done more towards blending friendly relations between the two great nations, Canada and Japan than Fushimi. Tommy sold tips and the prince gave tips to many institutions, same as the aldermen do when they go canvassing with candies. Humbugs. Prince Fushimi has thus by his kindness made it hard for Canada to interfere should Japan want to box Uncle Sam's ears on account of ill usage in San Francisco.

CORRESPONDENCE

GUELPH.

Saturday was again a good day for business and the grocers all report it so. In fact, when the women come to market and leave the men home, there seems to be more snap about business. The prices remain unchanged but both butter and eggs are more plentiful. A good many housewives are going to have a shortage of fruit in their cellars which will be disappointing to them. They keep waiting for cheap fruit and wait too long. The first thing they know their favorite fruit is done.

* * *

Tuesday's fruit market showed the first lot of apples, which sold at 50c a basket. Tomatoes were plentiful but the quality has been poor and the price too high. Small fruit prices remain unchanged. Gooseberries are very scarce.

* * *

Ald. J. A. McCrea went to Toronto Saturday night to meet Mrs. McCrea and son, R. J., who have just returned from a pleasant two months' trip to Ireland. Both are much improved in health and spirits. Bob brought home some good Irish blackthorns.

* * *

Chas. Worthington, the Ontario Street grocer, has been doing himself proud and also the grocers, with his good driver, Maud W., winning the race for gentlemen's drivers at the Thursday half-holiday matinees. Charlie loves a good driver.

* * *

Why some grocers buy all their granulated sugar in bags seems to me rather odd. The bags, of course, come 5c a hundred less, but the bags generally come more or less damaged. A small hole soon leaks away the profit and there are also the chances of having to handle it in all kinds of weather, while the barrels holding 300 pounds are much cleaner, no waste, seldom damaged, just as easily stored and handled. The empty barrels bring easily 25c each while the bags are practically useless. A few bags for people who insist on buying a hundred pounds is all right, but then again, why push the sale of bags of sugar when you can make just as much by selling $1 worth.

E. D. Marceau and Mrs. Marceau are entertaining a party of friends at the Kaneron Fishing Club, up Nomininque way. Mr. Marceau will spend about ten days in the fishing district.

BARGAINS

RAISINS FOR PROMPT BUYERS

203 (22 lbs.) Boxes of "Countess Clusters" Raisins. Value $2.50.
To be sold at ***$1.50.***

96 (22 lbs.) Boxes of "Duchess Clusters" Raisins. Value $3.75.
To be sold at ***$2.50.***

FIRST ARRIVE ! FIRST SERVED !

JAPAN TEAS

We have been specially fortunate in our Tea purchases. We had closed the contracts for our supply of our famous ***Victoria Tea*** before the advance of prices, and we are giving this benefit to our customers.

The best Tea to retail at 40c. ***The best value*** to be had for the money.

CANNED GOODS

Do not hesitate to buy now !

The crop is late. Is your stock sufficient to carry you till the end of the season ?

We have a full and complete line.

STRAWBERRIES The packers inform us that they have only succeeded in packing 45% of their orders. ***We shall fill all orders that we have on hand.***

It is very likely that for other canned goods the crop will fall below the requirements.

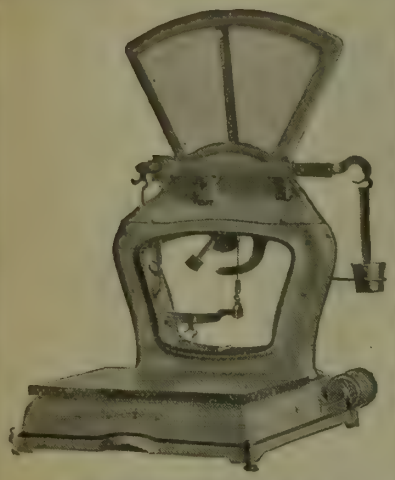
We have contracted for large quantities.

Send us your orders. ***We guarantee delivery,*** and we guarantee that the prices will be ***the lowest*** of the season. Write, telephone or wire at our expense.

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines and Liquors

Montreal



Scale No. 70

This is an automatic scale with a capacity of 100 lbs. Computing part from 3½ cents to 60 cents per lb.

It has absolutely no springs and is built on the principle of our No. 11 scale—the scale that made the Stimpson scales famous.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET
WINNIPEG, MAN.

APPLE MARKETS AND PRICES.

Views of the Dominion Government Expert on the Present Situation.

The July crop report just issued by the fruit division of the Dominion Department of Agriculture, says of market conditions for apples:

The crop reports from the New England States and New York, show that the conditions for winter apples are almost as good as last year; but there is a great shortage on the whole crop. Michigan shows less than an average crop. The Canadian crop of winter apples will probably aggregate not more than an average crop or perhaps slightly below, taking into consideration all the exigencies yet to be met. On the other hand there will be a decided shortage in the United States of fall and early winter apples. Missouri, Kansas, Tennessee and practically all the states producing the apples which go upon the market up to Christmas time, report a very light crop, in some cases amounting to a total failure. Summer, fall and early winter apples in Canadian orchards will be decidedly light as a whole. Taking these conditions in connection with the probable light crop of apples, and only a moderate crop of all other fruits in Great Britain and Europe generally, it would seem that the demand in Canada for all classes of apples would this year be exceptionally good. It is true that in district No. 3 the apple crop is somewhat better than last year; but the aggregate in this district is too small to have any appreciable effect upon the general market.

Growers and shippers should not forget that the foreign demand for summer and early fall varieties from the United States, and particularly from Canada, is increasing yearly, and it is more than probable that Canadian apple growers of early varieties can compete successfully with the English apple growers in the markets of Great Britain. Indications this year would certainly point to a small crop competing with Canadian Astrachan, Duchess, early Gravensteins and other varieties of the same season. What is necessary, therefore, is preparation now by the co-operative associations and large dealers who can gather the smaller lots and ship with cold storage facilities from the initial station to the end of the ocean voyage.

Judging from last year's prices and the conditions this year, it would seem that an equally good, if not a better market, is to be found in the Northwest. During the months of September and early part of October, 1906, the Northwest was receiving large shipments of American apples at prices that would certainly satisfy the Canadian grower. At the same time small growers were complaining to the fruit division that they had a surplus of Astrachans and Duchess. It is to be hoped that every district producing an appreciable quantity of early apples will this year be organized co-operatively so as to prevent this fruit going to waste.

There are fewer orchards sold now than at the same date last year. This must be attributed in part to a growing sentiment that the speculative element in apple selling shall be reduced to the lowest possible limit. Another influence is to be found in the unfortunate experience of buyers who bought last year "by the lump." The grading demanded by the Inspection and Sale Act made it necessary to sell a large proportion of the apples as No. 3. Better informed this year on the legal grading insisted upon by the Dominion fruit inspectors, they are buying more cautiously by the barrel, graded strictly No. 1 and No. 2.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block
WINNIPEG, MAN.
and at BRANDON, MAN.

Square your accounts

SPECIAL and SEASONABLE NORWEGIAN SARDINES

(Sea King Brand)

Packed in FINEST OIL and Tomato Sauce. Beats anything yet offered.

WARREN BROS. & CO., LIMITED
TORONTO

STAUNTON'S COLOR TREATMENTS FOR 1908 ARE SUPERB

All Goods 16 yds. to Double Roll.

Excellence of Workmanship, the use of materials of Highest Quality, combined with Skilful Color Manipulation gives a Face Value which is far above that of similar grades of other makes.

This conspicuous Face Value costs you nothing, but you get an extra profit if you handle

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Salesmen are showing new samples—Wait for them. If in a hurry, a post card to us will hasten his call.

STAUNTONS Limited

MAKERS OF SUPERIOR WALL PAPERS TORONTO

A SPECIAL OFFER

We are spending a great big sum of money in advertising our

Gold Standard

BAKING POWDER

as well as our other products.

But we realize that all this advertising cannot accomplish big results unless we have the the co-operation of the retail grocer.

Therefore we are making a special free proposition on Baking Powder, that will make it well worth your while to co-operate with us in pushing the sale of Gold Standard Products.

If you have not already heard about it drop us a line to-day for full particulars.

THE CODVILLE-GEORGESON CO., Limited

WINNIPEG, MAN.

BARBADOES and PORTO RICO **MOLASSES**

In Puncheons, Barrels, Half-Barrels and Cans

SUGAR CANE SYRUP

Ask for Quotations.

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SALT

Write us for quotations and we can save you money

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Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

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Storage, Warehousing and Distributing Agents

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The Superior Quality

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Mild Cured Hams

Boneless Breakfast Bacon

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meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
LIMITED
PORK AND BEEF PACKERS
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Breakfast Bacon

Buy The Best

MADE BY

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"That Nutty Flavor"

That, with wholesomeness, is what your customers are looking for

CORONA **HAMS and BREAKFAST BACON**

have these qualities and are certain to tickle the palate.

They'll make money for you, why not try 'em?

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL STORES

It Means This

The **RYAN BRAND** means the maximum of purity and wholesomeness. That's why our

Bacon
Ham and Eggs
Cheese
Butter
Sausage
Bologna
and
Lard

will be most pleasing to your customers.

It means, too, that they'll come back again.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

While the average dealer can pretty well guess what has caused the recent movements in the cheese market, the casual observer would be more or less puzzled, and at a loss to account for the present situation. Cheese is higher than it should be, considering the conditions which exist. Quotations run from 11¾ to 11½ cents. These are too high figures to warrant much business. Compared with the prices which ruled last year at this time, 11⅞ to 12⅛ cents, they are lower, but then, conditions are different. The prices which ruled during August of last year established a record. There has been of late practically no inquiry from England, as there is hardly likely to be anything in the way of sales before prices decline to a more reasonable level.

Locally the prices which are quoted are not regarded seriously. The general impression is that they will not last. But how long will they hold good? Circumstances certainly have not warranted an advance. Therefore, and from what can be seen the advance is, in all probability due to manipulation. It is reported that some dealers have been caught short and this may explain matters a little also.

Stocks are heavy, if anything they are heavier than they were at this time in 1906. According to Board of Trade figures receipts last week amounted to 91,057 boxes, against 100,437 for the same week last year. Total receipts to date are reported 1,000,995 boxes, against 1,094,663 boxes corresponding period 1906.

Exports last week were 72,626 boxes, against 109,098 boxes previous week, and 68,434 boxes same week last season. Exports for the season 891,112 boxes, against 1,034,655 boxes 1906. It will be seen from these figures that shipments are falling behind.

Butter is very high, and the market is firm. Owing to the unattractive prices there is not a great deal of activity in this commodity, and dealers do not anticipate much improvement while prices are such at now rule.

Creamery is quoted around 22½ to 22¾ cents, while dairy is being sold to the retail trade at figures running from 18½ to 20 cents.

Receipts have not been as satisfactory as in former seasons. Owing to the backward spring many were late in getting started, while the high figures obtainable for cheese led more than one creamery to make cheese instead of butter. However, it is thought that present quotations being high many will be induced to abandon cheese in favor of butter, which would result in larger arrivals.

The quality of the butter arriving lately has not been in every instance up to the mark. Some lots received have contained packages which were mouldy. This is not surprising, considering the amount of wet, disagreeable weather we have had of late. There will be an improvement in the make if weather conditions are more favorable.

Demand from the Old Country is light, while local trade is checked by the high prices demanded.

Receipts last week were 18,805 packages, against 29,933 packages same week last year. Receipts since May 1 amount to 218,538 packages, against 335,952 packages same period 1906.

Shipments show a falling off, only 9,349 packages being exported last week, against 11,743 packages previous week, and 15,743 packages last year, same week. So far this year shipments have amounted to 36,062 packages, against 173,537 packages in 1906 during the same period.

THE PROVISION SITUATION

There is a slightly easier turn to the market this week, both domestic and export. Prices for live hogs are somewhat uneven, packers quoting from $6.65 to $6.85 f.o.b. shipping points and light deliveries are looked for. This will suit the packers very well because the Old Country market is not promising. There seems to have been an accumulation there of heavy products not in line with the demand, due to the fact that the farmers have held their stock too long. Export shipments last week were about normal.

The easier feeling in the domestic market is not very pronounced. The trade, while fair, has not been up to expectations. This is partly due to the backward season and to some extent to high prices. While stocks are not abnormally heavy, there is noticeable a tendency on the part of some packers to shade the prices. This is true especially in regard to bellies and backs, but hams and short cut are also fractionally easier.

Lard, on the other hand, is tending firmer. The Canadian product does not nearly satisfy the domestic demand and the American costs, laid down in Toronto, say 11½c, while Canadian has been on a basis of 11c. The natural tendency is to close the gap. The fresh meat trade is seasonably quiet with lower prices.

The American provision market is very quiet. The Journal of Commerce, reviewing last week, said:

"There have been no new features in hog products the past week, neither activity on the spot nor in futures. Cash demand has been of the minimum volume for the summer season, both home and export, and prices have been easy, while futures were easier early in the week with hogs, but firmed up later in sympathy with corn. Trading was extremely light, as there is nobody in the market but the packers, and they did not appear to be operating, but simply allowed prices to take care of themselves on light offering and demand, as the trade are afraid to sell short, while the packers own the cash stock and could squeeze them if they did. In beef products there have been no developments or change of interest, but stocks of canned meats are the lightest in three years and demand fully equal to offerings, as prices are the same as a year ago, while cost of canning cattle is 1c per pound more."

PROVISION MARKETS

TORONTO.

PROVISIONS.—The demand for smoked meats has scarcely fulfilled expectations and there is a slightly easier tone to prices. Rolls, hams and short cut appear to be the products upon which prices are being shaded. In a railway wreck between Hamilton and the Falls last week a carload of hams from Chicago to a Toronto house came to grief. They were probably intended to even up stock for some house whose product had not been going out evenly and did not necessarily indicate any tendency in the market. Lard is rather firmer to keep pace with the price movement across the line and some are asking ¼c more for tierces. A ¼c has been taken off the low price on rolls and hams. Short cut is quoted 50c a barrel lower, though there has been an advance of 25c in the cost of barrels since the first of the year. Fresh meat is lower and trade is quiet.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 17½	0 17¾
" pea meal	0 16½	0 17
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	21 50	22 50
Lard, tierces, per lb	0 11	0 11½
" tubs "	0 11½	0 11¾
" pails "	....	0 12
" compounds, per lb	....	0 10
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 00
" choice carcases	7 50	8 25
" common	5 00	6 00
Mutton	0 08	0 10
Lamb	....	0 14
Hogs, street lots	9 25	9 50
Veal	0 08	0 09½

BUTTER.—The market is firm and while some dealers are quoting last week's prices, others are up a cent for prints and choice tubs. While there is no shortage the holdings here are considerably less than usual at this time, the pastures are drying up and last week saw a beginning of the export movement.

	Per lb.	
Creamery prints	0 23	0 24
Creamery solids	0 20	0 21

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Dairy prints, choice	0 20	0 21
" " ordinary	0 18	0 19
" tubs choice	0 18	0 19
" tubs, ordinary	0 17½	0 18
Baker's butter		0 17

EGGS.—The egg situation is firm, though this is not the time of year when the egg man expects to make his fortune. Receipts are lighter and the shrink is at its heaviest. The extra quality of eggs all season has however helped to continue the demand. Prices here are ½c to 1c higher.

Eggs	0 18½	0 19

CHEESE.—Prices here are about unchanged and the demand is ordinary.

New "		0 11½
" " twins	0 12	0 12½

HONEY.—New crop comb honey is very scarce. Trade is quiet.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 13
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz		1 50

POULTRY.—Receipts are quite sufficient to meet the demand and there is a fair trade at unchanged prices. Indications point to a liberal supply this fall.

Live Weight.

Spring chickens, per lb		0 12
Old fowl		0 09
Ducks		0 08
Spring ducks		0 10

Dressed weight.

Spring chickens, per lb		0 15
Old fowl		0 10
Ducks		0 10
Spring ducks		0 12
Tom Turkeys		0 12
Hen "		0 14

MONTREAL.

PROVISIONS.—Lard is quiet, but there is a good demand for smoked meats considering the season. Hams and bacon are slightly easier in price, as will be noticed on referring to quotations.

Lard, pure, tierces	0 11½	0 12½
" 56-lb. tubs	0 12½	0 12½
" 20-lb. pails, wood	0 12½	0 12½
" cases, 10-lb. tins, 60 lbs. in case	0 13½	0 13½
" " 5-lb. "	0 13½	0 14
" " 3-lb. "	0 14	0 14½
Lard, compound, tierces, per lb.	0 10	0 10½
" " tubs	0 10½	0 10½
" " 20-lb. pails, wood	0 10½	0 10½
" " 20-lb. pails, tin	0 10	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11½
" " " 5-lb. "	0 10½	0 11½
" " " 3-lb. "	0 10½	0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	25 00
American fat back	22 00	23 00
Breakfast bacon, per lb	0 14	0 16½
Hams	0 12½	0 16
Extra plate beef, per bbl		14 00

BUTTER.—There has been an advance in butter and consumption has been checked by it. Dealers report a falling off in demand on the part of retailers.

New creamery, choice, boxes	0 22	0 2
" " pound prints		0 23½
Dairy, tubs	0 19	0 20

CHEESE.—Cheese prices are high, probably through manipulation. It is not expected that present quotations will rule for any period. Business is slow.

Cheese, old	0 15	0 16
" new, large		0 11½
" " twins	0 11½	0 12

EGGS.—Eggs are in fair demand at steady prices. Dealers are quoting 19½c to 20c for selects, while 18c is accepted for No. 1 fresh. No. 2 run all the way from 13c to 16c but there is little demand for them. Receipts are satisfactory.

HONEY.—Buckwheat honey is lower this week. Clover is now quoted, dealers asking 8c to 9c. New crop will be on the market shortly.

White clover comb honey	0 12	0 15
Buckwheat	0 07	0 08
Cloer, bulk	0 08	0 09

THE EGG QUESTION IN TEXAS.

Houston Post.

"That lady," said the new clerk, "wished to know if these eggs were fresh; how do I tell when eggs are not fresh?"

"You don't."

RED ROSE RUSTLERS.

In Annual Session at St. John—Western Men Win Ball Game.

The Red Rose Tea traveling staff have been in their annual session in St. John, N.B., this week. Despite the absorbing interest of the discussion of ways and means for convincing the entire population of Canada and the adjacent States that "Red Rose tea is good tea," they found a little time for recreation. They made the trip to Digby on Wednesday and a game of baseball was arranged between the eastern and western travelers. Under the direction of G. H. Campbell, the Toronto manager, the western men won by a score of 10 to 6. This was going some for the east can play ball.

OUTLOOK FOR FRUITS.

A. McNeill, chief of the fruit division of the Dominion Department of Agriculture, in the fruit crop report just issued, says:

"There will be a fair crop of peaches in the Niagara district.

"The crops in the counties bordering on Lake Erie are almost a complete failure. This is particularly noticeable in the late varieties."

There has been almost a universal reduction in pear prospects during July. Indications are for a half crop only in the Niagara district. The crop is practically a failure in the Essex peninsula. An average crop is looked for in the Annapolis valley. Pears in British Columbia promise to be a medium crop.

For plums the outlook on the whole is far less encouraging than a month ago. A heavy drop is reported and the crop in the commercial plum sections is deteriorating rapidly.

The general outlook is for a medium to full crop of grapes in commercial vineyards.

The sale of Wilson's

FLY PADS
is many times larger than that of all other fly poisons combined.
Avoid cheap and unsatisfactory imitations
ARCHDALE WILSON, - HAMILTON

It's Never too Early to Begin

If you are not handling our high-class goods already now is the time to start. Ours are profit bearing lines and their infinite variety gives you something to choose from.

CLARK'S

Lunch Tongue Ox Tongue
Potted Ham Devilled Tongue

are specialties to push this warm weather. Write us and we will supply you at once.

WM. CLARK - MONTREAL

O'Mara's Bacon

I receive many unsolicited testimonials. The following is worthy of publication.

Toronto, July 19, '07

The English beef, the Welshman goat,
The Scotchman mutton gnaws,
The Eskimo holds walrus fat
Between his greasy paws,
The Frenchmen nibbles froggies' legs,
New Yorkers gobble clams,
But **Jack Canuck** who knows what's what,
Sticks to **O'Mara's Hams.**

JOSEPH O'MARA

Pork Packer, Palmerston, Ont.

The Manitoba Canning Co.

LTD.

Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRANDS **Preferable**

Saleable TRURO QUALITY BRANDS **Profitable**

Truro Condensed Milk Co., Limited
TRURO, N.S.

CEREALS AND CONFECTIONERY

Wheat Markets Easier—Large Quantity of Last Year's Crop is a Factor—Flour Trade Very Quiet—Oat Products Very Firm and Higher Prices Looked For.

The speculative wheat market is carrying a somewhat burdensome amount of last year's crop and the grain men are anticipating lower prices with an advance later on. Conditions for the growing crop are not too good. A few more hailstorms like that reported from Reston, Man., on Tuesday, would make a change. The report stated that 153,000 acres were stripped of their crops. The strong feature of the present situation is oats. There is heavy buying in Chicago, the Ontario crop is small, and the outlook is for high prices.

The flour trade is very dull. The market here is a shilling out of line for export and what domestic buying there is is merely from hand to mouth. Cereals, especially oat products, are very firm. The oat crop and resumed consumption, the millers think, will soon justify higher prices. In the meantime prices rule unchanged.

MONTREAL.

FLOUR.—Trade is reported excellent, local demand being very strong. Good shipments are being made by various millers to South Africa, the Old Country, and other foreign parts. The tendency of the market is to firmness.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 20
Straight rollers, bags, 90 per cent	1 75	2 40
Royal Household, bags		5 10
Glenora		4 50
Manitoba spring wheat patents		5 10
" strong bakers		4 50
Five Roses		5 10
Buckwheat flour	2 25	2 30

ROLLED OATS.—There is reported but a fair demand for rolled oats. The market is quite featureless.

Fine oatmeal, bags	2 60	2 75
Standard oatmeal, bags	2 60	2 75
Granulated " "	2 60	2 75
Golddust cornmeal 98 lb bags	1 70	2 00
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 40	2 50
" 80-lb. bags	2 30	2 37½
" bbls	5 05	5 35

FEED.—The feed situation is slightly better this week, but high prices still rule. Millers, however, are a little better able to fill orders than they have been for some time past.

Ontario bran	18 00	19 0
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	24 00
" bran		20 00
Moullie, milled	23 00	30 00
" straight grained	28 00	30 00
Feed flour	1 35	1 45

TORONTO.

FLOUR.—Prices are unchanged and trade is not very active. The buying is only for immediate consumption. The dullness rather induces some shading of prices, but there are no changes on the merits of the situation.

Manitoba Wheat.

90 per cent. patents	4 90	5 00
" "		4 50
Strong bakers	4 30	4 40

Winter Wheat.

Straight roller	4 25	4 35
Patents	4 45	4 55
Blended	4 35	4 40

CEREALS.—Millers report a good demand for the season. Oat products are very firm on the basis of an outlook for high priced oats. The crop in Ontario it is said will be short. Prices at present are unchanged.

Rolled wheat in barrels, 100 lbs	2 75	3 00
Rolled oats, in wood, per bbl		5 25
" " in bags, per bag 90 lbs		2 50
Oatmeal, standard and granulated, per bbl		5 55
" " " in bags 98 lbs		2 65

.. THE APPLE CROP.

Chief McNeill Reports on the Situation in Various Districts.

Reviewing the apple situation by districts, A. McNeill, chief of the fruit division of the Dominion Department of Agriculture, says in the July crop report that prospects have declined considerably during the month, owing to an exceptionally heavy "drop" everywhere, due to spring frosts and dry weather. Generally speaking, the yield of early fall apples will be below the average and winter apples as a whole will be an average crop of excellent quality. He says of the districts:

In the counties on Lake Erie early apples will be light and several complete failures are noted. Fall varieties are reported light to medium and winter varieties medium.

Yellow Transparent, Astrachan and Duchess apples are a light crop, with a few failures, especially among the Astrachans.

Wealthies, Gravensteins, Colverts, Bellflowers and Ribstons are reported light to medium, and Alexanders a light crop.

Spies and Greenings promise to be light to medium, while Ben Davis, Rus-

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Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., QUEBEC.

Are You Content?
with the flour you are handling?
If not, get a shipment of
Anchor Brand Flours
and see how pleased your trade will be
For prices and information write to
LEITCH BROS. FLOUR MILLS
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Keep Posted on Sugar
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHIPPER, No. 38 Front Street, NEW YORK.

GRAHAM FLOUR
Made from carefully selected wheat.
Send for trial lot
A. A. McFALL BOLTON, ONT.

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

sets, Kings and Baldwins give favorable indications of a medium crop.

In the counties on Lake Huron and inland to York county early and fall apples are light to medium with some failures reported among early varieties.

Greenings and Spies promise an average yield; Ben Davis, Kings, Russets and Baldwins at present indicate a medium to full crop.

In the counties bordering on Lake Ontario and north to Georgian Bay early apples are reported in the majority of instances nearly a medium crop; fall apples a medium crop and winter apples medium to full crop.

Alexanders, Gravensteins and Ribstons vary from light to medium, while Spies, Russets, Kings, Ben Davis and Baldwins show a medium to full crop. Duchess, Colverts, Fameuse (Snow), Bellflowers and Greenings are a medium crop.

In the Ottawa and St. Lawrence valleys the prospects are good for an average yield of fall and winter varieties; the present outlook for early varieties is a light to medium crop.

Yellow Transparent will be a medium crop, Duchess somewhat better, Alexander, Wealthy and Fameuse, light to medium. McIntosh Red promises nearly a full crop.

In New Brunswick and Northwestern Quebec apples are reported to have set well, but will be very late this year.

A medium crop of Yellow Transparent, Astrachan and Duchess apples is expected.

In the Annapolis valley the prospect is very good for a medium crop of fall and winter apples. The early varieties will be below average. Although the blossoms were delayed at least two weeks, the weather recently has been so favorable that the apples are nearly as far advanced as usual.

Gravensteins promise a fair yield; Ben Davis and Greenings are set for an average crop; Kings, Ribstons, Baldwins and Golden Russets are light to medium; Nonpareils and Spies are reported below average.

The quality promises to be much better than last year, partly due to the season so far unfavorable for fungi, and partly because of thorough spraying.

The prospect in British Columbia has depreciated slightly, but a medium crop of apples is expected. It is impossible as yet to estimate the damage done by recent hailstorms at Armstrong and in the Okanagan district.

THE SUGAR SELLERS.

Nicholson & Bain, Winnipeg, Calgary, and Edmonton, have been appointed sole agents in Manitoba, Saskatchewan, and Alberta, for the sale of the sugar refined by the British Columbia Sugar Refining Co., Vancouver.

GETTING SETTLED.

Wm. H. Dunn are this week occupying their new Toronto office at 27 Front St. East. For a time John T. Logan, whose specialty is Caillier's chocolate, will be in charge. He is arranging for a very attractive display at the Exhibition.

YOU MANUFACTURERS

of Grocers' Specialties and Confectioners' Goods ought to be interested in our price list of Chemicals and Supplies.

MALT EXTRACT
BUTTER FLAVOR
ICE CREAM POWDER
ESSENCE AND HARMLESS COLORS
YEAFO BREAD IMPROVER

You may find our prices lower than you are now paying. Drop us a line and see.

CHARLES C. BRYCE & CO.
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LONDON, E.C. - ENGLAND

A Name Isn't Everything

although it amounts to a good deal more than the ancient proverb cobbler knew. When one lady helps another to

Perfection Cream Sodas

there's more in this particular name than some Grocers imagine.

are not only baked just as perfectly as biscuits can be baked—they are also perfectly packed—packed in such a way that their goodness is lasting.

The particular housewife will tell you there's a great deal in the name

Perfection Cream Sodas

and most Grocers know it.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

THE BEST BY ACTUAL TEST

It has been proven to the satisfaction of all particular grocers that

McLAUCHLAN'S ***CREAM SODA BISCUITS***

are just as perfect as Soda Biscuits can be baked—and **they hold their goodness.**

McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., ,,
A. P. Tippet & Co ,,

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Remember

Full weight in every package of McLean's White Moss Cocoanut and costs you no more. "Ask for it."

Canadian Cocoanut Co.
Montreal, Canada

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

The Toronto Home of

Cailler's

GENUINE SWISS MILK CHOCOLATE

(Pronounced Kay-lay)

is at

27 Front St. East

Orders Promptly Filled.

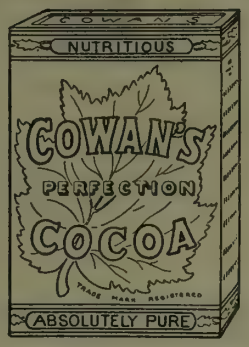
SOLE IMPORTER

WM. H. DUNN

396 St. Paul St., Phone Main 685, MONTREAL.

27 Front St. East, Phone Main 7658 TORONTO.

Because It Pays



That's one of the reasons why most shrewd grocers stock Cowan's Cocoa and Chocolate. There are a few more.

COWAN'S COCOA and CHOCOLATE

are the best on the market and just as near perfection as human ingenuity and carefulness can make

COCOA and CHOCOLATE

If it's Cowan's it's all right.

The COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

It is always to be depended upon as doing everything claimed for it.

Mott's

"Diamond" and "Elite" brands of

Chocolate

never fail in pleasing your customers—that's why it pays you to handle it.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,

Southfields, London, S.W., England.

IDEAS OF AN OLD GROCER

Some Hints which Merchants Generally may Utilize with Advantage.

Editor Canadian Grocer,

Dear Sir,—I am an old roadster and am having a few holidays and so have a few moments to sit down and write a letter.

I have been in the grocery business for nearly twenty years, and representative of the best houses in the line I carry in the country for over fifteen years, so have had a little experience.

If there is anything I desire to do more than another, it is to render honor where honor is due, and thus it is that I desire to say that the efforts of the Canadian Grocer to influence the salesmen of the Dominion and everywhere it goes with a desire to attain perfection in the art of window dressing is certainly most commendable and something that was very much needed in this and other cities. The molding effects of a trade journal that works along the lines of the present management of The Canadian Grocer cannot but be felt and seen by any observer. It certainly must be gratifying to the grocers in this and other cities to see the marked influence its pages have had along the line of window dressing upon their salesmen. I know many, I might say hundreds, that have become alive to the advantages to be obtained by reading its pages along these lines. It has entered into and has had a molding and beneficial influence on the salesman, the grocer himself has not had, mostly perhaps for lack of time, and it is here where the value of such journals is made evident. No one can estimate the true value of such work or how far-reaching its influences are. In these busy days when everything has to be done at break-neck speed, while the grocer is busy thinking of other things, the journal is silently molding and making his salesman a better man, the future grocer of the nation, a help to his employer instead of an extra load, a man, who, instead of being carried by his employer, will help to carry him and make his road smoother and easier.

* * *

Is such an influence worth two dollars a year? Is it worth a hundred? If every merchant employing salesmen would make it a point to present each of his clerks with a paid-up annual subscription for The Grocer, he could not spend ten or twenty dollars to better advantage. He would only be doing his duty to his salesmen and would receive in return a hundred fold, yea, much more.

There are hundreds of salesmen hungering for the light and would be only too glad to receive such recognition of their master's good will. Let the employer give his salesman to feel that he takes an interest in him, that he looks upon him as something more than a machine and behold the change in the carriage of the man.

* * *

What can be more attractive than a tastily dressed window to the passer-by or intending purchaser? How much does it add to the beauty of the store, to the satisfaction of those within and without? The very atmosphere which surrounds it is exhilarating and conducive to cheerfulness, and hence to increase of business.

And what can be more desirable than a cheerful salesman? There are many firms in large cities who pay very large salaries for doing this kind of work alone, and they find it pays them well or they would not continue it as they do. It is by cultivating the higher and finer faculties and talents that we become the most valuable.

* * *

I know some salesmen in this city, who, through the inspiration of The Canadian Grocer are to-day earning good salaries as window dressers and under the same inspiration many more are trying hard to equip themselves for similar positions. The management's efforts seem also to run along the line of trying to inspire the salesmen with a desire to cultivate the faculty for selling the best goods. Their efforts are having their effect, which is plainly to be seen by the largely increased sale of fine goods today. Every grocer should feel grateful to the management for in doing this they are trying to make the salesmen what every grocer should desire, a first-class salesman, a credit to himself and his employer, a credit to the country, and one who has developed himself in the highest sense of the word. It is pleasant to watch an expert window dresser handling and displaying fine goods. No man can do so without becoming affected by their refining influence and he will soon show it just as surely as he will the effects of good company and good manners. Good customers desire good goods just as surely as they desire good company and goods properly displayed meet their affinity of taste. Nicely put up goods are thoughts expressed and a man cannot be dealing in and be among them without becoming influenced by them. "I would rather live surrounded by fifty cent thoughts than ten-cent ones any day," said a salesman to me the other day. "I never sell a good thing without feeling the better of it. I am not ashamed to meet my customer afterwards and I never sell a poor article without feeling mean."

Did you ever watch the difference between the salesman who has cultivated the faculty for selling fine goods, and the salesman who has learned to display and sell inferior ones? If not, do so at once and you will soon see how much you are indebted to such efforts as the management of The Canadian Grocer are making to draw out and cultivate the best that is in your salesmen.

* * *

There is another side to this. If the grocers only knew the effect a nicely dressed window has upon the traveling salesman in reference to inspiring him with a confidence in the matter of credit they would consider the matter of more importance. As the buildings in a city or town indicate the character of its people, so do nicely dressed windows indicate a certain portion of the characters of those who occupy the stores. If a salesman dresses his window tastily he is surrounding the store with a beneficial atmosphere and giving silent lessons to those in it. When a commercial man enters a city or town to sell goods, there are certain signs that indicate certain conditions he looks for outside of commercial agencies known to himself. A tastily dressed window is one of them.

Yours for betterment and progress,
Toronto. "HUSTLER."

CANADA'S GREAT EXHIBITION.

Large Exhibits of Pure Foods and Provisions of Special Interest to Grocers.

Canadians are and should justly be proud of their national exhibition, one of the events of great annual interest, which opens this year on August 24th. Almost everyone within a radius of a couple of hundred miles from Toronto makes a yearly visit to the fair, and this year, with the excursion rates on several American lines and the usual reduced rates on the Canadian railroads the attendance promises to be above any former record. Grocers are always interested in the extensive displays of pure foods and provisions which manufacturers make, and the secretary informs us that the present year this feature will be considerably extended. The other departments of the exhibition will be up to and above any previous mark and with several magnificent new buildings, on which, by the way, $400,000 has been spent, including the removal of practically all the older buildings on the grounds, the fair will be worthy of a visit from any Canadian.

$45,000 spent on outside attractions assures the excellence of this feature of entertainment and the fact that $50,000 is being offered in premiums should be of particular interest to prospective exhibitors.

W. H. Richardson, with Chase & Sanborn, Montreal, has returned from his holidays.

LEA AND PERRINS'

SOLD
BY
FIRST-CLASS
GROCERS
ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
Gillett's Cream Tartar **Royal Yeast Cakes**
Etc.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

Canadian Fruits

Raspberries, Black Caps, Red and Black Currants, Plums, Early Peaches, Apples.

Oranges and Lemons

Watermelons

BANANAS

California Fruits

Elberta Peaches

25-27 Church St., TORONTO

The Summit of Excellence

St. Magnus

Sweet Pickle

(Fruits and Vegetables)

stands alone as the

PATRICIAN ARTICLE

of the Pickle World

Imperial Pints and Half Pints
Glass Stoppers
Fancy Picture Labels

Quotations of

ANDREW WATSON

91 Place d'Youville, - Montreal

Proprietors,

FRED^K. FISHER & SONS

St. Magnus House,

LONDON, - ENGLAND

FRUITS, VEGETABLES AND FISH

Pretty Steady Markets with only Seasonable Price Changes—Good Demand Anticipated for California Lemons—Canadian Tomatoes Lower and Quality Not too Good

August is usually about the dullest month of the year for fruit, and if the past week may be taken as a criterion, this August is going to live up to the reputation created by its predecessors. Trade generally is quiet, but in some home-grown lines there is promise of a more active movement before long. Plums are just starting to come in but not in sufficient quantities to compete with the California stock. California pears and peaches are all ariving in good quantity, the former being especially fine and moving out under a good demand. The lemon market remains firm, and the Verdelli crop is now entirely sold. Some California lemons have reached this market and, judging from the quality of the first consignment, should be in heavy demand for some weeks. Some advance sales for the new Messina lemon crop have already been made.

The new Canadian potatoes are of poor quality, small size, and ill fitted to compete with the American stock. Canadian news, however, will probably improve as the season advances. Both Canadian and American news are advancing, some sales of the latter having been made at $5 per barrel.

MONTREAL.

Green Fruits—The season for Californian goods is now at its height, and dealers are reaping a harvest of orders. Prices are a little high, but the trade seems satisfied to pay them in order to obtain the goods. Plums and peaches are both lower this week. Reports are that the crop of California grapes will be a heavy one, and when stocks begin to arrive here, after the 15th of this month, prices will be good for buyers in all probability. Pineapples are again on the list, but are rather high to tempt the average buyer. American apples at $6 a barrel have been received this week. Oranges are in but fair demand, while lemons are not in much greater request. Quite a few watermelons are selling. Raspberries are done this week, but blueberries continue to arrive and lower prices prevail. Gooseberries and other small fruits may arrive next week.

New dates, per lb	0 04½	0 07
Bananas, fine stalk	1 75	2 00
" jumbos	2 25	2 50
Cocoanuts, per bag		4 00
American Apples, bbl		6 00
Lemons	3 75	4 50
New lemons	3 00	5 50
" "	3 60	5 00
California oranges all sizes	4 50	6 00
Sorrento oranges		3 50
Messina oranges		4 25
Watermelons, each	0 40	0 45
Raspberries, pail		1 50
Pin-apples, crate	6 00	6 50
California Pears, box	3 75	4 00
New figs, per lb	0 08½	0 12
Florida grape fruit, box		7 50
Limes, crates		1 00
California grape fruit, boxes	5 00	5 25
" grape fruit, half box	3 50	4 00
" peaches, box		1 50
" plums, box		1 75
Blueberries, box	2 25	2 50

Vegetables—A good summer trade is being transacted in vegetables, and as the season advances more and more new varieties are offered. This week celery is quoted 35c. per dozen, for very nice looking goods. Valencia onions are offering freely at $3. Tomatoes are cheaper, owing to increased receipts, as are also cabbage, for which dealers are asking 35c. to 50.

Parsley, per doz. bunches	0 35	0 40
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 35	0 50
New turnips, doz		0 35
Green beans, bag	0 60	0 75
Celery, doz		0 35
Water cress, large bunches, per doz		0 75
Lettuce, per doz	0 10	0 25
Boston lettuce, per doz		0 30
Radishes, doz	0 10	0 15
Spinach, per box		1 00
Green peppers, 10 lb. baskets		0 50
Cucumbers, per doz	0 35	0 50
Potatoes, per bag		1 25
New potatoes, bbl		2 50
Beets doz. bunches		0 60
Carrots, doz. bunches	0 25	0 35
Valencia onions, case		3 00
Horseradish, lb		0 15
Rhubarb, doz. bunches	0 15	0 25
Tomatoes, box. 1 lbs	0 90	1 25
" Jersey crates		2 00

Fish—Little trade is being done in fish this week, owing to the very warm weather. Such as it is, business is good. The salmon season closed, fresh fish of this variety is not now obtainable, but considerable fresh halibut is arriving and is being disposed of with apparently little difficulty through regular channels. There is plenty of haddock and cod, and good prices for the retailer are quoted. Pike and dore are in limited supply. Whitefish are plentiful. Some brook trout are offering, but they will not be obtainable in quantity until after the 1st of September. There is but little activity in smoked and salted fish, but it is expected that more interest will be exhibited in salted and pickled before long, as new pack in many lines will be offering.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04	0 05
Halibut, express, per lb	0 08	0 09
Mackerel, "	0 10	0 12
Dore, "		0 12
Smelts "		0 08
Steak cod, lb	0 05	0 06
Weakfish, lb		0 10
Brook trout lb		0 22
Pickerel, lb		0 10
Market cod lb		0 04
Lake trout, lb		0 10
White fish lb	0 07	0 10
Sea Bass, lb		0 3
Gaspe salmon, lb		0 16
Flounders, lb		0 12
Smoked and Salted—		
New haddies, boxes, per lb	0 08	0 09
Smoked herring, per small box		0 11
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp. qt. tins, sealed		0 40
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		2 75
No. 1 N.S. herring, half bbls		2 50
No. 1 Mackerel, pails		3 00
No. 1 sea trout, 100 lb. kegs		5 75
No 1 sea trout, 200 lb. bbls		10 50
Labrador salmon, in bbls		17 50
" " ½ "		7 00
No. 1 Green cod, per 200 lbs		6 50
Small " " " "		4 50
Large " " " "		8 00
No. 1 Green haddock, per 200 lbs		6 00

TORONTO.

FRUIT.—Business is fairly quiet, and, if anything, compares unfavorably with last week. Cherries are about over. Oranges are firmer. The low price on

gooseberries is moving up. California lemons are on the market and are meeting with favor.

Oranges—		
Late Valencias (California), extra fancy, 96's	4 25	5 00
" " " 126's	5 50	5 75
150's, 176's, 200's, 216's	5 75	6 00
Ovals, 80's 100's, 150's, ½-boxes	2 25	2 50
Sorrentos, 20 's		3 50
Lemons, Verdillis, 300's	5 00	5 50
" 2's 300, 360	4 50	5 25
" Messinas and Sorrentos, 360's		4 00
Lemons, California,	$4.40, $3.00, $3.60, $4.20,	$7.00
Apples	00 35	00 75
Bananas, Jamaica firsts, per bunch	1 65	2 50
Bananas, jumbo bunches	2 00	2 25
Cherries, Canadian, cooking, per basket	1 35	1 50
Cantaloupes (California), per case	5 50	8 00
Limes, per crate	1 00	1 50
Watermelons, Florida, each	0 30	0 45
Gooseberries (Canadian), per basket	1 25	1 50
Black Currants	1 25	1 50
Red currants, per basket	1 00	1 25
Raspberries, per box	0 13	1 16
Peaches, per box, Crawford's	1 50	2 00
Plums, per 4-basket crate	2 00	3 00
Pears, Bartlett's, per box	3 50	4 00

VEGETABLES.—Canadian tomatoes are beginning to arrive and are the feature of the market, but the quality is not very satisfactory. New potatoes are firmer. Spanish onions are slightly easier. Cucumbers and cauliflower both have taken quite a drop. New corn, Canadian celery and vegetable marrows are now on the list.

New potatoes, per bbl., American	3 75	4 00
New potatoes, Canadian, per bsht		1 25
Onions, green per doz		0 15
Onions, Spanish, per crate	3 0	3 25
Cabbage, Canadian, per bbl		2 00
Beets, new, per doz. bunches	0 30	0 40
Carrots, Canadian, per doz bunches	0 30	0 40
Lettuce, Canadian leaf, per doz. bunches		0 25
Spinach, fancy, per bush		0 50
Radishes, Roseland, per doz		0 25
Cucumbers, Canadian, per bask	0 40	0 50
Cauliflower, per doz	1 00	1 25
Beans, green, per basket, home grown	0 35	0 50
Green peas (Canadian), per basket		0 40
Tomatoes, 4-basket crates, Canadian	1 25	1 50
" imported, 4-basket crates	1 00	1 25
Parsley, per doz		0 25
Egg plant, per basket		1 00
Corn, new, per doz		0 15
Celery, Canadian, per doz	0 40	0 50
Vegetable Marrow, per doz		0 75

FISH.—The fish market is steady with a fair demand, in view of the warm weather. Prices are practically unchanged. Mackerel is out of the market for the moment. The weather has been to warm to bring it forward until it can be brought in frozen.

Perch, large, per lb	0 06	0 07½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb	0 10	0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb		0 07
Herring, medium, per lb	0 05	0 06½
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 17	0 18
Trout, fresh, per lb		0 10
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 08	0 08½
Halibut, fresh caught	0 08	0 10
Shredded cod, per lb		0 08
Shredded cod, per doz		0 90
Halifax fish cakes, case		2 40
Live lobsters	0 18	0 22
Bluefins, small white, per lb	0 06	0 06½

C. H. Catelli, Montreal, president of the Chambre de Commerce, has left on a trip to Europe.

300 Bags French Peanut Kernels

Prices and samples on application.

ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS,
Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

To Shippers of Produce

Our market is doing much better this week on choice Dairy Tub Butter—Parties having any to offer, phone us.

HONEY WANTED, either comb or extracted, will buy all you have to offer in any quantity.

In our new building we have equipment to handle the Produce Business and solicit your esteemed shipments.

WHITE & CO., Limited
TORONTO AND HAMILTON

LISTEN, PEOPLE!

Lemon prices will be rushing upwards soon. The wise buyer will "Do It Now," because the buying opportunity of to-day won't present itself again this summer.

"ST. NICHOLAS" "HOME GUARD" "KICKING" "PUCK"
W. B. STRINGER & CO., TORONTO

CONSIGN YOUR POULTRY
DEAD OR ALIVE
To THE DAWSON COMMISSION CO., TORONTO. Correspondence Solicited

FOR FANCY TRADE

CALIFORNIA LEMONS, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.

THE BEST ORANGE GROWN
is
"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.

WATER MELONS, Big sellers this weather.

Send us your orders for anything in Fancy Fruit.

HUGH WALKER & SON
Established 1861 **Guelph, Ont.**

California Fruit

Its only business to let the people know we are offering the finest pack of **PEARS, PEACHES** and **PLUMS** at **lowest prevailing prices.** Write or wire your orders.

MONTREAL FRUIT EXCHANGE
195 McGill St. - MONTREAL

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply **the best at closest prices.**

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

We handle

SALT

and SALT only, and give every order careful, prompt attention

VERRET, STEWART & CO.
LIMITED
MONTREAL

FIRST AUSTRALIAN RAISINS.

The first shipment of Australian raisins to arrive in Toronto will be received in about a week. Perkins, Ince & Co. received advices of it Wednesday.

Commenting on the appearance of Australian raisins, the New York Journal of Commerce says:

"The appearance of Australian raisins in this market last week was, as one leading factor put it, 'the biggest surprise to the trade in ten years.' Entirely unannounced and unsuspected, there suddenly bobbed up at a time when the market was substantially bare and likely to remain so till well along in the fall, a fine lot of handsome fruit from a quarter hitherto undreamed of. True, the invoices aggregated only some 8,000 boxes, yet they were first-class goods and bade defiance to the men of the Coast, who had fondly felt that they were secure in the full possession of the world's available supply. Yet here were the goods, first-class stock, attractive in appearance and fine in flavor, ripening at a time exactly midway between seasons, and evidently marketable, even at this remote point, at a fair profit.

"It is merely another of those manifestations that the time is rapidly coming when enterprise will give the world a supply of fruit and seasonable delicacies the year round. Last winter this market received all through the bitter cold weather luscious fresh fruit from South Africa, equal to any ever grown in California. And before the snows had melted from the Catskills we had fresh fruit and vegetables from Texas and Florida. Then came apples from Australia, and now we have raisins as fine as any grown in sunny Italy. It has made many a man open his eyes and wonder if it wasn't worth while developing the warm climes of the Antipodes, especially if goods can bring fancy prices in a fruit depleted, but wealthy and extravagant northern country. When pears and plums can sell for 20 and 25 cents apiece in March and when new raisins can be marketed at 8 or 9 cents in July and August 10,000 miles from where they were grown, it is something to be reckoned with.

R. E. Lunham is now covering the city of Montreal for the Montreal Packing Company. Mr. Lunham formerly represented the firm in the Ottawa Valley.

THE BEST BY A BIG MARGIN

That's the opinion of most shrewd Grocers when it comes to stocking Fruit Essences. It is an easily proven fact that

SHIRRIFF'S *Highly Concentrated Fruit Essences*

are so much superior to the next best make that there is no comparison, stock Shirriff's and you corner the paying trade.

THE IMPERIAL EXTRACT CO. 18-22 Church St, TORONTO

This Trade Mark

On Every Package

THERE are many articles on the market nowadays that are known to the trade as "stickers"—they are hard to sell at any reasonable price. But it's easy to push a good article. ***"HALIFAX," "ACADIA" and "ATLANTIC" Brands of Prepared Codfish, Halifax Fish Cake and Halifax Shredded Fish*** are easily moved because they are natural sellers. Anybody will buy a thing that makes such tasty and delicious food. Every customer who buys once becomes a constant customer and a profitable customer. It is worth while undertaking to push them to see how easily they move.

ATLANTIC FISH COMPANIES, Ltd.

LUNENBURG, - NOVA SCOTIA.

Pure Food is Essential to Good Health

Wagstaffe's

New Season's Goods

If you wish to secure some of these celebrated goods see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

We are now packing the

"FAMOUS BRUNSWICK BRAND"

SARDINES, CLAMS SCALLOPS

AND

FINNAN HADDIES

We guarantee every tin we pack

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

EFFECTIVE ADVERTISING

HOW TO PRODUCE IT

Brief Talks Given Occasionally by T. Johnson Stewart.

Trade journals south of the line are discussing whether the dealer pays for the big publicity campaigns of the large manufacturers, with a certain amount of "sweet reasonableness." Retailers are delivering addresses on "Publicity Advertising" with more vim than logic. They believe, generally speaking, that the retailer pays for big campaigns, while a few are clear-seeing enough to realize that publicity advertising worthy of the name, is a sure and certain trade creator.

The American Artisan sums up the situation cleverly in the following words: "There are always two sides—and sometimes more—to every question. Any innovation, especially of a commercial character, will be met by those who welcome and those who deprecate. And human nature is such that almost invariably the former will be those who [illegible] they will profit by the innovation [illegible] the latter will be those who think they will lose. The intrinsic value of the thing is nearly always lost to view."

Thus far we agree with our contemporary.

"There is nothing sordid or mercenary about this condition; it is the natural law and works to conserve the interests of mankind. A new method of carrying on business must prove its worth to the greatest number or it has no right to interfere with the old established methods."

And that's all there is about the proposition! We agree with the New York Herald in designating that, and all such logic, as pure and unadulterated tommy-

Just as soon as any method of doing business has proven its worth to the greatest number that method is outclassed by saner and better business systems. And as a mere matter of fact, the publicity campaigns—big enough to be national and international in scope—are hardly what one would call innovations. "Bold and audacious pioneers" tested the matter a decade ago and are now enjoying the fruits of their daring and scheming brains.

Who pays for the immense advertising campaigns conducted by manufacturers in the United States and for the lesser publicity advertising of the Dominion.

It's an easily demonstrated fact that advertising of a wide and judicious nature has created stupendous markets. Indeed, if we could eliminate all advertising and its direct results during the last ten years, there would be no commercial history to narrate. It is well known that judicious advertising has been an immense boon to the consumer and that it has practically doubled the business of many jobbers and retailers, as well as increasing the manufacturer's output by a great big margin.

The consumer does not pay for the manufacturer's advertising because he finds advertised goods cheaper and better as a general rule. The jobber does not pay for it, for even although his margin of profit may be curtailed on single articles, the volume of his business is immensely greater. The same applies to the retailer. The economic law of concentration explains the whole business. I know of two manufacturers in this Dominion who have been competitors for years. Their product is a few simple articles of absolute necessity in every household. A. advertises systematically and judiciously. His factory is constantly enlarging. He cannot meet the demand, but keeps on advertising as a mere matter of business insurance. B. can meet the demand—his demand all right. He does not advertise—except spasmodically. His competitor outsells him as a natural result and it's only a question of time until A. captures the whole market.

Who pays for A's advertising? The consumer is benefitted. The jobber and retailer find it good business sense to stock A's goods. And B pays for A's advertising in lost business and prestige.

* * *

Mr. Grocer! You can turn this subject upside-down, look at it from every point of the compass and then take a squint at it through a microscope, and if you can come to any other conclusion there's something the matter with your optic nerve.

The manufacturer, the jobber, the wholesaler, the retailer who does not advertise are bound to pay the advertising bills of the fellows who do. There's no other way for it.

It's a pretty safe proposition handling the goods of the manufacturer who advertises systematically and judiciously. He spends money to tell you about his values and you can depend upon it that his goods are about right. It's not his word I take as gospel in the matter, but his shrewd business sense. Because it would be utter folly to spend thousands of dollars in creating a market which his goods couldn't hold.

* * *

Mr. R. J. Donaghy, of T. A. Rowat & Co., is one of the many grocers who believe in common-sense and systematic advertising. Mr. Donaghy says: "We have used the two leading dailies of London for the past ten years—a fact that speaks for itself. We use the papers on alternate days, always changing the copy every issue and making a leader of some seasonable line when possible. I do not believe in spasmodic advertising, keeping at it in all seasons and pushing a speciality in its season is what counts. We have always made coffee our particular speciality and our trade for this alone is the largest in London."

* * *

If any grocer has doubts about the efficacy of advertising these strong words of our friend, Mr. Donaghy should go far towards dispelling them. There are men in all lines who look upon advertising as a necessary evil, but conditions governing commercial success are thinning their ranks very perceptibly. The T. A. Rowat Co. have advertised systematically for ten years and

Why Particular People Patronize London's Most Satisfactory Grocery Store

1.—Our store is the cleanest, brightest, and best appointed.
2.—We have every facility to aid us in giving our customers the best service.
3.—We carry the greatest assortment from which to choose, and guarantee everything we sell.
4.—We take the same care with your 'phone order as if personally given at our store.

Telephones, 1866 and 317.

To-day and Saturday we will sell regular 50c. size Navel Oranges for 38c. doz.

Snider's Tomato Catsup—The best made, a bottle.....20c. and 30c.
Snider's Cocktail Sauce—A highly-seasoned catsup, a bottle.....35c.
Home-Made Catsup, a bottle..... ....10c. and 20c.
Bengal Club Chutney—A delicious relish for hot and cold meats, a bottle..... ....20c.

Pin-Money Pickles.
The nicest sweet pickles made, 2 sizes; a bottle..... .....25c. and 40c.

Maple Syrup.
Get your supply now for canning. You can depend on ours to be pure. Bottles, 30c.; gallons..... .....$1.45

Bensdrop's Dutch Cocoa.
Is the nicest flavored and requires less than any other. Try it the next time you want cocoa, at, a tin..... ....10c. and 25c.

California Prunes.
The brand we sell have thin, tender skin, and require little sugar.
Large Size, 2 pounds for.....25c.
Medium Size, 3 pounds for.....25c.
Choice Apricots—A pound.....35c.
Batcher's English Strawberry Jam—It's the best imported. A glass ....25c.
Blood Oranges—A dozen..... .....25c.
Florida Grape Fruit—Thin skinned and juicy, 10c., and 2 for.....25c.
Choice Bananas, a dozen..... ....20c. and 25c.
California Lemons (Seedless)—Largest size, a dozen..... .....30c.

For Saturday.
Choice Rhubarb, New Beets, Carrots, Cabbage, Tomatoes, Cucumbers, Crisp Lettuce, Radishes, Green Onions, Parsley and Celery.

T. A. Rowat & Co.
234 Dundas St.

are in an excellent position to decide the vexed question—Should the retail grocer advertise? You know their answer, and you'll betray a good deal of sound reason by accepting their decision as final.

* * *

The ad. which we reprint in this issue is one of a dozen or more mailed to us some time ago by Mr. Donaghy. It is an ocular demonstration of our chief arguments. The introduction is brief and snappy—several good strong reasons for the popularity of "London's Most Satisfactory Store." There is nothing picturesque or freakish about this ad. The London Co. simply tell the story of their values in a straightforward salesmanlike manner, and price talks pretty effectively in every line. While the ad. is undoubtedly a business bringer, as it stands, yet I think the printer might make it a good deal more attractive. At least I would whisper something like that to him when paying the bills.

* * *

There's just one point I would like to emphasize; all advertising should be looked on as an important part of your business. You should pay as much attention to it as you do to your buying and selling. Judicious advertising is always an excellent investment. The daily paper is the best medium for the retail merchant, and many like the T. A. Rowat Co. have proven it such.

The Standard Olive Oil

BARTON & GUESTIER

BORDEAUX, France

ESTABLISHED 1725

Shippers of the Highest Grade

—OF—

Olive Oil

In Quarts, Pints and Half-Pints

JOHN HOPE & CO.

Sole Agents for Canada

MONTREAL

ATTRACTIVE I.C.R. BOOKLETS.

For the lover of history and romance, as well as for the tourist and sportsman, Eastern Canada possesses attractions unsurpassed by any other portion of North America.

To present a few of the attractions of this beautiful summer land, which, notwithstanding the thousands who travel over the road each year, is yet a veritable terra incognito to the average tourist and sportsman. The passenger department of the Intercolonial Railway has prepared a beautiful and useful series of booklets. For general information this series is far in advance of anything of the kind ever presented to the public by this railway before, and should be in the hands of everyone seeking rest and sport.

The first of these publications is entitled "Tours to Summer Haunts." It is a pamphlet of some hundred pages, printed on coated book paper and generously illustrated with artistic halftone reproductions of scenes incident to the text, with sub-heads in marginal indent, supplementing which is a schedule of tours and excursions from Montreal to the principal points of interest, and facilities offered to votaries of rod and gun, all interesting and instructive reading for even those who have no opportunity of visiting the places described. Then follow "Fishing and Hunting," "The Hunting Grounds of the Micmacs," "A Week in the Canaan Woods," "Big Game of the Southwest Miramichi," and "The Maritime Express," all of which are eminently practical subjects, indicated by their respective titles.

"Fishing and Hunting" has the game laws of the different provinces compiled in addition to tabulated information concerning the varieties of game and fish to be found in each locality along the whole line. It is a splendid effort to present desired information in concise form, and meets the requirements admirably.

"The Hunting Grounds of the Micmacs" presents to its readers a short historical reference to the tribe for which it is named, and directs the lovers of rod and gun where to find victims. It is an admirable little handbook, readable and full of information.

"A Week in the Canaan Woods" and "Big Game of the Southwest Miramichi" informs the hunter and tourist of the attractions of the territories indicated by the names.

"The Maritime Express" is really an annotated time table describing the locality of each station, and giving valuable information regarding business, sport and other data necessary or desired by travelers from Montreal to the eastern terminal of the road.

The booklets are legibly printed, well illustrated with half-tones, and each has a full four-page map of the country traversed by the railroad.

Sportsmen and tourists may obtain these interesting publications by applying to the company, mentioning this notice.

G. Mickleborough, Regina, who has been carrying on a dry goods and grocery business in that city for several years, is giving up the dry goods line and is making extensive alterations for conducting a first-class grocery business.

POSITION OF THE WHOLESALER

An address by President Judson of National Wholesale Grocers' Association of the United States—The right attitude in trade.

President William Judson of the National Association of Wholesale Grocers of the United States, at the annual meeting in Chicago recently at the end of the association's first year, delivered an address that will be read with interest by both retailers and wholesalers in Canada. He said in part :

"We wholesale grocers are canstantly feeling the pressure of changed and changing trade conditions.

"No doubt the question often comes up in our reflective moments : "Are we of importance in the body economic ?" I believe our services to the public are indispensable, but let us not overlook the fact that the measure of our security is the extent of our usefulness. Only so long as we serve the public as well for less money or better for the same money than the service could be secured through other channels, only so long and no longer will our position as trade factors be secure and our business prestige be unimpaired.

"Thoughtless and impotent declamation against conditions that exist will not solve our problems nor maintain our standing. Denouncing the manufacturer whose policy we may believe detrimental to our interests on the one hand, or the public for patronizing catalogue houses on the other, will bring us no permanent advancement.

"We will deserve to maintain our honorable calling and our important and influential trade position only so long as we serve a great public need better than it can be served through other channels. We have maintained our position well up to this time, and, believing in the conservative strength of our great organization as I do, I have no fear of the future.

Must Conform to New Conditions."

"Let us bear in mind that if we are to keep pace with the mighty tide of human progress, we must be watchful of the public need, adaptable in policy and original in method. We may not listlessly follow in beaten paths because they led our fathers to success. If we are not alert—if we do not adapt our methods to changed conditions brought about by the needs of the public under the evolution of new modes of life, we may rest assured that someone else—not wedded to conventional methods—will take advantage of opportunities brought about by new conditions and secure trade prominence that legitimately belongs to us and which we might have had by the exercise of that 'eternal vigilance' which is the price of success. No class of business men are so favorably situated to take care of the needs of the public in the distribution of commodities as are the wholesale grocers, because of their organization, training and experience.

"I sometimes fear that we do not demand the recognition for the expert service we render the public which that service merits. Our money capital is only one feature of the capital we have invested in our business. We surround ourselves with organizations of experts whose knowledge of the commodities we distribute is a guaranty of their merit and protection to the public. Yet we permit the public to accept this service as a matter of course, and, I fear, too often permit our salesmen to go on the road impressed with the idea that cheapness is the only argument worth advancing—the only sure way to obtain trade.

"It is a law of mind that the public will not place an estimate on the abilities and services of an individual above that which he himself places upon them.

Jobbers' Services.

"The heads of departments in our service, as well as ourselves, have spent long and patient years in securing the knowledge that makes us efficient in serving and protecting the public. Are we to treat this indispensable asset as practically valueless ? Are we to throw it to the public as a thing of little or no value ? Our salesmen as a rule talk price, not quality; cheapness, not value. How often do they impress upon the

The Solace of the Weed

Good tobacco has done more to spread joy and contentment around this world of ours than the fairest flowers that ever blossomed in the sun. Most lovers of the pipe declare that

T. & B.

accentuates and emphasizes the solace and joy of the weed. Grocers certainly ought to feature **T. & B.** for several reasons, but chiefly because the profits are just right. Then there is this important fact in connection with **T. & B.**:

"Tobacco sells more than Tobacco."

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

attention of the trade the valuable service the jobber renders the retailer by collecting from the four quarters of the earth all the commodities demanded by civilized communities, and laying them down with their merit certified to by the painstaking investigations of the experts in the jobber's service?

"When fire, flood, drouth or epidemic temporarily disturbs the business of the retailer, if he has established himself in the confidence of the jobber he is sure to be accorded such co-operation and aid as will tide him over his trouble and put him on his feet again. These are a few of the incidental, although invaluable, functions performed by the wholesaler for the public. Our local, state and national trade organizations are of great educational value, and we should keep these important matters to the front.

"The securing of volume of trade at the sacrifice of profit is on a parity with obtaining 'peace at any price' in diplomacy. The one is as pernicious as the other is odious. There is as much difference between merchandising at cost of doing business only and doing business at a reasonable margin of profit above cost as there is between poverty and affluence.

Pernicious Practice.

"I fear that lack of sustained recognition of the truth of these facts leads too often to the pernicious practice of sacrificing profits and of selling staple goods at cut prices. I submit that such practice proclaims to the trade the estimate we place upon the value of our services and can we blame the trade for judging us by our own standards and accepting our own estimation of the value of our services? We invest large capital, maintain costly organizations, employ versatile talent, and then too often tender the benefit of this efficient and expensive combination to the public as though it were of no practical worth. Is this policy sane, safe, or business-like? 'The laborer is worthy of his hire,' and we should receive a fair margin of profit on every article we handle, as a just reward for the services we render.

Educate the Salesmen.

"We should imbue our salesmen with a realizing sense of these facts and educate them, as well as ourselves, to become conservative business men. All should work together to build up, rather than tear down; dignify, rather than degrade; co-operate, rather than antagonize, and if for no other reason, the existence of our national organization is justified by the work it has already done along these lines, and the future is bright with promise for still better results toward the realization of these ideals.

"Charity has its necessary place in business as well as in society and in works of philanthropy. We should exercise charity toward each other, toward the manufacturer, toward the retailer, and toward the consumer.

"We will not promote harmony among ourselves by rashly judging or harshly criticizing the motives of each other. When we hear that one of our number is pursuing a policy at variance with the best interests of us all, let us first find out whether or not the charge is true, before we fly off at a tangent and 'go him one better' in the mad career of demoralization. When the facts have been ascertained, calm and wise counsel will bring far better results towards correcting the evil than hostile demonstrations.

Charity to Manufacturer.

"Charity toward the manufacturer is also the part of prudence. He has his own troubles. We by no means have a monopoly of vexations incidental to successful business careers. The manufacturer necessarily operates under the limitations of conditions as he finds them, and not as he would have them. The manufacturer needs us. We need the manufacturer. He knows this as well as we do, and if at any time the policies of the manufacturer seem arbitrary and not in line with our interests let us look for the facts instead of jumping at hasty and possibly erroneous conclusions.

"We are the medium through which the manufacturer should distribute his product and under present conditions we are indispensable to him. The wise thing for us to do is to so direct our business policy as to render unnecessary the creation of other channels for the distribution of manufactured commodities. We will thereby actuate our necessity to the manufacturer and be in a position to stand up like men on the dignity of our usefulness and importance

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all the Wholesale trade

McDOUGALL
Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.
CLAY PIPES

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

JOS. COTE
IMPORTER AND WHOLESALE TOBACCONIST
ESTABLISHED IN 1887
Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes
Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.
Warehouse: 119 St. Andrew Street,
Office and Sample Room: 188 St. Paul Street, Phone 1272,
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St, Phone 2097
QUEBEC.

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

for just and equitable treatment. The sooner the manufacturer recognizes his limitations on the one hand, and we recognize the necessity for sustained and self-sufficient effort by ourselves on the other, the sooner will mutually satisfactory relations be established and maintained. I doubt not that the manufacturer often wonders that we voluntarily handle his product at so small a margin of profit, and even refrain in some cases from maintaining the profit specifically provided for us by the manufacturer's selling policies.

Charity to Retailer.

"We should also exercise a large measure of charity in our dealings with the retailer. He has his troubles and annoyances which must not be overlooked. The demand for ever quicker service, smaller and more attractive packages, new and diversified commodities, compounds and preparations, is a matter in which we should be leaders and not followers. By anticipating these varied wants of our customers our originality and usefulness are emphasized and our trade prestige enhanced and perpetuated, and the hard labor required in achieving these results is only the reasonable price that we must expect to pay for the exalted position that we occupy in the commercial economy of the nation.

"The people of the United States are protected to-day to a greater degree than ever before from adulterated foodstuffs. The influence of the National Wholesale Grocers' Association was one of the potent factors in the enactment of the national law which brought about this improvement in food qualities, and is, therefore, entitled to the moral support of the consuming public. To-day the labels are so plain and so true that the housekeeper who buys may know that the daily menu will not be harmful to the health of her family.

"The uniformity of food legislation throughout the country is necessary and the work of our organization in promoting through the state legislatures this uniformity of law safeguards the home and the health of every citizen. The wholesale grocer has done more to promote the health of the citizens of our beloved country than any other influence.

Proud of the Association.

"In conclusion, I am proud to give utterance to a feeling that is uppermost in each of our hearts at the moment. That feeling is one of just pride and elation over the success of the National Wholesale Grocers' Association. This association has brought us closer together. This better acquaintance and closer intimacy have inevitably heightened mutual confidence and respect. That priceless asset, 'good fellowship,' has grown apace, and, like the little leaven that 'leaveneth the whole lump,' has brought us into closer bonds of commercial and fraternal regard.

"However gratifying its past achievements, this association is but in the beginning of its influence and usefulness. Our membership has largely increased, interest is intensified and the sphere of our influence is rapidly enlarging."

FREIGHT QUESTION IN MONTREAL

Street Railway Company Proposes a Plan to Relieve Congestion.

A plan has been submitted by the Montreal Street Railway whereby the freight congestion which at present exists in the city of Montreal may be relieved. Their proposition is nothing less than an offer to institute a service of freight cars which will enable them to transport merchandise from one section of the city to another.

At the moment merchants in all branches of trade find it difficult to obtain prompt delivery of their goods within the city limits. It is next to impossible to secure carters when they are wanted and it is probable in consequence that any action such as that proposed by the railway company would meet with the hearty approval of business men.

It is proposed to run the freight cars at night in order that the passenger service accorded the public be not interfered with during daylight hours. Since the system owned by the company practically covers the Island of Montreal it would be possible for them to take freight for delivery to any of the suburbs, as well as within the city limits.

If the plan they propose be adopted it is probable that many manufacturers and wholesalers would have sidings built to their shipping entrances. The whole matter is now under discussion in the city council.

WHO MAKES THE TERMS?

To the Editor of The Canadian Grocer:

The following is a fac-simile of a printed notice which we received a few days ago:

HARVEY & DOBSON
General Merchants

Enderby, B.C., July 23, 1907.

Dear Sirs,—Your draft for $183.60 at 30 days will be returned to you through the bank. WE DO NOT ACCEPT ANY DRAFTS and will feel obliged if you will note this in your ledger for future reference. We pay by cheque as fast as the money comes in, and if you do not like our system please tell your travelers not to call upon us.

Yours truly,
Harvey & Dobson.

This we think is something altogether unique, and which should not be allowed to pass without comment.

We were always under the impression that the seller reserved the right to fix the terms upon which his goods may be purchased, but it appears that our friends Messrs. Harvey & Dobson think otherwise.

Needless to say our traveler will not call and we are taking the matter up with the Wholesale Grocers' Association here with the hope that all other firms in British Columbia will see the impropriety of allowing their salesmen to call, and at the same time we are referring the notice to the president of the Dominion Wholesale Grocers' Guild with the request that he take such action as he may deem best.

Wilson Bros.

Victoria, B.C., July 30, 1907.

A LITERARY GROCER.

A very lively story by Andrew Smith of Woodstock is one of the features of the Canadian Magazine for August. Mr. Smith is engaged with his father in the grocery business on Dundas St. East and his many friends behind the counter will be glad to hear of his success. Mr. Smith's name is beginning to appear very persistently in the magazines.

Leon Fontanel left last week on a business trip through Ontario and across to the Pacific Coast in the interests of his various lines of French groceries sundries.

Money Making Grocers

In all parts of the country are awake to the possibilities of the cigar trade over their counters. Also they are aware that only **the best** brands build up trade and consequently to the exclusion of all others

HANDLE

HOGEN MOGEN and ROYAL SPORT CIGARS

They find it pays to stock the best. Are you selling the best—or something else?

TELL US WHAT YOU'RE DOING.

The Sherbrooke Cigar Co., - Sherbrooke, Que.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words each insertion,	1 year	$30 00
"	" "	6 months	17 00
"	" "	3 months	10 00
50	" "	1 year	17 00
"	" "	6 months	10 00
25	" "	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

You Can't Cut Out

A BOG SPAVIN or THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. **Does not blister** or remove the hair. Will tell you more if you write. $2.00 per bottle, delivered. Book 4-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. Young, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, Lyman Sons & Co., Montreal

A NEW FIRM WITH NEW GOODS

A. M. THORNE & CO.

are pushing things at

77 Front St. East, Toronto

with lines of

Bags, Paper, Twine, Toilets, Tissues, Pergamyn, Jute Goods and Stationery

They have some interesting things to tell you about them. Write them.

A. M. THORNE & CO., TORONTO

Don't Grope Around in the Dark!

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

A Supply Credit Business

By HOWARD R. WELLINGTON.

Continued from the July Issue.

Having gone into a plan for conducting the fishing end of the business under discussion, it has been suggested that a few words along the line of the inside end of the business might not be out of place.

The accounts necessary for such a business would be: 1, merchandise, (which may be subdivided into two others—purchases and sales); 2, fixtures and equipment; 3, accounts receivable (with customers); 4, bills receivable; 5, cash and bank (which may be kept in the cash book); 6, real estate and schooners; 7, expenses; 8, wages or salaries; 9, bills payable; 10, accounts payable (with creditors); capital account.

As a practical illustration, suppose the business has been conducted successfully for one year, and it is desired to ascertain just what profit has been made, and also how the business stands at the expiration of this time.

Depreciation written off from profits on trips	$1,500	
		7,300
Equipment, etc. (original valuation)	$3,500	
Depreciation written off from general profits	500	
		3,000
Accounts and bills payable		25,000

With these particulars we will proceed to open up the necessary accounts to ascertain the net profits for the period, and also the standing of the business.

The items of depreciation and gain on vessels in the above account were obtained from the accounts outlined in July Special. The net gain is then transferred to the proprietor's account, or partnership accounts, and a portion of the amount usually left at the credit of profit and loss account. It will be seen by looking carefully into the accounts outlined that the fishing end of the business is kept entirely separate from the trading in the store, except when ascertaining the net profit for the period.

If full information is desired in regard to the expense account, it may be subdivided into a number of auxiliary accounts, such as postage and stationery, heat and light, rent and taxes, etc.

The stock should be valued at actual cost, as per invoice, even though values may fluctuate, as it is the only fair method to have each year stand on its own merits.

In next issue we will outline a cash book suitable for such a business as is being discussed, and also show the final statement of the business and present worth.

TRADING ACCOUNT.

Stock on hand June 30, 1906.	$28,000	Sales	$65,000
Purchases	40,000	June 30, 1907.	
Gross profit *	17,000	Stock	20,000
	$85,000		$85,000
General expenses	$ 2,000		
Wages and salaries	3,000		
Net gain *	12,000	Gross gain *	$17,000
	$17,000		$17,000

PROFIT AND LOSS ACCOUNT.

Loss on vessel 3	$ 350	Net gain *	$12,000
Depreciation on		Gain on	
Vessel 1	500	Vessel 1	1,200
Vessel 2	400	Vessel 2	1,700
Vessel 3	600		
Depreciation on equipment	500		
Net gain *	12,550		
	$14,900		$14,900

From the accounts it is known that:

Purchases have amounted to		$40,000
Sales have amounted to		65,000
General expense account, (including taxes, interest, light, fuel, etc.)		2,000
Wages and salaries (outside of schooner employes		3,000
Stock on hand at beginning of year's business		28,000
Stock on hand at completion of year's business		20,000
Cash on hand and in bank		850
Accounts receivable and bills receivable		22,000
Schooners (original valuation)	$8,000	
Added equipment	800	
	$8,800	

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

If you have to do a

Credit Business

why not make it as easy and convenient as possible?

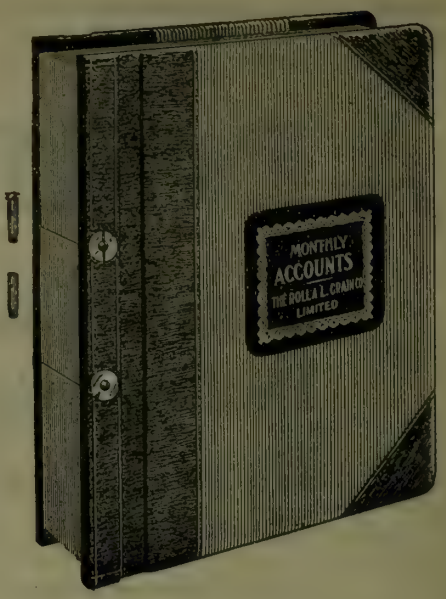
The Crain

Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you all information.



The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: *18 Toronto St.*

Montreal: *28 Alliance Building.*

Winnipeg: *11 Nanton Block,*

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

Boston Special

Absolutely Automatic

The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

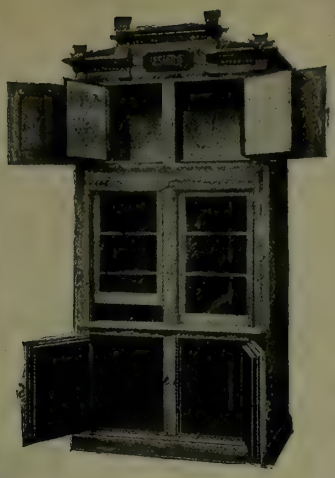
It isn't good business to try a woman's temper on wash-day. Supply your customers with

CANADIAN CASTILE SOAP

and they'll remain your customers. Besides—they'll advertise your business.

The Best Laundry Soap

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.
Toronto

PROPER BOOKKEEPING OR JAIL

Because he failed through keeping no books, The Canadian Merchants Protective Association have entered proceedings against a man.

The law says:

"Any man who fails and who has not for five years before his failure kept proper books shall be liable to a fine of $800.00 and one year's imprisonment."

It is cheaper to keep proper books than to pay a fine of $800.00 and go to jail for a year, isn't it?

* * * * *

Business Systems bookkeeping is proper bookkeeping—the modern way of doing it.

Business Systems Monthly Account System, especially adapted to retail business, not only keeps your own books straight, but, as well, your customers' accounts any time and all the time.

* * * * * *

We would like to tell you more about this, and you don't have to buy unless you want to, either.

Drop us a post card for information.

86a

BUSINESS SYSTEMS LIMITED
85 SPADINA AVENUE
TORONTO - - - CANADA

TO MANUFACTURERS' AGENTS :

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
CANADIAN GROCER
Montreal and Toronto.

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED. - TORONTO

Attract the Attention of Your Customers

to the High-grade Qualities of SURPRISE SOAP

AN ORDER FOR 5 BOXES, FREIGHT PAID, WILL BE PROMPTLY SHIPPED

ST. CROIX SOAP MFG. CO., St. Stephens, N.B.

Montreal Toronto Winnipeg Vancouver West Indies Newfoundland

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 9, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	5 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ¼ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ¼ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1lb tins, 2 doz. in case	$1 20
1lb. " 2 " "	0 80
1lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Beverages.

JOHN HOPE & CO. AGENTS.

Cantrell & Cochrane's aromatic ginger ale, cases, 1 doz	1 30
Cases, 1 doz	1 25
Dry Imperial ginger ale, pts, cases 5 doz	1 40
Dry Imperial ginger ale, ½ pts., cases 10 doz	1 00
Club soda water cylinders, casks 10 doz	1 25
Club soda water cylinders, cases, 5 doz	1 30

Not less than full package.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	3 50

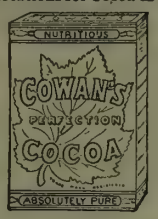
Cereals

Wheat O8, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, ½-lb., per doz.	$2 40
" ¼ lb., "	1 25
" 10c. size "	0 90
" 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2, 5 and 10-lb. tins, "	0 18
Special quotations for Cocoa in bbls., kegs, etc	



Chocolate—	
Queen's Dessert, ½'s and ¼'s per lb.	$0 35
Vanilla, ½'s	0 30
Parisian 8s per lb.	0 30
The following sweetened for household purposes:	
Royal Navy, ½'s and ¼'s, per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30
The following unsweetened:	
Perfection, ½'s, per lb.	
" ¼'s "	0 30
" Flat cakes, per lb.	0 30

Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ¼ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 80
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. P. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ 90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per lb.
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 42
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case,	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	39c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	40c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	41c.
12-lb. boxes, 6 boxes in case,	41c.

Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	30
6-lb. boxes, 12 boxes in case, ½-lb. tins	32c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6 lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.

Milk chocolate—	
50 5-cent pieces to box, per box	$1.65

Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.65
6-lb. bxs. 12 bxs., in case, ½-lb. tins	28c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	28c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	24c.
6-lb. " 12 " " ½-lb. "	24c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 25
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 28½
¼ and ½ lb. "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

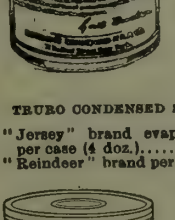
Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocha	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6 "
20 00 "	7½ "
25 00 "	8 "
50 00 "	11 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

&

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

PHONE MAIN 7658

27 Front Street East

Is our Toronto address. Phone, wire, write or call when you want

BORDEN BRANDS

CONDENSED MILK AND EVAPORATED CREAM

BORDEN CONDENSED MILK CO.

WM. H. DUNN, AGENT

27 Front Street East, TORONTO.

394 & 396 St. Paul St., MONTREAL.

(Unsweetened)

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

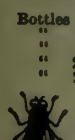
BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	" 1	"	3 00
"	4 "	" 1	"	4 50
"	20 "	" ¼	"	4 75
"	20 "	" 1	"	9 00



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	....	$1 25
" "	1-lb. tins	....	2 25
" " groats	½-lb. tins	....	1 25
" "	1-lb. tins	..	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 3 doz. in case, per doz.	$1 00
3-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 3 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.....	0 07½
5 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. jam) 2 doz. in case.....per doz.	$1 60
5, 7, 14 and 30-lb. pails, per lb...	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 11½	20-lb. tins	2 23
½-bbls.	0 11½	Cases 3-lb. " ..	0 12½
Tubs, 60 lbs ..	0 11½	" 5-lb. " ..	0 12
Pails	2 33	" 10-lb. " ..	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	.....		2 90
Pint " 2 "	"	.....	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....			2 90
Pint " 2 "	"	.....	1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....	per doz. $ 1 40
"	½-lb. tins	" 2 50
	1-lb. tins	" 5 00
Durham	4-lb. jar.....	per jar. 0 75
"	1-lb. jar.....	" 0 25
F. D	½-lb. tins	per doz. 0 85
"	1-lb. tins.....	" 1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins.....	per lb.	$ 0 35
¼-lb. tins.....	"	0 35
1-lb. tins.....	"	0 32½
4-lb. jars.....	per jar	1 20
½-lb. jars.....	"	0 35
"Old Crow," 12-lb. boxes—		
½-lb. tins.....	per lb.	25
¼-lb. tins.....	"	0 23
1-lb. tins.....	"	0 22½
4-lb. jars.....	per jar	0 70
1-lb. jars.....	"	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

JOHN HOPE & CO., AGENTS.

Barton & Guestier Olive Oil—	
Quarts, 12's.....	$ 8 50
Pints, 24's.....	9 50
⅛ pints, 48's.....	10 50

Less 5 per cent. discount.

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....		0 90
Pint " 3 doz....		1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....			$ 2 75
No. 2, "	120 ½-lb.	"	2 75
No. 3, "	{ 30 1-lb. / 60 ½-lb.	" }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.			
1 case			2 85
5 cases.....			2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20	
" black.....	"	15 20
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish.....	"	10 80

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons.....	0 07½
No. 1 white, bbls. and kegs.....	0 05½
Canada White Gloss, 1-lb. pkgs...	0 06
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons. boxes of 40 lb.....	0 5[illegible]
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60

Wood's Package Ceylon Teas

WOOD'S PURE PACKAGE TEA

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

MAY QUEEN, PRIMROSE, GOLDEN ROD and FLEUR DE LIS are packed in full weight, air-tight tin cubes—the most practical and satisfactory package for the Consumer.

From the finest product of the world the Teas are culled for these delightful packages—whose Trade-Mark guarantees unchallenged Purity and Superiority.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb... ... 0 05½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07

SAN TOY STARCH.
pkgs. cases 5 doz., per case.. 4 75
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

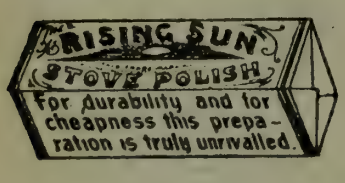
Culinary Starches—
St. Lawrence corn starch, 40 lb . 0 07
Durham corn starch, 40 lb. 0 06

Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 06½
" 3-lb. cartons, 36 lb.. 0 06½
" 200-lb. bbl..... 0 06½
" 100-lb. kegs..... 0 06½
Canada Laundry, 40 to 46 lb..... 0 06½
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07½
" 1-lb. fancy, 30 lb..... 0 07½
" large lumps, 100-lb kegs 0 06½
Patent starch, 1-lb. fancy, 28 lb.. 0 07½
Coldwater Ivorine Starch, per box, 40 pkgs..... .... 2 50

OCEAN MILLS.
Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.
Barrels, 600 lbs..... 0 03 per lb.
Half-barrels, 350 lbs... ..... 0 03½ "
Kegs, 150 lbs..... ..... 0 03¾ "
2-gal. pails 25 lbs..... 1 15 each
3 " " 38½ lbs.... ..... 1 60 "
Plain tins, wire label— Per case.
2 lb. tins, 2 doz. in case..... 2 25
5 " 1 " " 2 55
10 " ½ " " 2 50
20 " " " 2 45
(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.
5 gal. tins, per can..... 4 40
1 " " per case..... 4 90
" " " 5 45
" " " 5 70

LUCAS, STEELE & BRISTOL.
Empire Maple Syrup—
Cases 24, pts.. 2 50 Cases, 24 qts.. 4 80
Cases 12, ½-gal 4 80 " 6 gals.. 4 50
" 1, 5-gal 4 00
54 lots prepared up to 40c. rate.
Empire Golden Syrup—
Cases, 24—2's. 2 25 Bbls, per lb. 0 03
" 12—5's. 2 55 ½-bbl. " 0 03½
6—10's. 2 50 Kegs " 0 03½
3—20's. 2 45 Pails, $1.50 and $1.60
Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.
Barrels, 60 lbs..... ..... 0 03 per lb.
Half-barrels, 350 lbs ..... 0 03½ "
Kegs, 150 lbs..... .... 0 03¾ "
2-gal. pails 25 lb..... ..... 1 15 each
3 " " 38½ lbs..... 1 66 "
2-lb. tins, 24 in case, per case .. 2 25
5-lb. " 12 " " . 2 55
10-lb. " 6 " " .. 2 50
20-lb. " 3 " " .. 2 45

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

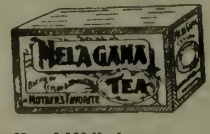
Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.
Japan Teas—
Victoria, hf-c, 90 lbs 0 25
Princess Louise, hf c, 80 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs..... ..... 0 19

Ceylon Tea in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c	0 22	
Green Label " 40c	0 28	
Red Label, " 50c	0 35	
Orange Label, " 60c	0 42	
Gold Label, " 80c	0 55	

MOTHER'S FAVORITE MELAGAMA TEA.



put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 20	0 25
" " ½ lbs.....	0 21	0 26
Black, green, mixed, 1 lbs. & ½s..	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

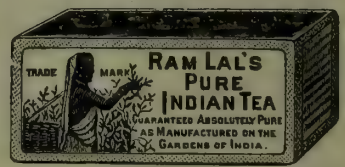
Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s..	0 20	0 25
Crimson "	1's and ½'s...	0 22	0 30
Green "	1's and ½'s..	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s...	0 36	0 50
Gold "	1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00



Cases, each 60 1-lb	$0 35
" " 120 ½-lb	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$ 0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" I 40-lb. boxes..... $....
" II 40-lb. boxes..... ....
" III 80-lb. boxes..... ....
EMD AAA Japan, 40 lb " at..... ....
" AA " 40 " ....
Blue Jay, basket fired Japan, 70 lbs., ...
"Condor" IV 80-lb. " ....
" V 80-lb. " ....
" XXXX 80-lb. boxes..... ....
" XXXX 80-lb. " ....
" XXX 80-lb. " ....
" XXX 80-lb. " ....
"Condor" XX 80-lb. " ....
" XX 80-lb. " ....
" LX 60-lb. per case, lead 0 27½
packets (25 1's and 70 ½'s) ....
"Condor" Ceylon black tea in lead packets
Green Label, ½s, ¼s and 1s
60-lb. cases .....retail, 0 27½ at 0
Grey Label, ½s, ¼s and 1s,
60-lb. cases .....retail 0 30 at 0 33

"Condor" Ceylon black tea in lead packets
Yellow Label, ½s and 1s,
60-lb. cases .....retail 0 35 at 0 36
Blue Label, ½s, ¼s and 1s,
50-lb. cases .....retail 0 40 at 0 30
Red Label, ½s, ¼s and 1s,
50-lb. cases .....retail 0 50 at 0 34
White Label, ½s, ¼s and 1s,
50-lb. cases ....retail at 0 40
Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 ..... per lb. 0 35
No. 2 ..... " 0 30½
No. 3 ..... " 0 25
No. 4 ..... " 0 20
No. 5 ..... " 0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. caddies. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.....	0 56
" Stag, 10 oz.....	0 45
" Bobs, 6s. and 12s.....	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, 1-3, 1-13—1-6.....	0 40
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 [illegible]
" " 1-lb "	0

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine, per dozen.....	6 00
Absorbine Jr., per dozen.....	9 00

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality..	$0 32½
Condor, pure distilled.....	0 27½
Old Crow.....	0 22½

Special prices to buyers of large quantities

White Wine, proof.....	0 32
" extra strength pickling	0 26
" XXX	0 26
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case....	1 10

"Batger's"

Lemon Squash & Lime Juice Cordial

When your customers come in and ask for a **Good Summer Drink** sell them **Batger's** Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—**No Sugar Required**, but just add water. Very **handy** and **economical**. Retail at popular prices and show a splendid profit. Try a case of 2-doz. Pints or Quarts.

Rose & Laflamme
Montreal and Toronto

"It's the merit of the goods that finally wins business."

And when you have merit and profit combined what more does a retailer ask?

That's why so many grocers sell

Paterson's Worcester Sauce.

ROSE & LAFLAMME, Agents,
Montreal and Toronto.

What will Mrs. Smith say

when you drive up to her door with that rusty, rattling old cart? Your delivery waggon ought to be a reflection of your store—it ought to advertise the excellence of your goods. It will, too, if you will let us furnish it. We have something interesting for you just now. Sit down and write us while you're thinking of it.

H. G. Abbott & Co. London, Ont.

Pernot Biscuit

5 Factories, 40,000 sq. yards

Obtained highest awards at Worlds Fairs :

Grand Prix—Hanoi, 1902—India
St. Louis, 1904—U.S.A.

SPECIAL AWARDS (Out of Competition)
Liege, 1905—Belgium
Marseilles, 1906—France
Milan, 1907—Italy

Leon Fontanel & Co.

General Agents

6 St. James St., - Montreal

Responsible agents wanted in the larger cities.

LEON FONTANEL & CO.
General Agents
6 St James St., - MONTREAL

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Awnings, Tents, Rope, Etc.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Beer—Non-Alcoholic.
Kops' Breweries, London, S.W.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Lea Pickling & Preserving Co., Simcoe
Napanee Canning Co., Napanee.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Co., Hamilton, Ont.
Ingersoll Packing Co., Ingersoll, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. J., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Decorations, Table.
Howell, A. J., & Co., London, W.C

Delivery Wagons.
Abbott H. G., & Co., London, Ont.

Egg Trays.
Star Egg Carrier & Tray Mfg. Co. Rochester, N. Y.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
MacDonald, Gordon & Co., London, Eng.
Methven, James London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McBride, John T., & Co., Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Alexander Milling Co., Ltd., Brandon.
London, Ont.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Bell, Thos., Sons & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Jams. Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
Foley, F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Holmes, W. G., & Co., Calgary, Alta.
Jarvis, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Standard Brokerage Co., Vancouver
Scott, Batngate, & Co., Winnipeg.
Tew, Richard & Co., Toronto.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

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Improved Match Co., Montreal.

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Clark, Wm., Montreal.
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Wethey J. H., St. Catharines.

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Crain, Rolla L., Co., Ottawa.

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Capstan Mfg. Co., Toronto.
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Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal
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Taylor & Pringle, Owen Sound, Ont.

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Majestic Polishes, Ltd., Toronto.
Oakey, John, & Sons, London, Eng.

Polishes—Shoes.
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Polishes—Stove.
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Guelph Soap Co., Guelph, Ont.
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Church & Dwight, Montreal.

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St. Lawrence StarchCo., Port Credit.

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Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

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Purnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.

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Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, AUGUST 16, 1907. NO. 33.

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MR. GROCER ! You may invest more money in your business ; you may advertise the best line of staple groceries on earth ; you may know your trade from beginning to end ; but—unless you know and study the wants of women—your business acumen will avail you nothing in the struggle for commercial supremacy. Women, consciously or no, dictate the policy of the business world, and no merchant is great or powerful enough to ignore their decision. Now, sir, since these facts are indisputable, and since the women of Canada have almost unanimously declared that .

OLD HOMESTEAD BRAND

of **Canned Goods** is peerless—beyond compare—surely you owe it to yourself to stock and talk the brand which clinches both reputation and profit, No brand of Canned Goods on the market can do more for you than **Old Homestead.** That much we are positive about. But the particular and economical housewives of Canada are just as positive tha

OLD HOMESTEAD BRAND

is so much superior to the next best brand of Canned Goods that there is no comparison. And there are strong reasons for their belief. All the goodness of succulent fruit and fresh vegetables is retained in **Old Homestead Brand.** The name stands for surety of purity and that palate pleasing, appetizing flavor which has made the brand famous.

IT PAYS TO STOCK THE BEST

The Old Homestead Canning Co.

PICTON, ONTARIO

The Natural Feeling of Buyer Toward Seller is Distrust

but you cannot have distrust toward

"SALADA"

Why? Because, unlike sellers of other teas, we never want you to keep a pound of "SALADA" in stock if you desire to get rid of it. It costs you in interest and insurance 10 per cent yearly to carry tea.

We paid the freight when sending it to you and will pay the freight back again if you want to return it, and allow you the full cost. Look around at your stock of bulk and packet teas. Would you not gladly return a lot of it if you could do so on the same conditions?

"SALADA" Toronto, Montreal, New York, Etc.

PHENIX
WASHING POWDER

is in greater demand than ever. Housewives are finding new uses for it every day. Its suitability for house, store, office cleaning of every description makes it invaluable in the home or place of business. Grocers supplying the great demand for

Phenix Washing Powder

are reaping satisfying profits.

If you are not selling **Phenix Washing Powder,** write us.

Sole Canadian Distributing Agents

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

The hot weather will continue with us for sometime yet, and

LYTLE'S LIME FRUIT JUICE

will be in constant demand. Wide-a-wake grocers will keep stocked up in this popular selling line.

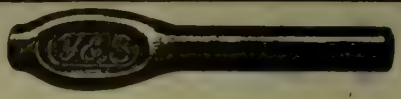
STERLING BRAND PICKLES

are in large demand, too, in this outing season.

Made in Canada by

The T. A. LYTLE CO.
Limited

TORONTO, - CANADA



Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties.
Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 322 Notre Dame St., East.
J. M. BRAYLEY, Agent.
Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

C. DeCARTERET,	*KINGSTON*
GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE.	*LONDON*
CARMAN, ESCOTT CO.	*WINNIPEG*
C. E. PARADIS,	*QUEBEC*

Valencia Raisins

Next Time You
Order, Ask for

"M.D.&Co." Special Fancy Quality
"W.Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by
Mahiques, Domenech & Co.

Canadian Agent:
Rose & Laflamme
Montreal and Toronto

When Buying Californian
Prunes,
Evaporated Fruits,
Seeded Raisins,
Loose Muscatels
Etc.

Specify

"Pansy" and **"Daphne"**
Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents:
Rose & Laflamme, Montreal
MacLaren Imperial Cheese Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N.S.
G. B. Thompson, Winnipeg

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

NEW RAISINS

1ST SHIPMENT AUSTRALIAN RAISINS IN 50-LB. BOXES NOW IN STORE.
THESE GOODS ARE EQUAL TO VALENCIAS IN EVERY RESPECT AND ARE SURE TO PLEASE.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st, this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

"Third crop leaf is now coming in but also limited. At time of writing there is absolutely no sign of market declining. Those who have not yet been able to complete their requirements I recommend communicating with me immediately as the United States buyers are now contracting for a very large percentage of Third crop."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Tartan BRAND

SIGN OF PURITY

We thank our many friends for their generous patronage during the travellers' vacation. Our travellers start on the road Monday, heavily loaded with bargains.

WAGSTAFFE'S GOODS

Tremendous sale of these goods recorded. We have full supply. Get in your orders before it is too late.

Mail or phone orders promptly attended to. Long Distance Phone 596, free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

BEE JELLY POWDER

You are missing the opportunity of a lifetime if you are not to-day selling our famous package of Jelly Powder, ***Bee Brand,*** which retails ***6 for a quarter.***

Our flavors are ***Raspberry, Strawberry, Lemon, Pineapple, Cherry*** and ***Nutto,*** but we can make any other desired.

Bee Jelly Powder is very attractively put up, and the price makes it a quick seller.

LEARN BY EXPERIENCE

SNOWDON, FORBES & CO.

449 St. Paul Street - MONTREAL

"ROYAL CROWN"

Witch-Hazel

Toilet Soap

The soap that backs up good advertising with good quality—and pays the grocer good profits.

Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St. Montreal Agent for Quebec and Lower Provinces

E. NICHOLSON

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

D. H. BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Winnipeg, July 30th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

We wish to take an account, as exclusive representatives, for your line.

There is a splendid opportunity, now, to introduce your goods, and we have special facilities for pushing them.

We have grown up with the country, and have friends and clients everywhere. To take care of these, **we have established warehouses** at **Winnipeg, Calgary, and Edmonton,** all natural distributing centres for the most progressive sections of Western Canada.

We cover the territory thoroughly and effectively, our selling organization being of the best.

Let us know your terms. We take consignments on commission, and feel certain that we could develop a large trade for you, if placed in charge of your interests.

Very truly yours,

NICHOLSON & BAIN,

CALGARY **WINNIPEG** **EDMONTON**

A Matter of Common Sense

Stocking Groceries and Provisions calls for the exercise of common sense—nothing more. Calling goods wholesome and pure does not make them so. It is more than likely that that explains the immense demand for

E. D. S. Brand
JAMS and JELLIES

I offer proofs of the wholesomeness of my Jams and Jellies to every man or woman who cares to send me their name and address. When I state that "E. D. S." Brand of Jams and Jellies is the purest and best manufactured in Canada, I can prove my claims.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

THE PERFECT BEVERAGE

NON-ALCOHOLIC AND WARRANTED PURE
KOPS
TRADE MARK K O P S REGISTERED
ALE
GUARANTEED BREWED FROM THE BEST KENTISH HOPS.
KOPS BREWERY, WANDSWORTH BRIDGE Rd FULHAM
THIS LABEL IS ISSUED BY THE KOPS BREWERY FULHAM LONDON

Unexcelled for Dinner or Luncheon. Submit it to your customers. It is sure to be appreciated. There is nothing else like it.

KOPS BREWERIES, *LONDON, S.W. ENGLAND*

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Mon- St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS BELL, SONS & CO., Montreal

NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre —none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Ridgway's Celebrated Teas

Sold in ¼, ½ and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	In very
Five o'Clock Tea,	60c.	attractive
Her Majesty's Blend,	1.00	tin packages

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To John Robertson & Son, Ltd.

41 Common St., MONTREAL

SOLE AGENTS FOR CANADA

They Prove Indispensable

to the retail merchant who has mean accounts to collect —and every one of them has.

Allison Coupon Books

prevent the friction attendant on those annoying collections, and keep peaceful relations between the dealer and his customers. Goods are paid for as they are bought and still the customer has his charge account.

For sale by the jobbing trade everywhere

Manufactured by

ALLISON COUPON CO.,
Indianapolis, Indiana.

ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle, delivered with full directions. Book 5-C, free.

ABSORBINE, JR., for mankind, $1.00 Bottle. Cures Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain

W. F. Young, P.D.F., 204 Monmouth St. Springfield, Mass.
Canadian Agents, Lyman Sons & Co., Montreal

A NEW FIRM WITH NEW GOODS

A. M. THORNE & CO.

are pushing things at

77 Front St. East, Toronto

with lines of

Bags, Paper, Twine, Toilets, Tissues, Pergamyn, Jute Goods and Stationery

They have some interesting things to tell you about them. Write them.

A. M. THORNE & CO., TORONTO

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

GREIG'S
WHITE SWAN
WHEAT KERNELS

made from the heart of the finest Canadian wheat—essentially the **CREAM** of the wheat.

It is not heating to the blood—therefore particularly desirable as a warm weather dish. Can be prepared either as a breakfast cereal or as a dessert—but tasty either way.

Three dozen packages in a case, to retail at 15c. Have some?

THE ROBERT GREIG CO., Limited
TORONTO

FOR THE PICNIC SEASON!
BRANSON'S

CONCENTRATED COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.

CONCENTRATED COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

Canadian Agents, GREEN & CO., 23 Scott St., TORONTO

PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells ***the best.*** You will find the ***market leader*** in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing ***Order Without Delay***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements get our prices on following lines:

Raw and Refined Sugars
Molasses
Walnuts
Almonds
Filberts
Raisins
Currants
Shelled Nuts

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL
TRINIDAD, B.W.I.

Best Results Obtained ***Prompt Returns***
Enquiries Solicited ***All Codes Used***
Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

A Good Salesman

is a valuable man to the merchant who stocks the best brand on the market. That may explain why most shrewd grocers stock the far-famed

Burlington Brand
Canned Goods

but there are other reasons. BURLINGTON BRAND Canned Goods is the acme of perfection. Whatever is delicious and appetizing about ripe, juicy fruit and fresh vegetables is retained in BURLINGTON BRAND—the brand the best trade demands.

Burlington Canning Co., Ltd., - Burlington, Ont.

Pure Food is Essential to Good Health

Wagstaffe's

New Season's Goods

If you wish to secure some of these celebrated goods see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

STOCK THE BEST.
"KIT"

COFFEE
IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

For Prices and all Particulars apply to

KIT Coffee Ltd., Govan, GLASGOW.

Red Feather B.B.C.
FANCY TABLE SUGAR

Have you bought a case yet? 5-lb. bags, 12 in case—can be bought with or without a handsome glass shaker with each bag. For table use this is the finest sugar you can buy, and everybody likes it. Ask our travellers about this.

Fruit Syrups
For Fountain and Ice Cream Use
Quality Unexcelled

W. H. GILLARD & CO.
Wholesale Grocers
HAMILTON
Branch House—Sault Ste. Marie

Redpath
IS
CANADA'S STANDARD
FOR
REFINED SUGAR
Manufactured by
THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Manufacturers!

Do you want your goods
Sold in British Columbia?
If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited
ARTHUR NELSON, Manager.
144 Water Street
VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

SALMON

Our travellers have an interesting offer for you in Salmon for prompt shipment.
It will pay you to see them.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the **"Essex Brand"** based on these prime facts:—

—We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.

—We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.

—We claim for the "Essex Brand" a higher standard of quality than is usually considered necessary. The finest of ***Fruits*** and ***Vegetables,*** gathered at the right stage of ripeness and packed fresh from the field under the most careful conditions, warrant the statement that the "Essex Company's" goods will give a larger measure of satisfaction to your customers than any other within your reach.

Stock up with the Best, it costs no more.

The Essex Canning and Preserving Co.

LIMITED

28 FRONT STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

Pays for Itself every 90 Days

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it.

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory by

THE AMERICAN COMPUTING CO.,

701-705 Indiana Ave., Indianapolis, Ind.

IF YOU WANT AN AWNING,

WHY NOT TRY

The Tobin Tent & Awning Co., = Ottawa?

IT'S WORTH CONSIDERING.

Every pound of

Crystal Granulated Sugar

is guaranteed to be unsurpassed by any sugar in the world for PRESERVING PURPOSES.

Insist on getting CRYSTAL granulated

MANUFACTURED BY

The Wallaceburg Sugar Co. LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

Mr. Grocer!

Do not damage the effectiveness of shrewd buying and enterprise by stocking any old kind of starch. Feature

IVORINE

and it will talk strong and to the point for you because it saves her ladyship considerable trouble. Of course, she'll trade at your store if you handle the right starch—**IVORINE.**

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

The economic housewife demands WONDERFUL SOAP for a variety of reasons, but chiefly because of its purity and goodness. The shrewd grocer features

Wonderful Soap

for just as many reasons, but chiefly because it is a profit builder as well as an assurance of lasting reputation. The moral is—Feature WONDERFUL SOAP.

THE GUELPH SOAP CO.

DON'T TAKE CHANCES

Some grocers do that very thing. They expect the best trade, yet will not stock the best goods. Since it's an easily proven fact that

FARMER BRAND CANNED FRUITS AND VEGETABLES

is immensely superior to the next best brand—a fact admitted generally by our competitors—it's up to the grocer who wants more business to stock the best—Farmer Brand. Remember, **we are the only canning concern on earth which cans all the goodness of ripe, juicy fruit and all the energy-building qualities of fresh vegetables.**

WE KNOW HOW.

You can corner the paying trade of your town by pushing Farmer Brand.

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

ICE CASTLE

KIPPED HERRING

BEST ON THE MARKET.

ALL NEW PACK GOODS

and every tin guaranteed.

We are able to accept a few more orders for the above line, but we are nearly sold in full. **Order at once to get a supply.**

J. W. WINDSOR

MONTREAL

ONE OR TWO REASONS

why our Jams and Jellies are popular with the best class of housewives

They are made only from the best of fruit by processes which are the result of careful study.

They have proven themselves—you'd know it if you sold them—to be the most wholesome manufactured in Canada.

Our Pure Apple Juice is exoeedingly tasty

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

Sell Syrup in Hot Weather?

Why, yes! If you think the best is good enough, to increase your profits and sales, give your jobber an order for

GOLDENETTE

Pure Cane Table Syrup

The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

Free samples to give to your customers. Put up in 2, 3-lb. tins; 5, 10, 20-lb. tin pails and barrels by

Imperial Syrup Company

Refiners of Natural Flavor Food Products

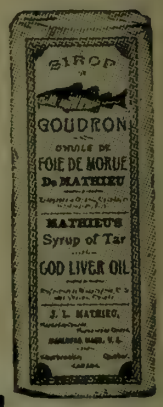
Montreal - - Canada

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?



Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably, get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your stock?

J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

Never complain of your profits in

MATCHES

It is not necessary when you handle

OUR MATCHES

There's the "Togo" brand and the "Laurier."

Order a trial shipment. Our freight terms are advantageous. Write for particulars.

The Improved Match Co., *Limited*

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRANDS **Preferable**

Saleable TRURO QUALITY BRANDS **Profitable**

Truro Condensed Milk Co., Limited

TRURO, N.S.

IMPORTANT

DO NOT WAIT--BUY NOW

Prices for all grades of Teas have advanced

We still quote our Condor Japan Teas at old prices

Condor XX	18½c.	Condor IV	28½c.
Condor XXX	20c.	Condor X	30c.
Condor XXXX	22½c.	Condor III	35c.
Condor V	25c.	Condor II	37½c.
		Condor I	42½c.

Cable reports of the third crop are unfavorable, therefore prices will be higher

SPECIAL

178 Cads. P.S. Gunpowder - - - 17½c.

100 30 lb. Boxes Japan - - - 20c.

TO ARRIVE

53 Chests Ceylon Orange Pekoe "Meddekande" - - - - - - 20c.

43 H/ch. Choicest Japan, May Siftings 10½c.

76 H/ch. Choicest Japan, May Fannings - 11½c.

100 H/ch. Karsom Congou - - - 13½c.

Special Prices to Jobbers

Why is it our Coffee business has increased so rapidly?

Because all our different grades are bought for their high cup qualities, perfectly cleaned, blended and roasted by the most up-to-date machinery, and are cheaper in value than those offered by our competitors.

TRY OUR		WHOLE OR PURE GROUND	
Imperial Blend	15c.	N.T.S. Blend	22½c.
Plantation Blend	18½c.	Old Crow Blend	25c.
Special Blend	20c.	V.S.C. Blend	27½c.

La Parisienne, 40c. Condor Blend, 30c. 3MD Blend, 35c.

Madam Huot's Coffee—**THE GEM**—1 lb. tins, 32c., 2 lb. tins, 62c.

Freight paid on 50-lb. trial orders

The E. D. MARCEAU CO., Limited

WHOLESALE TEAS, COFFEES, SPICES AND VINEGARS

Montreal

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE CAMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29.833,820.96

A BUSINESS CHANCE

is often missed when it might have been easily embraced by

Systematic Saving

Begin now to prepare for the day of opportunity by depositing your savings in *The Metropolitan Bank.* In the *Savings Department* $1.00 or upwards opens an account. Interest is allowed from date of deposit, and compounded *four* times a year. No delay in withdrawal.

THE METROPOLITAN BANK

Capital Paid Up $1,000,000.00

Reserve Fund and Undivided Profits, $1,183,713.23

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

HOTEL DIRECTORY

WINDSOR HOTEL

HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

WINTER RESORT
QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

TOWER HOTEL

GEORGETOWN DEMERARA
BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

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MONTREAL

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Solid Back Brushes

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The proof of the quality of these Brushes is to be found in the IMMENSE INCREASE IN SALES, necessitating the erection of LARGE NEW ADDITIONS with floor space of 35,000 square feet.

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can always be relied on to please the customer. That means he'll come again.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. **Buffalo, U.S.A.**

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STOVE POLISH

JAMES DOME BLACK LEAD

has been on the market for 60 years and has proved its worth. The best stove polish that can be bought.

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CURRANTS AND THE PRIVILEGED COMPANY

How the crop and prices are controlled—Interesting report made in March by British Consul P. B. Wood.

In dealing with the currant question, the all important fact to be borne in mind is the existence of the "Privileged Company for the Protection of Currant Growers and Traders," which was established last year by charter for a period of 20 years. This company to a great extent regulates the currant market, for one of the essential clauses in its charter is its obligation to purchase from any grower or holder of currants, regardless of the size of the crop or any other consideration, any quantity of good dried merchantable currants which he may offer to it for sale at the minimum price of 115dr. per 1,000 lbs. great Venetian* which is equivalent (at the present rate of exchange of 27 dr. to the £) to £9 per ton first cost, or £14 5s. per ton f.o.b., packed in quarter cases, reckoning that the price of retention warrants would rule about 10 per cent. below that of currants. As long, therefore, as the Privileged Company continues to exist, the position of the currant grower is assured, for the above mentioned minimum price for currants of the lower and medium quality—and these are what are mainly affected—is fairly remunerative. To currant traders in this country and foreign dealers in the article, this obligation of the Company is a great boon, for, in seasons of great abundance there is no longer the apprehension of any undue burdening of consumption markets with stock, for, unless they are prepared to pay the equivalent of the minimum price offered by the Company, any surplus would naturally remain in this country, and be transferred to the Company's warehouses. Dealers abroad in a large crop year, having minimum sterling f.o.b. price to guide them, can regulate their business on a safer basis. In seasons of reduced production, like the present, when prices are considerable higher than the Company's minimum, there is obviously no great risk incurred, for these prices are fixed by the relative supply and demand, which in an article like currants is easily estimated; and consequently the ruling rates represent pretty fairly the value of the article.

Company's Privileges.

It will naturally be asked what privilege the Company enjoys in return for such a great concession to currant growers; for it must be remembered that the Company is not allowed to export the currants which it buys at this minimum price in their original form. They can only be sold locally to wine makers and distillers or exporters in a liquid state, either as wine, alcohol or syrup, or pulped in a manner which makes them unfit for eating purposes, and in none of these forms do currants, under normal circumstances, give even half the equivalent of what the company has paid for them. The set-off consists in the payment to the company of 7dr. per 1,000 lbs. of dried currants produced—say about 11s. per ton at the present rate of exchange.

A total average crop of currants may now be reckoned, under normal circumstances, at 160,000 to 170,000 tons, and there is no chance of any great increase in production; for, so long as the Privileged Company's charter lasts, no new currant plantations are allowed, excepting by payment of an almost prohibitive area tax.

The company also derives the benefit of the 35 per cent. export duty (retention) which is paid in kind and deposited in its warehouses. Reckoning the usual annual export at 120,000 tons, the company receives, as a free gift, 42,000 tons of currants; but against this it is compelled to pay to the Greek Government about 4,000,000 dr.—say about £147,000 against the export duty in cash, which it used formerly to receive.

It is difficult to estimate the real value of these 42,000 tons received by the company, for, as it has been stated, these can only be used for wine making and distillation, and their value consequently varies according to the importance of the vintages, etc., in foreign countries, as these latter are the principal buyers of products derived from these currants. But, taking one year with the other, about £4 per ton would be about a fair estimate of their value.

Crops and Company's Position.

It will be seen that, in normal currant seasons, when the total crop does not exceed 160,000 tons, of which 120,000 tons are usually exported and 42,000 tons handed in against retention purposes, the company's position is a satisfactory one; but total crops of 170,000 to 180,000 tons are possible, and then the tables are turned. as the company would then, presumably, have to buy all the surplus of 8,000 to 18,000 tons at its minimum price of £9 per ton.

A clause favorable to the company was embodied in its charter, at the instance of foreign fruit dealers, which stipulates that it must sell from the retention currants any quantity of good merchantable currants applied for by any exporters at the fixed price of 200dr. per 1,000 lbs., which at present rate of exchange, is equal to £1 1s. f.o.b. per cwt. net in quarter cases.

This clause was inserted in order to check any undue enhancement of prices short one, such as the crop of 1900, when the total crop happens to be a which was reduced to one-third of its usual weight by "peronosporos," and prices for average provincial were pushed as high as £3 per cwt. f.o.b., to the great detriment of the trade generally.

It is, however, only in season of very small crops, like the present, that the company will be applied to for the retention currants by exporters, as the price of £1 1s. per cwt. f.o.b. for provincial is extremely high, and is only obtainable in markets of consumption under abnormal circumstances. At the present moment, stock in the hands of growers and merchants will be insufficient to supply the usual demand of the next five months, and were it not for the above clauses, prices would certainly have been pushed very high. As it is, however, holders are unable to get higher prices than the company is authorized to sell at, and when their stocks are depleted it is probable that the company will be able to sell 2,000 to 3,000 tons of the retention currants at the equivalent of £1 1s. f.o.b. per ewt. and naturally derives a great advantage from these sales.

At the opening of the currant season the Privileged Company, in conjunction with the Greek Government, draws up an official estimate of the crop, including the remaining stock of old currants and retention receipts. Deducting from the estimate of new crop and stocks of old currants remaining in Greece, the 35 per cent. retention duty in kind, which is levied on the export of currants, the net amount of currants available for export during the succeeding twelve months is obtained. Deducting 10 per cent. from this quantity, it announces publicly in August that when shipments reach the estimated amount available for export minus the deduction, the export duty of 35 per cent. up till then levied in kind, will be taken in cash at a fixed rate of 40.25dr. per 1,000 lbs. of currants exported—say £3 3s. per ton. This is done as it is manifestly absurd that a retention of 35 per cent. in kind should be levied when the stock of currants remaining on this side is insufficient to supply the requirements of consumption.

Estimates of Last Crop.

At the opening of the present currant season the Privileged Company issued the following estimate, and stated that when the total export of currants reached 200,000,000 lbs. great Venetian (94,000 tons) retention warrants would be no longer accepted at the custom house, but payment in cash at the above mentioned price of 40.25dr. per mill exported:

	Quantity lbs.
Estimate of total crop of currants, 1906	280,000,000
Stock of 1905 currants remaining in Greece	6,500,000
Total	286,500,000
	lbs.*
35 per cent. export duty in kind (retention) on an estimated export of 200,000,000 lbs. including Ionian Islands, which pay 40 per cent.	71,000,000
Less retention warrants held over from preceding crop	6,891,200
	64,108,800
Available for export	222,291,200

*Great Venetian.

or about 104,500 tons, against a usual export of about 120,000 to 125,000 tons.

The total export will reach the amount of 200,000,000 lbs. or 94,000 tons by about the middle of April, when

*1 lb. great Venetian equals 1.052 lbs. avirdupois, about.

the 35 per cent. export duty will be taken in cash instead of kind, and this will cause about 1s. 9d. per cwt. reduction in the export charges, a matter which needs a little explanation, for dealers and importers of currants abroad have been much perplexed, after continuous reports of strong markets and short stocks, to hear quotations about 2s. cheaper than those which have been prevailing during the last four or five months.

Retention warrants are delivered to anyone depositing currants in the Privileged Company's warehouses and bear on their face the amount delivered. These warrants are sold in the open market to exporters and are usually worth 10 per cent. less than the value of the currants.

Cash Instead of Kind.

Since the beginning of this year the price of good sound provincial currants has been about 200dr. per 1,000 lbs. (great Venetian) first cost, and retention warrants have averaged 180dr. per 1,000 lbs. A retention of 35 per cent. payable in warrants costing 180dr. per 1,000 lbs., is equal to an export charge of 63dr. per 1,000 lbs., the duty in cash, as above stated, will be levied at the fixed rate of 115dr., equal to an export charge of 40dr., £25, per 1,000 lbs.—say £3 3s. per ton—1s. 9d. per cwt. less, and this is the only reason why lower quotations have been heard of lately, as the first cost of currants has in no way declined, nor is it likely to, for 1906 fruit.

The Privileged Company naturally derives considerable benefit from the 35 per cent. export duty paid in cash instead of in kind. In cash it receives 40dr., £25, per 1,000 lbs. shipped, whereas in kind it gets 350 lbs. of currants, which if sold locally, or exported for wine making or distillation, does not give it a return, under normal circumstances, of more than 15dr. per like mill.

Estimate of Currant Crop, 1906.

In the spring of 1906 everything seemed to be going favorably with the currant crop, no symptoms of disease had been noted anywhere, the show of fruit was abundant, and a very large and fine crop was expected; merchants were so much impressed with the idea that very large forward sales were made in May and June to all consuming markets at about the equivalent of the price which the Privileged Company is compelled to pay for good average provincial currants. Thus currants were sold in the United States, the Netherlands and Germany at the price of 16s. to 16s. 6d. cost freight and insurance per cwt. in barrels, to the United Kingdom at 17s. cost freight and insurance, and to Canada and Australia at 18s. to 18s. 6d. c.i.f. in cases and half cases.

By the month of July, however, rumours from all producing districts gave a less glowing view of the state of affairs, the bunches of currants had remained small in size, in places fruit was withering and dropping off, evidently the result of latent "peronosporos," and finally, when the harvest time was reached, it became evident that the crop would be a comparatively small one.

The following estimate, arrived at in August, was generally considered about exact :

District	Quantity In 1906 Tons	Quantity Estimated In 1905 Tons
Gulf of Corinth	12,000	14,000
Vostizza (Aegium)	8,000	9,000
Patras and Achaia	8,000	12,000
Pyrgos and Olympia	26,000	32,000
Campos and Gastuni	16,000	19,000
Kyparissia and Filiatra	13,000	16,000
Pylos Madone & Corone	13,000	16,000
Calamata and Nissi	24,000	27,000
Messolonghi and Lepanto	2,500	4,000
Naupila	500	4,000
Island of Zante	5,000	7,000
Cephalonia and Santa Maura	7,000	8,000
Total	135,000	165,000
Less 35 per cent. retention on 100,000 tons exported	35,000	42,000
Estimated amount available for export	100,000	123,000

*On 120,000 tons.

Reduced Fruit Crops in Mediterranean.

The effect of this greatly reduced crop of currants was still further enhanced by the falling off in the Smyrna and Spanish crops of sultanas and raisins. It is reckoned that the annual consumption of Mediterranean dried grapes and currants amounts to close upon 200,000 tons, whereas the visible supply for 1906 did not exceed 140,000 tons.

Opening Prices.

The market for currants opened very briskly in August, and prices, in response to an active demand from all markets of consumption, kept rising daily, and to such an extent that many contracts entered into during the months of May and June for forward delivery at comparatively low prices were not carried out, sellers being unable to face the heavy loss. The following table shows the gradual rise in the price of the various growths of currants during the season 1906-07.

Price per cwt. f.o.b. packed in quarter cases :

August 1906.

	From— £ s. d.	To— £ s. d.
Good sound provincial	0 16 0	0 16 6
Fine Amalias	0 16 6	0 17 6
Good average Patras	0 17 6	0 18 0
Fine Patras and Gulf	0 19 0	1 0 0
Vostizza (Aegium)	1 1 0	1 3 0

September to October 1906.

	From— £ s. d.	To— £ s. d.
Good sound provincial	0 18 0	1 0 0
Fine Amalias	0 19 6	1 1 0
Good average Patras	1 0 0	1 2 0
Fine Patras and Gulf	1 3 0	1 3 6
Vostizza (Aegium)	1 4 0	1 5 0

March, 1907.

	From— £ s. d.	To— £ s. d.
Good sound provincial	1 0 0	1 1 0
Fine Amalias	1 1 6	1 2 0
Good average Patras	1 3 0	1 4 0
Fine Patras and Gulf	1 4 6	1 5 6
Vostizza (Aegium)	* * *	* * *

*None remains.

Stocks.

Those remaining at present (March) in hands of growers and merchants are reduced to about 7,000 to 8,000 tons, which is barely sufficient to supply the demand during the next five months, so that shippers will be compelled to have recourse to the Privileged Company, and buy from the retention stock, which even with the reduced export duty, will cost fully £1 1s. f.o.b. and this is the lowest price at which currants are likely to be sold during the present season.

Export of Currants.

Exports of currants from August, 1906, to March, 1907, as compared with the same period in the previous season, are :

	Quantity Season 1906-07 Tons	Season 1905-06 Tons
London	24,450	22,950
Liverpool	22,050	23,130
British out-ports	7,820	2,970
United States	12,500	10,520
Canada	1,280	1,470
France	130	350
Germany, Belgium, the Netherlands, Austria-Hungary	23,250	23,140
Australia	4,320	3,720
Total	95,800	88,250

Shipments from the opening of the season were very brisk, especially to the British markets, due partly to the comparatively high prices demanded for sultanas, raisins, and all other dried fruits, also to the marked increase in the consumption of currants in the United Kingdom, averaging about 15 to 20 per cent. above the last season's.

Total Value of Crop, 1906.

The total encashed by growers for the currant crop of 1906, including what they got from the sale of retention warrants, will amount to about £1,700,000, against £1,400,000 in 1905, £1,500,000 in 1904, £1,450,000 in 1903, and £1,358,000 in 1902.

Prospects for Crop, 1907.

The crop prospects for 1907 are good, for one of the severest winters ever remembered has visited this country. Snow on several occasions has fallen on the plains bordering the sea coast, and frosts of considerable severity have been noted frequently, and it has been observed that a severe winter is usually followed by abundant fruit crops, owing to the destruction by cold of various insects and other pests to which they are very subject. An abundant crop of currants has no longer terror for growers, as the Privileged Company with its guaranteed minimum prices assures them a remunerative return, whatever may happen.

Sultanas.

Like currants, sultanas were a short crop last season, but the quality was excellent, and realized very satisfactory prices in markets of consumption. The total produce of the Morea did not exceed 900 to 1,000 tons, and was sold at from £1 7s. to £2 2s. per cwt. f.o.b. in quarter cases.

The cultivation of this favorite raisin has been much neglected in this country during the last few years, owing to the increased production in the district of Smyrna which has brought about a serious decline in the price of the article; still, as new currant plantations are now prohibited, it is likely that growers will turn their attention to the sultana.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

BELLEVILLE.

James Eadie, organizer of the Retail Merchants' Association, was in the city last week and addressed a meeting of the local branch in the City Hall, at which there was a good attendance.

A. L. Geen, president of the local branch, was in the chair, and reported on the annual convention recently held in Hamilton. He went fully into the work which the convention had accomplished during the three days. Mr. Eadie said the association was growing to be large and its work important, both to the public and to mercnants. "It is an age of organization," he said. "All classes are organized. The merchants play a very important part in the city and town life, and are a necessity. Theirs is a most useful association, protecting the public as well as the merchants, and through the association the merchants are endeavoring to give the very best of service to the public.

Whilst almost all the merchants of Belleville belong to the association, they have not displayed the necessary amount of enthusiasm, and have not met together as often as they should have done. If you get to know and understand each other you can discuss many matters of importance. Conditions are continually changing. It is an age of change as regards the association and legislation. My contention is that both houses are made up of farmers, doctors, lawyers and bankers who do not know the wants of the retail merchants. Through the association all this is now changed, and we can place our views intelligently before our legislators. Our membership is large, and as the majority of the members are large property holders, and consequently heavy taxpayers, we find both Governments very willing to hear and help us.

"A very important bill which was introduced this last year, was Mr. Monk's in favor of co-operative stores. A committee of the House was appointed to take evidence. Earl Grey, the Postmaster-General, Mr. King, the Deputy Minister of Labor and others had given evidence in favor of them, whilst the merchants had opposed. Mr. Eadie said his experience in Edinburgh, Scotland, had been that they had depreciated property and narrowed down the employment of labor, and had been very hurtful to the people themselves, to the store-keepers, as well as to the cities and towns, and when the bill came before Parliament he trusted the merchants throughout the whole Dominion would take means to defeat the measure in the interest of the towns and cities. It was of vast importance that the merchants and those interested in the growth of our great country should awaken and give every consideration to such a change. His own personal opinion was that those who were supporting such a measure were not taking the all round view, and were only looking from one side of this great question. The merchants were also very anxious that the public should deal in their own towns and cities, where they get there goods as cheap, and help to build up the prosperity of their own localities. He knew towns and villages to-day which were going down largely through those who get their money therein, sending to Toronto and other large places. It was for the thinking public to consider the great harm they were doing. They had been the means of stopping a bill being introduced favoring a parcel-post c.o.d., which would have played into the hands of the departmental stores. The postmasters had formed a very strong organization and wanted to compile a list of the leading citizens to sell to other departmental stores and mail order companies, which the association took active means to defeat. A strong company called "The Canada Mail Order Co." has also ceased to exist, largely through the efforts of the retail merchants. The present Business Assessment Bill had to some extent been the work of the organization, and the association was anxious to know the opinion of merchants, as there was talk of the desire of some M.P.'s to return to the old methods.

Mr. Eadie entered into a large number of questions which had been discussed and action was taken. In closing he said: "All legislative measures that are introduced into Parliament come before the watchful eye of our active executive. They oppose injurious legislation, and promote measures that will benefit the retail trade. The merchants thereafter discussed the work of the association, and all were deeply impressed with the work done. It was agreed to hold a banquet in the fall of the year, and to get together oftener.

CALGARY.

By E. L. Richardson, Secretary Board of Trade.

Calgary, Aug. 2.

The grain crops, upon which so much depends in the west, are progressing very favorably, and everything points to a very large crop, particularly in southern Alberta, where the crops are more forward than in the northern part of the province. The Alberta crops are considerably ahead of those of Manitoba and Saskatchewan, particularly southern Manitoba. Our barley and winter wheat is just beginning to turn, and we will be harvesting it in a week or ten days.

The city is progressing very favorably. The census recently taken shows that we have a population of 21,040 at the present time, and it is expected that within a year we will have a population of 25,000. The custom house receipts for July, were $57,851, as against $30,035 the same month 1906. Some of our citizens, just returned from England, report that a very large amount of capital is looking towards southern Alberta for investment, and the greatest interest is taken in western Canada.

Work has been started on the new gravity system of waterworks, which is to cost $345,000, and which will be sufficient to supply Calgary's wants until the city reaches over 100,000 population. The municipal electric light plant is proving a success, and the staff is being considerably increased. At the present rate of increase, over 500 new connections will be made within the next six months. Preparations for the new street railway system are now being made. It is proposed to run 10½ miles of track at present, and to have the main street double-tracked. The cars and equipment will be up to date, and will add one more comfort of city life to Calgary. A by-law was recently passed to build a $150,000 city hall. In case the tenders are too high for the plans which have been accepted, the building will likely be put up by day labor by the city. Work on municipal improvements, such as sidewalks, sewers, etc., etc., is progressing favorably, and several magnificient blocks are in course of erection, such as the Y.M.C.A. building, the new Normal school, Cushing Bros.' new brick factory, large additions to the Standard Soap Works, Calgary Brewing & Malting Co's. plant, and three or four substantial wholesale blocks. A street delivery of letters was recently inaugurated. In fact, when our street car line is in operation, Calgary will have all the adjuncts necessary to make a fine, up-to-date city.

CHATHAM.

Early closing has scored another advance in this city, the men's furnishing stores having mutually agreed to close at 7 o'clock every evening during the month of August. Six firms are included in the agreement, the seventh, Thornton & Douglas, having made early closing a practice since their establishment here.

* * *

The Dominion Fisheries Commission, comprising John Birnie, K.C., and J. J. Noble, met in this city July 31 and Aug. 1. Much conflicting evidence as to the local situation as affecting the Thames and Lakes Erie and St. Clair was submitted. The fishermen, who desired the abolition of the present restrictions, represented that the scarcity of fish was due to the depredations of the carp, while the representatives of the Fish and Game Protective Association laid the blame upon the seine nets. Mr. Wheeler, representative of the latter interests, declared that while this vicinity possessed the cream of the fishing waters, the people of Kent and Chatham hadn't a fish to eat.

Last week John McCorvie, the popular grocer and school trustee, had the misfortune to run a file through his hand. The wound is progressing nicely, but Mr. McCorvie will be inconvenienced for some time as a result.

* * *

N. A. McGeachy & Sons have commenced work on an extension to the ice cream parlor in their "all white" establishment.

* * *

Jas. R. Palmer, of Tilbury, will shortly erect a steam bakery in Chatham. Negotiations are at present under way for the construction of the building. Mr. Palmer has for some time past contemplated locating in Chatham, and his coming is now practically an assured fact.

* * *

Wilfred McCorvie, of John McCorvie & Son, has returned from a trip to the Jamestown Exposition, incidentally visiting New York, Washington, Baltimore and other important points en route.

* * *

Mrs. Annie Rumble has moved her grocery stock into the premises on Adelaide street, recently occupied by Frank Snook.

* * *

Lamon Bros. recently moved into their new premises at the corner of St. Clair street and Grand avenue. Their new plant is a large and comprehensive one, the bakery containing two big ovens with a capcity of 800 loaves. The firm are going into the wholesale and shipping business very extensively. The front part of the building, which possessed a good show window, will be used as a confectionery and ice cream parlor.

* * *

The Tilbury Canning Co. are engaged in canning beans, a large staff being employed in the factory and the fields.

* * *

Fred. Dean, Government Inspector of Creameries, was a city visitor recently. He stated that Chatham possessed better creameries than any city in his district, extending from Windsor to Toronto.

* * *

H. E. Hughson, the local sign artist, has just finished a striking sign on the wall of Lamon Bros'. bakery at the corner of St. Clair street and Grand avenue. It takes the form of a life-sized representation of a lady just taking a loaf of their new and widely advertised "Mother's Bread" from the oven.

* * *

Geo. Hewson, of Malcolmson's grocery, is taking a holiday trip up the Lakes on the steamer A. D. Morrell.

* * *

Wallaceburg had a big gathering last week, in the shape of the Volunteer Firemen's convention. A large number of visitors were present from various parts of Ontario, and the town was resplendent with decorations, the merchants adorning their premises in a manner befitting the occasion. The convention comprised two days, a third day being taken up with firemen's sports and prize contests.

HAMILTON.

While waiting further developments about that suggested meeting of manufacturers, wholesalers and retailers, I would like to have some opinions on the subject from your readers—both wholesale and retail, as well as the manufacturers. Why not send a letter to your paper with their idea of a general organization? Their names need not necessarily be published. Personally I think this meeting should be held, if only a few people get together and thresh out the question as to the best thing for the retailer to do. Both the others have associations now and realize the benefits to be derived, and if some way can be pointed out to the retailer it would be time well spent. As I understand now there is considerable friction between the manufacturer and the jobber, and it looks to me as if some of these troubles might be smoothed over if some good retail men were called in to the confidence of the others.

The fruit and vegetable growers of Wentworth and Halton held their annual picnic at the Brant House Park, Hamilton Beach, on Wednesday last. It proved a grand success, beautiful weather, large attendance and some capital speeches from some prominent growers like Frank Lalor, M.P., of Dunnville, E. D. Smith, M.P., Winona; Thos. Stock, Oscar Sealey and Jim Livingstone. The speeches were eloquent, instructive and amusing, and the deliberations of the association were along practical lines.

One of the important subjects was the using of second hand crates and boxes. The conclusion arrived at was that this should cease at once, particularly on sanitary grounds, as they are bought and sold by Jews and other dealers along with rags and bottles, and consequently reputable dealers will not handle fruit in boxes that have once been used, and will request the buyer to burn when empty. This outing is largely patronized by the retail grocers of Hamilton, and they certainly appear to get nearly as much pleasure out of it as they do at their own mammoth picnic.

The president of the fruit growers proposes to ask some of them for papers on agricultural questions, as, say, James Main on the "Early planting of macaroni," and Adam Ballantine on "Training of vermicelli," and John Forth on the "Pulling of grape nuts." These papers in the hands of the able grocers mentioned should be both interesting and instructive, and would no doubt have to be repeated before city audiences.

LONDON.

Grocery travellers are all back on the road after having enjoyed two weeks' holiday. Wholesalers report business to have been well maintained during the vacation period.

Brokers report prices advancing almost all along the line. Teas, especially Japans, continue to go up. Coffees are unchanged, fine qualities realizing good prices. Sugars remain stationary, the unusually small demand for this season of the year no doubt preventing any advance in prices. Prepared cocoanut is up one cent per pound. The crop and quality of both raisins and currants are reported excellent. Prices for September and October shipment are about the same as a week ago. The New York market is bare, and it is said that so high is the price demanded for California raisins that New York dealers are importing Valencias in large quantities at lower prices than they can get home-grown fruit.

Canners have placed the opening price for peas at 92½ cents per dozen for standards, as against 85 cents a year ago, and early Junes at $1.02½, compared with 95 cents last year. No. 2 group are 2½ cents lower. An advance in these prices is looked for, and it may be taken for granted that the figures for other vegetables will be put up correspondingly. These advances bear hard on the retailers, who, to meet them, need to add a cent a tin to the price. This they can hardly do, and as the profit is small enough at best, it will readily be seen how they are affected.

The scarcity and consequent high price of small fruits is setting the housewife thinking how she is going to get along the coming year, if not exactly without these dainties, at least with a considerably smaller store than she has been accustomed to. On Saturday last raspberries sold for 14 to 15 cents a quart wholesale on the local market, and 16 to 18 cents retail. The warm weather in March brought out the buds on the berry plants, but the cold weather later killed the bulk of them. Black currants are selling at the high price of $1.60 wholesale for what is called a twelve quart basket, but which really contains not more than nine or ten quarts. Harvest apples, too, are scarce, the yield being the smallest in years. However, the later varieties promise to be larger. The peach, pear and plum crops are said to be more promising. The present week will probably see the last of the berries. On Saturday evening every box in the market was sold out by eleven o'clock at prices that almost forbid canning. People have been advised to turn to the despised prunes as a substitute; but here they are met with the news that prunes this year promise not more than half a crop. If, however, it was only the fruits that were high in price people might manage to worry along somehow, but everything is dear, and bids fair to be dearer, so that one does not need to be a pessimist to see a hard time ahead the coming winter for those accustomed to a hand-to-mouth existence.

R. A. Ross, a London grocer, took a second plunge into the matrimonial swim Wednesday, and his many friends are wishing him and the bride-elect every good thing.

The members of the Retail Grocers' Association know how to enjoy themselves on occasions if anyone does. The mid-week half holidays during the summer months have been put to good use, but after this week there will be only two of these recreation periods left them for this season. Ed. Ryan and Gordon Drake got up an outing for Wednesday which was among the most enjoyable of the year. The grounds and fishing stream of the London Gun Club at Dorchester were placed at the disposal of these gentlemen and their friends for the afternoon. Fishing, a baseball match and a banquet in the

village hotel in the evening constituted the programme.

The Ontario Government has inaugurated a crusade against the diluting of milk with water by farmers in cheese factory communities, and as a result two London Township men have been fined $10 and costs each. In all likelihood others will be called upon to answer a similar charge, as many complaints have been sent to Inspector Farrington, of Woodstock, regarding the quality of the milk furnished the factories. Samples of milk recently examined here were found to contain from ten to thirty per cent. of adulteration. It is considered not a little significant that, following these prosecutions and convictions, there has been an increase in the price of milk of one cent a quart.

STRATFORD.

"Business is dull," said a grocer dealer on Ontario street, and he was dead right. The holiday season is the cause, and the citizens are making holiday by the lake side at Grand Bend, near Goderich. One grocer remarked, "It would surprise you if I told you to what extent the vacation season affects the trade. When a half dozen or more regular customers leave the city in one week it is soon noticeable in the falling off in the trade." Other grocers spoke in the same tone.

Not a few of the retail grocers are displeased at the actions of one of the leading establishments in the city. This firm has recently made a decisive cut in the price of granulated sugar. They are advertising 22 pounds for the dollar, while the general price throughout the city is 19 and 20 pounds for the dollar for the same brand of sugar. In Woodstock, Ingersoll and other cities the ruling quotation is 18 pounds for the dollar. Lately the merchants in Stratford have been cutting prices in other lines as well.

A few of the grocers have huckleberries on sale, but the supply doesn't meet the demand. They are very scarce in the city.

Raspberries have had a splendid run, and now that boxes are becoming scarce the price goes up by notches.

The market is well supplied with all the seasonable produce. Green vegetables are especially delicious at this time of the year.

GUELPH.

Last week was another good week for the grocers for this time of year, fruit, sugar and jars being in good demand. Plums made their first appearance on the market on Saturday, and sold readily at 80c. a basket. Tomatoes also have improved in quality and price, 60c. to 80c. a basket. Raspberries still continue to come.

I saw a down-town grocer this morning sweeping his store and kicking an old tin can along and went in to investigate. He has a good thing for keeping down the dust. He takes an old piece of carpet, soaks it in floor oil, then puts it into an old, wide-mouthed tin, big enough to dip the broom in, every little while rubbing the broom against the piece of carpet. The broom then catches all the dust. Of course, a man needs a clean floor to start with, as it won't scrub the floor. It certainly is a good dust protector.

For the last two years we have had screens on the store doors and found we had considerable trouble trying to keep the flies out, very often the customers standing holding the door open to talk as they went in and out. This year we have thrown both doors wide open and left the screens up-stairs and have not as many flies as last year, but still have plenty, thank you. But we have the nice cool breeze blowing and a good deal more light, and use strips of fly paper along the fronts of the windows. We are not yet convinced which is the best.

INGERSOLL.

The first lots of this season's honey are now being marketed. The supply, according to present information, will hardly be up to the average in quantity, although the quality, generally speaking, is excellent. The cold weather of the early spring retarded the work of the bees very much, a fact which explains the shortage to a great extent. They were denied the privilege of working on the early flowers as usual, and their efforts have been confined very largely to the clover and other flowers which bloom later on. The clover honey this season is of fine quality and is already in good demand. Very little buckwheat or basswood honey has been seen, but it will likely find its way on to the market in due course of time. Judging from present indications, the prices will be about the same as last year. The first quality clover honey is now selling at 18 cents per section, with number two quality at a shilling, or two sections for a quarter.

* * *

That H. Walter Knight, for the past seven years superintendent of the factory of the St. Charles Condensing Co., earned the highest regard and good will of the employees of that institution was indicated in a tangible manner a few days ago. As briefly noted in these columns recently, Mr. Knight has severed his connection with the St. Charles Co. to accept the general managership of the Canadian Condensed Milk Co. A few days ago he was pleasantly surprised by being made the recipient of a solid gold watch suitably inscribed and a gold watch fob, bearing the Masonic emblem. An address which accompanied the gifts explained that they were from the employees of the St. Charles Condensing factory. The address was signed by the employes of each department.

From the time that it became known that Mr. Knight had resigned as superintendent of the condensing factory, speculation was rife as to who would be his successor, and it was with a marked degress of pleasure that citizens learned that the mantle had fallen onto the capable shoulders of R. B. Hutt. Mr. Hutt is an Ingersoll boy who has been associated with the firm for several years in the capacity of assistant superintendent, and he is well qualified for his new duties.

RED ROSE TEA TRAVELERS.

Pleasure and Business at St. John—The Annual Conference.

The men who preach the good qualities of Red Rose Tea have been having a gala time in St. John, at the annual convention held there from August 6 to 10. The travelers were quartered at the Royal Hotel during their stay, and the week was pleasantly and profitably spent in pleasure trips and conferences on matters connected with the tea trade.

The members of the staff attending were: Rupert Pratt, R. E. Miller, J. H. Boyd, Fred Rose, G. E. Taylor, T. C. Pott, Toronto; H. A. Howey, Stratford; R. W. Vout, Brockville; S. Hustwitt, G. L. Palmer, Winnipeg; W. C. Gaden, Montreal; A. P. Murchie, Portland (Me.); L. W. Cox, Truro; N. D. LeBlanc, Shediac; G. A. Trites, Salisbury; L. B. Moore, St. John's (Nfld.); J. V. Keirstead, A. W. Birmingham, L. C. Armstrong, B. M. Armstrong, St. John. Also Geo. H. Campbell, manager of the Toronto office, with Mrs. Campbell. Many of the married men in the party were accompanied by their wives.

The first day was spent in preliminary skirmishes and in getting acquainted. On the second day an excursion on the Bay of Fundy across to Digby was greatly enjoyed. The steamer Prince Rupert was boarded early in the morning, and the "Red Rose party" numbering over forty were safely piloted to the pretty little Nova Scotia town. Here buckboards were engaged for a drive around town and to the baseball grounds, where a baseball game was played between the easterners and westerners, resulting in a victory for the latter by a score of 10 to 6. It was a wonderful game in many ways, and no doubt the readers of the Grocer all over Canada will be regaled by their Red Rose man with lurid stories of how he played the whole game.

The excursion was under the personal direction of Theodore H. Estabrooks, the popular proprietor of "Canada's largest tea house," and he left nothing undone to provide for the comfort and pleasure of the party. After the game the players were conveyed to the steamer, some of them being kindly assisted by friends, and an excellent dinner was partaken of.

The return to St. John was made in the afternoon, all pronouncing the outing a grand success. The victorious westerners were somewhat startled however, to find this bold defiance presented to them by the office staff: "The office staff of T. H. Estabrooks challenge the western railroad tea travelers to a friendly game of baseball to be played on the Every Day Club grounds on a date to be arranged later."

This game has not yet been played, but it should be a terrible contest if it should materialize.

Thursday evening the 8th, the travelers were the guests of Mr. and Mrs. Estabrooks, at their handsome residence on Mount Pleasant avenue.

On Saturday and Monday the members of the party started out again on their missionary work among the grocers of the Dominion.

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Limited.

JOHN BAYNE MACLEAN - - *President*

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HONEY SCARCE.

Honey is going to be dear again this year. The price committee of the Ontario Beekeepers' Association met in Toronto Monday and decided on 11 to 12½ cents for strained clover honey, and $2.50 to $2.75 for comb honey. The honey crop, which is produced mainly in Ontario, is gathered by the honey bees in about ten days. Last year the weather during those ten days was wet and bad and the crop was practically a failure. A bad crop is apt to make some beekeepers careless of their stock. This, and perhaps a shortage of supplies, occasioned a loss of a considerable portion of the stock during the winter. Past President Sibbald of the association places the loss at 75 to 50 per cent. The weather this year was all right, but fewer bees were working. Considerable honey has already been bought at less than the prices named by the association, and wholesale dealers are not very strong in the feeling that these prices can be maintained.

Honey is a commodity that will not sell above a certain price, but the people have a taste for it, for a good year and low prices greatly increase the demand. When prices go up, however, consumers turn readily to something else. One thing is certain, comb honey is very scarce this year, and there won't be much sold over the counter this season at less than 25c. a section. The Beekeepers' Association try to adjust the price to just ensure consumption of the crop. Honey was brought in last year from the West Indies and may be again.

SALT IN CANADA.

The Geological Survey Department, Ottawa, has just issued a report for 1905 of the mineral industries of Canada. Of course, the volume is of much value as a record, but its commercial value seems to us to have been lost in the year and a half's delay. If the Government is going to publish reports, it should be done promptly; else a heavy saving might be made in the printing department.

The report states:

"The production and sales of salt in Canada in 1905 reached a total, according to direct returns from operators, of about 67,340 tons, valued at $320,858, while stock in hand on December 31, 1905, amounted to about 5,206 tons. The value of the packages used was $113,004. The number of men employed was about 191, and the total wages paid, $83,391. This output is derived altogether from the Province of Ontario, from the deposits in the counties of Essex, Lambton, Middlesex, Huron and Bruce. Large quantities of salt exist in the underlying formations of that part of the country, at depths varying from 975 feet to 1,400 feet, and the industry is practically only limited by the demand.

"In 1896 a few tons of salt were produced at the south end of Lake Winnipegosis, Manitoba, but the industry was not followed up in this district. Small quantities of brine have occasionally been evaporated at Plumweseep, New Brunswick, and sold locally along the line of the Intercolonial Railway, and it is reported that preparations are being made to renew production at this place.

"The exports of salt are of small amount. The value of salt imported on which duty is levied has ranged from $20,000 to $80,000 a year, the value in 1905 being $58,056.

"Salt imported from the United Kingdom or any British possession, or imported for the use of the sea or gulf fisheries is free of duty, and a large portion of the trade of eastern Canada is supplied with salt imported under this class. The quantity imported, duty free, in 1905, was 98,453 tons, valued at $240,954."

LOOKING PROSPEROUS.

A short time ago a leading Canadian banker deprecated the growing tendency among bankers of spending a lot of time and tying up a lot of money in elaborate buildings. No doubt all good things are capable of being overdone. Nevertheless, it is extremely hard to tell whether or not the banks are putting too much money in buildings. The finer and more substantial the building, the greater the confidence of the public in the bank's stability. In these days of tight money conditions, when all banks are eagerly reaching out after the depositor, elaborate buildings assume the form of an advertisement, as well as an ornament to the community. The bankers realize that an appearance of prosperity tends to beget the real thing.

As with banks, so with grocers, appearances count for a whole lot. If your store has an untidy, out-of-repair appearance, it is liable to be shunned by the best class of trade. It is certainly the best policy to spend considerable thought and some money upon the appearance of the store and to look fully—perhaps a little more—as prosperous as circumstances permit.

FREIGHT RATES COME DOWN.

After some months of careful consideration, the members of the Dominion Board of Railway Commissioners have issued an order which will have a far-reaching effect on the commerce of the Dominion east of the great lakes.

The order remedies the long standing complaint of Ontario and eastern Canada shippers that the railways discriminate in favor of through traffic from the United States to eastern Canada points as compared with traffic originating on this side of the border, and puts into effect the principle of uniform rates for equal distances. As a result, there will be a marked reduction of freight rates to the east from practically all points in western Ontario, the existing unfair discrimination will be done away with, and shippers and the public generally will greatly benefit.

The change will make a difference of several cents in connection with all points. Another feature is that the "owner's risk" condition has been dropped, according to the order, against some 250 items.

LEA'S

THE PICKLE WITH T

PRICE LIST OF BULK GOODS

	10 Gal.	5 Gal.	3 Gal.
Sweet Mixed - -	$8.00	$4.00	$2.50
Chow Chow - -	7.00	3.50	2.20
Sweet Cherkins - -	8.00	4.00	2.50
Mustard - - -	6.00	3.00	1.90
Sour Mixed - -	2.00	2.50	1.60

Last week we published a list of Bottles we are offering. Above is the list of Bulk Goods. We use the same care in packing these goods that we do the bottles, and we guarantee them both as to their quality and their keeping.

For one month we will pay freight on 5
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A CANADIAN PICKLE OF QUALITY.

LEA'S

HOME-MADE FLAVOR

7 REASONS WHY YOU SHOULD HANDLE LEA'S PICKLES:

No. 1.—The Home-Made Flavor.
No. 2.—Canadian Goods.
No. 3.—The Finest Spices.
No. 4.—High Grade Vinegars.
No. 5.—No Saccharine.
No. 6.—Our Guarantee.
No. 7.—The Increasing Demand.

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Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Canned Goods—New prices.
Fish—Revised.
Raisins—New Quotations.
Teas—Very firm.
Tapioca—Buying Activity.

Montreal, August 15, 1907.

Summer trade continues brisk and already wholesalers are looking forward to fall, preparing plans for campaigns which will net them big orders. People are returning from the country and business at retail is improving for that reason.

This week the feature of interest is the new price list issued by the canners. It quotes peas, beans, raspberries and Lawton berries. It must be admitted that prices on the two fruit lines are extremely high, whether they are justified or not, and jobbers are wondering where in Canada they are going to find a market for such high priced specialties. The vegetables quoted, while above last year's prices, do not show such a percentage of advance. Stiffer prices on these lines were expected anyway. Canned vegetables are reported in good demand, but fruits are slow. From reports to hand it looks as though the salmon pack this year would be below the average. New prices are out on some lines. Teas are still high and are advancing. It is certainly up to the retailer to advance his prices now, if he is going to sell Japan teas bought today at any sort of profit. Sugar is rather quiet, few sales of any importance being made. Deliveries of molasses are being made by jobbers, but few sales are being made. New prices are out on valencia and sultana raisins. New crop currants are also quoted. Strong demand is reported for the Australian raisins which are now on the market. Evaporated apples are slow. There has been considerable activity in tapioca lately on the part of wholesalers, some good round lots having been purchased. Dairy products are high and markets are firm.

SUGAR.—The sugar market has been uninteresting during the past few days and developments have been nil. Business transacted is not large, the jobbers not being greatly interested, while the retailers are anything but heavy buyers.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

TEA.—The situation in teas remains unchanged and the market is still very firm. Japan teas are practically unobtainable locally, very few lots coming forward. Low grade Japans are up above last year's prices by 2c.; medium grades 2½c. and low grades 3c., though in some instances, in order to get the tea at all, and this applies especially to high grade teas, an advance of 5c. or more must be paid. Medium grade black teas have been advanced and something worthy of note is the fact that dust of quality and flavor commands a higher price than broken teas in some instances. Ceylon greens are higher.

Japans—Fine	0 29	0 31
Medium	0 20	0 23
Good common	0 18	0 20
Common	0 17½	0 19
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15½	0 20½
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

COFFEES.—The coffee situation has not changed during the past week. The market is featureless locally.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional

FOREIGN DRIED FRUITS.—No particularly interesting reports have been received from Spain lately regarding crop prospects for valenica raisins. Quotations have been given out, however, from which it may be inferred that packers have a fair idea as to what is coming. Fine off-stalk valencias are quoted at 6c. to 6½c.; fine selected, 7c. to 7½c.; 4-crown layers, 7½c. to 8c. At wholesale prices are down a cent on old stock, which is not surprising, considering that it will not be long before the new goods are offering for delivery within a short period. California seeded raisins are up, and it would be hard to obtain anything for delivery in November from New York at a smaller cost to the retailer than 12c. or 12½c. Australian raisins have taken the market here by storm, and the wholesalers are likely to have but little trouble in disposing of small stocks. Good business is being done in figs, which are quoted from 7c. to 9c. Importers have been busy taking orders for dates at open prices and some are just about sold up. First steamer will arrive in New York about the beginning of November, having on board an assortment of Khadrawees, Hallawees and Sayers. Quotations are being made on new crop currants arriving by the first direct steamer, dealers asking of wholesalers 19s. 6d. for fine Filiatras in half cases; 20s. for cleaned. For choice Amalias in barrels, jobbers are quoted 19s. 6d.; 20s. for half cases, and 20s. 6d. for cleaned. Sultana raisin prices are out also, dealers quoting around 9c. for 3-crown and 9½c. for 4-crown, October delivery.

Valencia Raisins—		
Fine off-stalk, per lb.		0 08
Selected, per lb	0 8½	0 09
Layers, "	0 8½	0 09
Dates—		
Hallowees, per lb		0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ¼-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		0 13
Choice seeded, 1-lb. pkgs	0 12	0 13
Loose muscatels 3 crown	0 10½	0 11
" " 4 crown	0 11½	0 12

Prunes—	per lb.
30-40s	0 08½
40-50s	0 07½
50-60s	0 07
60-70s	0 06½
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 0.½
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 07
" " 90-100s	0 06½
" " 100-120s	0 05 0 04½

Currants—		
Filiatras, uncleaned, barrels	0 08½	0 09
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 03½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 13½	0 15
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown		0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30

EVAPORATED APPLES.—Very little business is being done in evaporated apples, which are still quoted around 9c.

SYRUPS AND MOLASSES.—Molasses is featureless. Jobbers are making deliveries of goods sold some time ago, and are not devoting much time to the sale of this article. Syrups are dull, owing to warm weather.

Barbadoes, in puncheons	0 29 0 31½
" " fancy	0 30½ 0 33½
" " extra fancy	0 35
" in barrels	0 31½ 0 33½
" in half-barrels	0 34
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03
" ½-bbls	0 03½
" ¼-bbls	0 03¾
" 38 lb pails	1 60
" 25 lb pails	1 15
Cases, 2 lb tins, 2 doz per case	2 25
" 5-lb. " 1 doz. "	2 55
" 10-lb. " ½ doz. "	2 50
" 20-lb " ¼ doz. "	2 45

SPICES.—Trade being transacted in spices is dull considering the amount of pickling being done. Jobbers are disappointed at the turnover.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 29	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

BEANS.—Beans remain high with demand fair.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 30	2 40

MAPLE PRODUCTS.—The market is featureless, Nominal prices are :

Pure maple syrup, bulk, per lb	0 06½ 0 07
Compound maple syrup, per lb	0 05
Pure Townships sugar, per lb	0 07½ 0 09

RICE AND TAPIOCA.—Rice continues in good demand at old prices. In tapioca, eastern sellers appear to have been more disposed lately to meet buyers' ideas, with a consequence that a fair amount of business has been done from various Canadian points for July-September shipment, of medium pearl and seed pearl tapioca, and sago. It has apparently been at last realized that present prices are likely to rule and buyers have had the courage to go in and buy for direct shipment, instead of paying dearly for small

parcels from New York and England. According to latest reports the market is quite firm. Some of the eastern houses are not selling at all.

B rice, in 10 bag lots	....	3 10
B rice, less than 10 bags	....	3 20
C C rice, in 10 bag lots	....	3 00
C C rice in less than 10 bag lots	....	3 10
Tapioca, medium pearl	0 7½	0 08

CANNED GOODS

MONTREAL — This week we have to announce new prices which have been given out by the canners on Lawtonberries, red and black raspberries, beans and peas. In every instance prices are high. Raspberries are 40c. to 60c. above last year's quotations. Lawtonberries are 45c. to 55c. advanced. Beans are away up, though the percentage is not so great. Peas are up 5c. to 10c. Jobbers feel that these prices are too high, not so much in the case of vegetables as in fruits. They will be able to sell peas and beans at the advance, but it will be difficult to get rid of raspberries at the figures quoted to-day. The trade in this part of the country will not pay such prices as are now asked. The gallon solid pack goods are likely to be easily disposed of in the west, where there is always some demand for them. Vegetables are reported as being in good demand, but canned fruits seem slow. Salmon prices out read: Fraser River flats, $2.10; talls, $1.85 to $1.90; ½ lb. flats, $1.20; Red Spring talls, $1.60; ½ lb. flats, $1; Humpbacks, talls, $1. There appears to be a smaller pack than usual.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf" "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	....	2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard	....	5 90
Gals. " solid pack	....	8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard	....	6 75
Gals, solid pack	....	8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	....	2 25
2½'s, yellow	2 65	2 62½
3's, yellow	....	3 21
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 57½	3 50

LAST MINUTE PROVISION MARKETS.

Montreal, August 15, 1907.

BUTTER — Situation unchanged since last report, quoting 22½ cents for finest creamery.

CHEESE — Trade fiairly good. Prices unchanged.

EGGS—Market featureless.

PROVISIONS—Business continues good at old figures.

Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12½	2 10
2's, H. S.	2 2 ½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Raspberries, Black—		
2's, black, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50
VEGETABLE		
Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 10
2's, whole, " "	....	1 00
3's, sliced, " "	....	1 35
3's, whole, " "	....	1 25
Beans—		
Fancy brands	1 32½	1 30
2's, golden wax	0 92½	0 90
3's " "	1 37½	1 35
Gals. " "	4 02½	4 00
2's, refugee or valentine (green)	0 92½	0 90
2's, crystal wax	1 02½	1 00
Red kidney, 2's	1 07½	1 05
Lima 2's	1 32½	1 30
Corn—		
2's		0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 07½	1 05
2's, standard	0 92½	0 90
2's, early June	1 02½	1 00
2's, sweet wrinkled	1 07½	1 05
2's extra fine sifted	1 37½	1 35
Gals., No. 4	3 72½	3 70
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60

TORONTO—The fact that is interesting the trade at the moment is the reported shortage in the Fraser river sockeye pack, only 40,000 cases, against 120,000 cases last year, itself a very short pack. The northern rivers' pack is better, however, so while salmon may be dear, it will not be unobtainable. In the meantime packers have withdrawn from the market until final results are known.

Canned tomatoes are still going out freely and it looks as if the old pack would be pretty thoroughly cleaned up. Just as last year, the trade is wondering how the new pac will go at the advanced prices. Raspberries aknd lawton berries are about 50c. a dozen higher than last year. Beans are just a little higher. It is the small advances that tantalize the retailer because he feels they come out of his profits. Peas are 5c. higher.

FRUITS.	Group No. 1	Groups No. 2
2's Black Cherries, pitted	$2 27½	$2 25
2's " " not pitted	1 77½	1 75
2's Red " pitted	2 27½	2 25
2's " " not pitted	1 77½	1 75
Gal. Red " pitted	....	8 90
Gal. " " not pitted	....	7 40
2's White " pitted	2 42½	2 40
2's " " not pitted	1 92½	1 90
2's Black Currants H.S.	2 12½	2 00
2's " " preserved	2 25	2 22½
Gal. " " standard	....	5 90
Gal. " " solid pack	....	8 40
2's Red " H S.	1 92½	1 90
2's " " preserved	2 12½	2 10
Gal. " " standard	....	5 40
Gal. " " solid pack	....	7 65
2's Gooseberries H.S.	2 27½	2 25
2's " pre-erved	2 50	2 47½
Gal. " standard	....	6 75
Gal. " solid pack	....	8 75
2's Pineapple sliced	2 02½	2 00
2's " grated	2 12½	2 10
3's " whole	2 82½	2 80
2's Rhubarb preserved	1 77½	1 75
3's " "	2 52½	2 50
Gal. " standard	3 52½	3 50
2's Strawberries, H.S.	2 27½	2 25
2's " preserved	2 52½	2 50
Gal. " standard	7 77½	7 75
Gal. " solid pack	10 52½	10 50
VEGETABLES.		
2's Asparagus Tips	3 77½	3 75
2's Sliced Beets, blood red, simcoe	....	1 10
2's Beets, whole " "	....	1 00
2's " " rosebud	....	1 30
2's " sliced " simcoe	....	1 35
3's " whole " "	....	1 25
3's " " " rosebud	....	1 50
3's Spinach, Table	1 52½	1 50
3's "	2 02½	2 00
Gal. "	5 17½	5 15

W. C. Smith, who for some years has conducted a general store at Deceewsville, has removed to Hamilton and established a wholesale provision business.

ONTARIO MARKETS.

POINTERS—
Sockeye Salmon Pack.—A failure.
Australian Raisins.—Being delivered.
Sugar Market.—Steady.
Butter and Eggs.—Firmer,
Fresh Tomatoes.—Lower.

Toronto, Aug. 15, 1907.

There is a good general trade in groceries passing this week, and wholesalers here seem satisfied. The facts of interest are the reported failure of the Fraser River sockeye pack and the fresh arrivals of Australian raisins. Canned tomatoes continue to go out freely, and a pretty thorough clean up of last year's pack is expected. The sugar market is steady, but consumptions seem still to be below the average. This is attributed to the shortage in fruits. An improvement is looked for when the plum crop comes in.

TEA—Trade is inactive at the moment, with no market changes of note. Thompson's Tea Circular, London, under date of Aug. 1st, says: "We learn from several quarters that the month of June has been and the prospects for July are unfavorable to manufacture, and so far the Indian crop is both not equal in quality or quantity to last season's, so that the present time appears a favorable one for buyers to increase their holdings, as all grades of tea, except the lowest seem exceptionally cheap, and the quantity available when trade becomes more active is likely to be smaller than usual."

COFFEE—The world's visible supply on Aug. 1 was 16,075,812 bags, against 9,948,053 bags a year ago, and 16,399,954 on July 1. This is a pretty heavy load for the market, but the outlook for the coming crop is not good. Willett & Gray, New York, quote the following report from a "well-informed and conservative source" in San Paulo:

"Since the picking commenced it has rained frequently, so that the 'pluviometer' in June indicated a rainfall of 98.2 millimeters.

"The already very small crop is in great danger of suffering in quality, as the largest part of the coffee has been beaten from the trees by stormy weather and the still continuing rains will finally spoil it.

"The bad weather prevails throughout the entire State, so I fear that but few good qualities will come to market.

"As a bad omen may be considered the fact that the barometer is still standing very low, which points towards a prolongation of this situation. Owing to the constant damp weather, the trees naturally develop, so that instead of blossoms there are appearing young shoots and leaves, exactly as was the case three years ago, when a large crop was generally expected, which finally turned out to be a small one. At that time also, the twigs could not mature, which is always the case when the rainy weather continues into the winter months.

"The coffee tree, in order to give a good yield, must have damp and warm weather during the summer months, so that the young shoots can develop properly. After that there must be a certain period of dry weather, so that the young branches can mature in order to bear a healthy flowering.

"Since the weather has actually been so irregular up to the present time, I really do not know how there can be any people left who still believe in a large crop for 1908-1909."

SUGAR—The market for raws is quiet and steady, but absolutely without incident. The Montreal Journal of Commerce said on Tuesday: "There was no change in the situation that has existed in the raw sugar market. It was as it has been for about ten days. Refiners were not disposed to purchase, influenced by the dullness in the refined market, and holders were not making offers."

The cause of the quietness is the lack of business in refined. A New York authority says: "The refined market showed a little better inquiry, but that was not saying much. The weather is propitious, but the country still has a large supply on former contracts. Any day may witness a decided improvement in the demand, which would have an early effect on the raw market." Conditions here are quite in line with those in the States, but the advent of the larger fruits, peaches, plums, pears and apples, is expected to work a change for the better.

MOLASSES AND SYRUPS—Quotations are unchanged.

Syrups—	
Dark	....
Medium	0 33 0 35
Bright	0 38
Corn syrup, bbl., per lb	0 03
" -bbls "	0 03
" kegs "	0 03
" 3 gal. pails each	1 60
" 2 gal. " "	1 15
" 2-lb. tins (in 2 doz. case) per case	2 25
" 5-lb. " (in 1 ") "	2 55
" 10-lb. " (in ½ ") "	2 50
" 20-lb. " (in ¼ ") "	2 45
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts	0 87½
1-gal. cans	0 95

DRIED FRUITS—The arrival of Australian raisins was the event of interest in the grocery trade this week. The fruit looks very fine, and much satisfaction is expressed with it by the trade generally. The flavor of it is excellent and the keeping quality is to be tested. Whatever may be its future as a competitor of the Valencia raisin, the fruit was very welcome by many wholesalers to fill in the present gap following last year's failure of the Valencia crop and before this year's crop arrives. It is quoted at 8½c., and Valencias at 8¾c.

Prunes, Santa Clara—	Per lb			Per lb.
100-120s	0 05			
90-100s, 50-lb boxes	0 05½ 0 05¾	70-80s "		0 08
80-90s "	0 06 0 06½	60-70s, 50-lb boxes		0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 03¾
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07½ 0 08	Vostizzas	0 09½ 0 10
Patras	0 08½ 0 08¾		

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½ 0 15
" Fancy	....
" Extra fancy	....
Valencias, selected	0 08¾
Australian	0 08½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz. packets, choice	0 11
" 12 oz. " "	0 09
Dates—	
Hallowees	0 05
Sairs	0 04
Fards choicest	0 09
" choice	0 08½
Domestic evaporated apples	0 09 0 09½

NUTS—Quotations are unchanged.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—Prices are unchanged.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	0 75
Nutmeg	0 45 0 25
Cloves, whole	0 25 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	0 15 0 20
Cinnamon, whole	0 17 0 20
" ground	0 20 0 22

RICE AND TAPIOCA—Demand is fair and prices are unchanged.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 05½
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 04½ 0 05
Seed tapioca	0 07½
Carolina rice	0 10
Tapioca, medium pearl	0 08

BEANS—The crop is reported short, but no very definite information is available. In the meantime prices are unchanged.

Beans, hand picked, per bush	1 75 1 80
" prime No. 1, "	1 65
" Lima, per lb	0 07 0 07

HIDES AND WOOL.—Trade is quiet and uninteresting. Lamb skins are higher.

Hides, inspected, cows and steers, No. 1	0 09
" " No. 2	0 08
Country hides, flat, per lb., cured	0 07
Calf skins, No. 1, city	0 12
" No. 1, country	0 10 0 11½
Lamb skins	0 40 0 50
Horse hides, No. 1	3 25 3 50
Rendered tallow, per lb	0 05½ 0 06
Pulled wools, super, per lb	0 24
" " extra	0 26 0 27
Horse hair, per lb	0 28 0 30
Wool, unwashed	0 13 0 14
" washed	0 23 0 24
" rejections	0 18

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Aug. 15, 1907.)

An average business for the ordinarily quiet month of August is reported by the wholesale houses. Until the crop is assured buying is always light each summer.

New prices are announced this week on several lines of canned goods, and, as will be seen by an examination of the figures quoted below, there have been a number of advances which will not be welcomed either by the trade or the general public. A high level of prices will obtain throughout the entire list. In foreign dried fruits the tendency is also towards higher prices in almost every item but figs. Apricots are a very short crop and they will be scarcely obtainable this winter. Prunes have been very cheap for a year but a return to normal prices and perhaps to prices higher than normal is expected by the wholesale and commission trade.

CANEED GOODS.—Apparently high prices are to prevail in practically all lines of canned goods this season. New prices are announced on raspberries, lawtonberries, peas and beans, and a reference to the lists below will show a very high level of values. Reports from British Columbia indicate a short

pack of salmon and high prices will undoubtedly prevail this season.

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 08½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 13	2 08
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 [illegible]
whole, 3-lb., " "		2 [illegible]
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
2 " " "	1 80
3 " " "	2 25
1 " Chili "	2 25
2 " " "	1 90
3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " 1's "	2 55
Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " 1's "	1 35
(Clark's), 1's, per doz	2 75
" 2's, "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 35
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" 1-lb. tins, "	2 50
" 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. "	2 75
Lobsters (new) ½'s, per doz	2 30
" " ¾'s, "	2 90
" " 1's, "	4 00

SUGAR.—Prices are quoted as follows :

SUGAR—

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES.—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " 1 "	3 60
" 10 " ½ "	3 30
" 20 " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE.—Another decline in Rios was announced last week. Quotations are new, as follows :

Whole green Rio, per lb	0 09½
" roasted " per lb	0 11½
Ground roasted Rio	0 12½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure " "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES.—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS.—Reports from California indicate that all lines of dried fruits from that state will be held at high prices this season. Quotations are as follows :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown	0 08½
Sultana raisins, bulk, per lb	0 13½
" cleaned,	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07¾
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES.—Quoted at 10½c. to 11c. per lb.

HONEY.—

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ⅔ doz "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO.—

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04
Patna " "	0 04½
Tapioca, per cwt	8 00
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 95
" 40 " "	1 00
" 20 " "	0 51½
" 8 " "	0 23½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal, 49's, per sack	0 90
" 98's, "	1 80

EGGS.—Produce houses are paying 15c. to 16c. per dozen for eggs delivered in Winnipeg. This price is subject to candling.

BUTTER.—The dairy butter market shows little change. The price offered by the produce houses averages about 15c. f.o.b. country stations. For extra fine quality some dealers have got as high as 18c. recently. Creamery butter is advancing and the price to the trade is now 23c. to 24c. per lb.

Cheese.—Ontario cheese is quoted at 13½c. f.o.b. Winnipeg.

CAN PADDLE THEIR OWN CANOE.

R. C. Blackburn, city traveler for Davidson & Hay, Toronto, and Geo. Moffatt, of the sample room staff, succeeded in winning laurels at the Canadian Canoe Association meet in Montreal last week. Mr. Blackburn helped win the tandem championship and the intermediate fours. Mr. Moffatt was in the Toronto war canoe that won second place. There were over twenty clubs represented and over four hundred entries, so that the best canoeing talent in Canada was there.

W. A. Shackel., of Frank Magor & Co., Montreal, called at the Toronto office of The Canadian Grocer on his way home from a trip to Vancouver.

Genuine Truffles Extra

L. A. PRICE, BORDEAUX

600, 1-4 bottles, doz., $9.00

Now in store—the best packed

NEW PERCE ROCK LOBSTERS

ASK FOR A CASE

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Fine Teas, Wines and Liquors.

2, 4, 6, and 8 De Bresoles Street - - - MONTREAL

WE CONTEND THAT

The Busy Man's Magazine

IS the best publication in the magazine line. But don't take our word for it. Read the unsolicited opinions of its subscribers—

"I consider The Busy Man's Magazine the best I have yet come in contact with." Henry Wilson, Toronto.

"It is the most interesting publication of its kind I have ever subscribed to." G. F. Haworth, Toronto.

"There is no better printed in the world to-day for busy men." B. T. Petch, Regina, Sask.

"Your magazine is the best I have ever had the privilege of perusing." S. W. Wynn, Yorkton.

"We would not like to miss the future copies of The Busy Man's Magazine." Ingersoll Packing Co., Ingersoll.

"I am pleased to say that each number is becoming more valuable and interesting." A. B. Musselman, Berlin.

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"The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefited for the short time given to each article." Wm Thoburn, Almonte.

We wish to give you further proof of the value of the ***BUSY MAN'S.*** Send us a postcard, giving your address and we will send you a sample copy.

Bear in mind every timely, interesting and instructive article appearing in any of the current magazines and periodicals appears also in the ***BUSY MAN'S***—a hundred magazines for the price of one.

WRITE US TO-DAY

The Busy Man's Magazine

TORONTO

making new record booking orders for new Valencia Raisins, to arrive about 12th September—**"Fine Selected"** and **"Fine off Stalk."** Can now fill orders for new pack Old Homestead canned Peas and Strawberries.

YOUR ORDERS SOLICITED

S. J. CARTER & CO.,

58 McGill St., - - MONTREAL

There's a Peculiar Satisfaction

in offering what you know to be the very best to your customers. That class of goods yields a remarkable percentage of profit also, as you know.

Purnell's

Sauces—Pickles—Vinegar

stand at the top rung of the ladder of quality. They are thoroughly reliable English goods, in a class by themselves.

They Satisfy Particular People.

PURNELL WEBB & CO., Ltd.
Bristol, Eng.
EST. 1750

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H. HASZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - HAMILTON, ONT.
CARMAN ESCOTT Co., 722 Union Bank WINNIPEG. MAN.
C.E JARVIS & Co., - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East- TORONTO.

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Gold Standard

BAKING POWDER

as well as our other products.

But we realize that all this advertising cannot accomplish big results unless we have the the co-operation of the retail grocer.

Therefore we are making a special free proposition on Baking Powder, that will make it well worth your while to co-operate with us in pushing the sale of Gold Standard Products.

If you have not already heard about it drop us a line to-day for full particulars.

THE CODVILLE-GEORGESON CO., Limited
WINNIPEG, MAN.

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Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
CANADIAN GROCER
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SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

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The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
LIMITED
PORK AND BEEF PACKERS
TORONTO

Breakfast Bacon

Buy The Best

MADE BY

FEARMAN

HAMILTON

"That Nutty Flavor"

That, with wholesomeness, is what your customers are looking for

CORONA **HAMS and BREAKFAST BACON**

have these qualities and are certain to tickle the palate.

They'll make money for you, why not try 'em?

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL STORES

It Means This

The **RYAN BRAND** means the maximum of purity and wholesomeness. That's why our

Bacon
Ham and Eggs
Cheese
Butter
Sausage
Bologna
and
Lard

will be most pleasing to your customers.

It means, too, that they'll come back again.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

During the past week there have been changes in cheese prices, but the figures quoted a week ago still hold good, and there are few dealers who have cheese they will sell under 11¼c. The range offered now is: Finest Ontario, 11½c.; townships, 11⅜c.; Quebecs, 11¼c. These figures are high, but it does not appear as though they were likely to decline very much. At these prices business being transacted with the Old Country is not good, although some good shipments have gone forward. One can see this upon realizing that 72,575 boxes were exported last week, as compared with 72,626 boxes the week previous, and against 83,987 boxes in 1906. These figures show also that shipments continue below last year; 963,687 boxes have been exported since May 1, as against 1,118,642 boxes last year.

One reason why shipments are not larger is the great talk there is in England about the very large make of English cheese. Everybody, or at least all the interested parties, are talking about the wonderfully large make. As a matter of fact, the make this year is not up to the average. Last year the make was a small one, owing greatly to the drought experienced, and people placing this year's figures against those of 1906 are inclined to overlook the fact that the make last year was not an average one. There is too much being said about the size of the make in England, and the casual observer will notice that buyers in England are aware of this fact, because they are picking up the cheese on offer at prices which would be too stiff in the face of a large make.

There is still time for Canadian cheese. So much will be wanted, and that much is sure to go forward in time. The actual decrease in shipments to the other side is 144,955 boxes.

Stocks held in London are less than they have been at this date in four years, being but 102,000 boxes. Locally also stocks are under what they were last season.

Receipts last week were 86,395 boxes, against 91,057 boxes previous week, and 95,609 boxes in 1906. Since May 1 receipts amount to 1,087,390 boxes, against 1,190,242 boxes same period 1906. The make is not so large as it has been, there being a falling off in the milk flow of about 25 per cent.

Transactions in butter have not been many during the past few days. Prices ruling are on too high a basis to interest Old Country buyers, and as a consequence few lots have been sold. Some dealers have paid as much as 22c. f.o.b. Townships for butter, while the price in the city hovers between 21½ and 21¾ cents. One can see how much money there is in butter working on these figures.

Under the circumstances, holders are firm in their views, and as stocks are not heavy, they are not likely to part with their butter at a loss. Some would let go at 22c., but others would not. Meantime, English houses are too low in their bids. There is some Siberian butter offering in England now, which is competing against Canadian. The price for this, some of which is creamery, but most dairy, is in the neighborhood of 4s. under our price. Speaking of dairy, the present situation is peculiar, one dealer stating that he could bring butter from Liverpool and lay it down at a better price than he could buy in Canada.

Shipments of butter are 153,132 packages behind what they were last week. Last week 4,188 packages of butter went forward, against 9,349 packages for the previous week, and 19,845 packages for the corresponding week in 1906. Total shipments since May 1 amount to 40,250 packages, against 193,382 packages for the same period last year.

Receipts last week were 14,984 packages, against 18,805 the previous week, and 22,747 in 1906. Total receipts since May 1 are 233,538 packages, against 358,699 packages last season for the same period.

THE PROVISION SITUATION

The provision market continues on about an even keel, trade and prices, both in Canada and the Old Country, being described as steady. The live hog prices range from $6.60 to $6.85 f.o.b. The largest packer is paying $6.60 this week, as against $6.65 east and $6.75 west, last week. Other large operators quote $6.65, and smaller men are paying a little more. The large exporters are looking ahead a few weeks, and their advices indicate very heavy Danish deliveries about the first of September which, they expect, will bring the market down several shillings. They propose to make the reduction gradual, rather than a sudden drop. In Ontario the harvest is now interfering with deliveries, and packers' receipts last week were only 22,000; but there are reported to be plenty of hogs in the country and fair free deliveries are expected by October. In Denmark the harvest is earlier and indications there are that deliveries will reach 40,000 a week by September 1. This will most certainly depress prices in England. At present the English market is about steady, with heavy bacon a little lower and a little better prices for sizable bacon. The market has been on about the same basis for three or four weeks. The best is quoted at 61s. in London, and heavy at 50s. to 54s.

In the domestic market the trade is steady. The hot weather helped some. There is no doubt the trade as a whole has not been up to expectations, with the result that the packers have evinced a little keener desire to sell. The easy falling has been perhaps most marked in hams. The net result has, however, been a slight shading of prices. The market has not been in any sense demoralized. The opinion prevails that high prices have, to some extent, hindered consumption and are responsible for the volume of trade being in a slight degree disappointing.

The American market is more markedly depressed. Reviewing the past week the Journal of Commerce says:

"The past week has shown increased pressure from packers to sell both spot and future products on 100,000 increased receipts of hogs for the week at the west over a year ago, with corresponding accumulations in stocks in spite of heavy consignments abroad by packers of lard and meats. Cash trade has continued of the minimum summer volume, and the pressure to sell has been greater on spot stuff than on futures, without stimulating demand. The average weight of hogs continues far greater than a year ago, as it has done all the season, and to such an extent that heavy hams have declined 1c. to 1½c. from spring prices for forward delivery to boilers; and this has reduced the usual difference between these hams and light ones to the lowest figure in years, while light hams are so scarce as to command almost the same price, because of the excess of heavy hogs. This is a very bearish feature while the improved corn crop prospects is another, which is believed to have induced increased offerings of future deliveries during the week by packers themselves."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The sale of smoked meats continues surprisingly good. Packer say they have been doing an excellent trade and look forward to continued transactions to the end of the warm weather. Lard is none too brisk at the moment, but not much is expected of this line at the present season. Prices are steady.

Lard, pure, tierces		0 11¾	0 12¼
"	56-lb. tubs	0 12¼	0 12½
"	20-lb. pails, wood	0 12¼	0 12½
"	cases, 10-lb. tins, 60 lbs. in case	0 13¼	0 13½
"	" 5-lb. "	0 13¾	0 14
"	" 3-lb. "	0 14	0 14¼

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT.
Write for prices
Toronto Salt Works
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WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Lard, compound, tierces, per lb.	0 10	0 10½
" " tubs	0 10½	0 10⅝
" " 20-lb. pails, wood	0 10⅝	0 10¾
" " 20-lb. pails, tin	0 10	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11¼
" " " 5-lb. "	0 10⅝	0 11⅜
" " " 3-lb. "	0 10¾	0 11½
Wood, net: tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	22 50	25 00
American fat back	22 00	23 00
Breakfast bacon, per lb	0 14	0 16½
Hams	0 12½	0 16
Extra plate beef, per bbl	....	14 00

BUTTER—A fair trade is being done in butter at present. Receipts are satisfactory, being larger than they have been for some time. The season is now at hand when supplies should be langer, and very likely there will be some sort of a decline in quotations once stocks accumulate. As it is, the market is slightly easier.

New creamery, choice, boxes	0 22	0 22½
" " pound prints	..	0 23
Dairy tubs	0 17	0 19½

CHEESE—Dealers report an ordinary demand for cheese at prices which are about steady. In some instances they are slightly lower than those quoted a week ago.

Cheese, old	0 14½	0 15
" new, large	0 11½	0 12
" " twins	0 11½	0 12

EGGS—Eggs are coming forward in good quantities, and some dealers say they will have to bring down prices in the country if they continue to arrive as heavily as at present. Prices range from 18½c. for No. 1 to 22c. for selects. No storing is being done at present, the eggs not being of the quality to warrant putting away. It is likely, however, that they will be put into storage within the next couple of weeks if receipts accumulate.

HONEY—Prices on honey are easier this week. Business is fair.

White clover comb honey	....	0 12
Buckwheat	0 07	0 00
Clover, bulk	0 06	0 07

TORONTO.

PROVISIONS — Trade continues steady with practically unchanged prices. Consumption has been helped some by the hot weather, but as a whole, it has not been up to expectations. The only reason packers know is the high prices. The fresh meat trade is quiet, with prices steady.

Long clear bacon, per lb	0 11	0 11½
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15¾
Medium hams, per lb	0 14½	0 15½
Large hams per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 16½	0 17
" pea meal	0 17½	0 17⅝
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 00	23 00
Lard, tierces, per lb	0 11	0 11½
" tubs "	0 11½	0 11⅝
" pails "	....	0 12
" compounds, per lb	....	0 10
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 00
" choice carcases	7 50	8 25
" common	5 00	6 00
Mutton	0 08	0 10
Lamb	0 12	0 13
Hogs, street lots	9 25	9 50
Veal	0 08	0 09½

BUTTER—The market continues very firm, but prices are advancing rather unevenly. While some quote creamery prints as high as 25c., others say more is selling at 24c., and still more at 23c. Dairy prints are scarce on account of harvest, hot weather and dried-up pastures and as high as 22½c. is being asked.

	Per lb.	
Creamery prints	0 23	0 25
Creamery solids	0 20	0 22
Dairy prints, choice	0 21	0 22½
" " ordinary	0 18	0 19
" tubs choice	0 19	0 20
" tubs, ordinary	0 17½	0 18
Baker's butter	....	0 17

EGGS—Deliveries are not as free as they were, but the selling prices here are higher, mostly on account of the heavy shrink. Trade is fairly active.

Eggs	0 19

CHEESE—Prices are following the upward course of the cheese board rulings.

Cheese, large	0 12	0 12½
" twins	0 12½	0 12¾

HONEY—There is some demand for new honey, but generally the trade has not yet started. Prices are as yet unchanged, save that buckwheat comb is a shade less.

Honey, strained, 60 lb tins	....	0 11
" " 10 lb tins	....	0 12
" " 5 lb tins	....	0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz	1 25	1 50

POULTRY—Chickens are plentiful and a decline is looked for. Turkeys are a little higher.

Live Weight.		
Spring chickens, per lb	0 12	0 14
Old fowl	0 09	0 10
Ducks	....	0 10
Dressed weight.		
Spring chickens, per lb	....	0 15
Old fowl	...	0 10
Ducks	....	0 12
Tom Turkeys	....	0 14
Hen "	0 14	0 16

HEARS CALL OF THE WEST.

Alfred D. Davis, Harbor Grace, Nfld., writes to the Canadian Grocer in a way that certainly wins our approval. He says :

"Having been on your list since October last, I am glad to be able to register my appreciation of your valuable trade paper. In fact, my 'source of inspiration,' is the reading of the very pages of the 'Grocer.'

"We are a fairly good-sized town, but, sad to say, things are not by any means startling, at any rate, not to my idea. Do you know that after reading your Western Canada Number, I almost wish myself out in Edmonton, Prince Albert, Regina, or the border somewhere. I very much think that another such number would 'bring forth fruit' in yours truly.

"We are doing an exclusive grocery business, specializing on tea, for which we have the cream of the trade of our locality.

"Turning over about $20,000 we are only a small concern, but the trade is not brisk enough for me. What would you really think now of a transfer? Or could you put me in communication with some of your people in the West?

"I have been giving about twelve good years to the business, and now only have twenty-six years behind me.

"Glad to note your wideawake ideas on advertising. I am sending a couple of our papers to you, just for fun. I have rather uphill work trying to make the ad. setter do the right thing."

There is Only One
FLY PAD

THAT'S WILSON'S. Three hundred times more effective than sticky paper, and vastly superior to any other fly poison.
ARCHDALE WILSON, - HAMILTON

The Ideal Quick Lunch

When your lady customer comes to you in a hurry for something "for a quick lunch" or when she asks for something for the unexpected guest's meal recommend

CLARK'S LUNCH TONGUE

It fills the bill every time and you add so much more to ***your*** reputation. Then there are ***86*** other lines put up by ***Wm. Clark.*** We are sure you want to know more about our canned specialties. Write for catalogue.

WM. CLARK - MONTREAL

O'Mara's Bacon

I receive many unsolicited testimonials. The following is worthy of publication.

Toronto, July 19, '07

The English beef, the Welshman goat,
The Scotchman mutton gnaws,
The Eskimo holds walrus fat
Between his greasy paws,
The Frenchmen nibbles froggies' legs,
New Yorkers gobble clams,
But **Jack Canuck** who knows what's what
Sticks to **O'Mara's Hams.**

JOSEPH O'MARA

Pork Packer, Palmerston, Ont.

The Manitoba Canning Co.

LTD.

Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

THE PREFERENCE EXTENDED

The Grocers of Canada

Have Extended the preference to

"HORSESHOE" Brand

of

HAMS AND BREAKFAST BACON

because of the proven superiority of the brand over the next best on the market.

The Paying Trade demands that ***you*** get in line. We beat the Dutch for cleanliness and there is no goodness about prime fresh pork which our process of curing does not retain.

JOHN DUFF & SON

Hamilton, Can.

CEREALS AND CONFECTIONERY

Grain Markets are Steady Again After the Decline—Flour Trade is Extremely Dull, both Domestic and Foreign—Oat Products to go Higher.

The wheat market steadied up this week after last week's decline, bearing out the view of New York's Journal of Commerce on Saturday, that "further declines seem improbable from the fact that our new wheats of all grades have reached a solid export basis the past week, especially for new red winter, which has been taken quite freely by the continent, as well as all grades of old spring wheat by the United Kingdom, which are still offered, though sparingly, and almost none of this crop of new hard winter, as interior millers want more than has been offered so far for domestic consumption, notwithstanding the flour trade has been very dull."

The United States Government's August crop report estimates the wheat yield of the republic at 409,000,000 bushels, against 492,880,000 bushels last year. Australia this year has shipped 40,144,000 bushels, against 18,280,000 for the same period of last year. India's shipments since April have been 17,100,000 bushels, against 16,232,000 bushels last year.

Flour markets in Canada are very dull, but prices are unchanged, and there is no export trade passing, prices being quite out of line. Cereal millers report fair business. They are anticipating higher prices for oats, because of the smaller crop of wheat.

MONTREAL.

FLOUR—Not so much export business has been done during the past few days. Demand has fallen off. Millers are anxiously waiting to see what the crops are going to be. It would appear that they will be about fair, though the manager of one large concern stated that a two-thirds crop was all he expected.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 20
Straight rollers, bags, 90 per cent	1 75	2 40
Royal Household, bags		5 10
Glenora		4 50
Manitoba spring wheat patents		5 10
" strong bakers		4 50
Five Roses		5 10
Buckwheat flour	2 25	2 30

ROLLED OATS—There has been no change in the situation since last report.

Fine oatmeal, bags	2 60	2 75
Standard oatmeal, bags	2 60	2 75
Granulated " "	2 60	2 75
Golddust cornmeal, 98 lb bags	1 70	2 00
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 40	2 50
" 80-lb. bags	2 30	2 37½
" bbls	5 05	5 35

FEED—The market is featureless, with business dull.

Ontario bran	18 00	19 0
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	24 00
" bran		20 00
Mouille, milled	33 00	30 00
" straight grained	28 00	30 00
Feed flour	1 35	1 45

TORONTO.

FLOUR—Business is very quiet, and a good many mills are making repairs. Prices are unchanged. They are out of line for export and the domestic trade is at low ebb.

Manitoba Wheat.

60 per cent. patents	4 90	5 00
85 " "		4 50
Strong bakers	4 30	4 40

CEREALS—There is a fair domestic trade passing in both oat and wheat products, and some export demand as well. Prices are unchanged.

Winter Wheat.

Straight roller	4 25	4 35
Patents	4 45	4 65
Blended	4 35	4 40
Rolled wheat in barrels, 100 lbs	2 75	3 00
Rolled oats, in wood, per bbl		5 25
" " in bags, per bag 90 lbs		2 50
Oatmeal, standard and granulated, per bbl		5 55
" " " in bags 98 lbs		2 65

INTERVIEW WITH MR. LEDOUX.

Assistant Organizer of the R.M.A. Talks of the Association's Work in the West.

W. Ledoux, assistant organizer of the Retail Merchants' Association of Western Canada, was in Winnipeg for a day or two last week, and called at the office of the Canadian Grocer. Mr. Ledoux has been visiting the dealers in the country districts throughout Western Canada, and has met with a good reception everywhere. More than 300 new members of the Association have been secured since the first of April.

"Credit is being curtailed all through the West," said Mr. Ledoux in response to an inquiry regarding trade conditions. "Everywhere I go I find that merchants are shutting down on credit and that it is by no means so cheap as it was a few months ago. Special arrangements have to be made now to get credit in a great many stores, and the number of dealers insisting upon the cash system is rapidly increasing. I believe that the next year will see the majority of Western dealers starting the cash system. For this improvement the Association can take some credit. In fact it shares the honors with the trade press. The influence of papers like The Canadian Grocer has had a lot to do in persuading dealers to do business in a common sense way, that is, to sell for cash only.

"Another improvement I notice is ting interest on overdue accounts. It this: Dealers are insisting upon get- is only fair and right that they should get this, for they have to pay interest themselves on their overdue accounts owing to the wholesale houses."

"How is the Association work progressing in the country?"

"Very satisfactorily," was the reply. "I have been busy getting the dealers in each town to meet and form a local board. When this is done they are able to work harmoniously together, and they can see actual results from their membership in the Association."

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.

Importers of Foreign Products.

125 St. Peter St., *QUEBEC.*

QUANCE BROS

MILLERS OF CHOICE

WINTER WHEAT and MANITOBA FLOUR
BUCKWHEAT and RYE FLOUR

WRITE FOR QUOTATIONS. *DELHI, ONT.*

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

Mr. Ledoux went West this week on an extended trip through Saskatchewan and Alberta, where there is no doubt that he will make substantial additions to the membership of the Association.

W. A. Coulson, Secretary of the Retail Merchants' Association of Western Canada, returned to Winnipeg last week from a well-earned holiday trip to Ottawa to attend the Ottawa Old Boys' reunion.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

ICE CREAM POWDER

At a Tempting Price

We offer this seasonable line at low rates in large or small quantities. Our formula is an excellent one and customers speak well of satisfactory use and sales.

For store or family use it is unequalled. Write us for quotations.

CHARLES C. BRYCE & CO.

43 and 45 Great Tower Street

LONDON, E.C. - ENGLAND

THE POTATO SITUATION.

By our New Brunswick correspondent.

Because of the outlook for a potato crop easily double that of late years, the Government of New Brunswick is facing the problem of how successfully to house the crop. At a meeting of the Government in Fredericton on Friday, July 26, the Premier, Hon. C. W. Robinson, brought the matter up, and said it was proposed to inv?stigate the facilities for the storage of the enormous crop of potatoes which is looked for in Carleton County this year. He said he had appointed Hon. L. P. Farris and Hon. W. P. Jones as a special committee to deal with the matter. N. S. Dow, of the Agricultural Department, has received instructions to meet the shippers at Woodstock, and also to consult the C.P.R. as to the prospects for handling the crop, which it is estimated will aggregate 3,000,000 bushels. The Government were taking these steps, the Premier explained, to prevent a possible heavy loss to the farmers from a glut in the market, which would follow the lack of buildings in which to store the crop. It might be necessary, he thought, to put up storehouses, as the cold storage facilities would likely prove inadequate.

It is understood that some fifteen storehouses are now being built by dealers who buy from the farmers, but it is figured that these will hold but 100,000 bushels. It is thought that storage room should be provided for nearly double this amount, so htat the tubers can be held for better prices in the winter. Boards of trade have been asked to give the matter attention.

BRITISH COMMERCIAL ATTACHES

A London report from Consul-General R. J. Wynne states that there is a new scheme affecting the sphere of work of the British commercial attaches at Berlin, Vienna, Madrid, and St. Petersburg. It is proposed that these gentlemen shall pay periodical visits to the more important trade centers of the United Kingdom. The principal object of these visits will be to enable the commercial attaches to get into touch with those members of the commercial community who are interested in any particular branch of export trade to the countries with which the commercial attaches are officially connected. It is probable that the first of these visits will shortly be undertaken by the British attache for Austria-Hungary, Italy, and Greece.

The halibut fishing steamer New England recently arrived at Vancouver with 180,000 lbs. of fresh halibut aboard.

THEY KEEP CRISP

That's only one of the good points of

McLauchlan's Cream Soda Biscuits

They hold your customers just as they hold their goodness.

McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

THERE ARE OTHER BISCUITS ALMOST AS GOOD AS

Perfection Cream Sodas

but none quite as good. There are manufacturers who certainly bake splendid biscuits, but they do not seem to be able to bake biscuits with the same lasting qualities as

The goodness of our biscuits is not fleeting. It stays right with them. That's what lifts

Mooney's Perfection Cream Sodas

out of the really good class into a class by themselves.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., ,,
A. T ippet & Co. ,,

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

GROCERS ! WHY EXPERIMENT ?

Why try other lines that may not be of quality ; Maple Syrup and Maple Sugar that look good, but are not ?

There is no need to endanger your trade in this manner. You can rest assured your customers will be satisfied if it is

"PRIDE OF CANADA"

Maple Syrup and Maple Sugar they order and receive. Educate them to ask for ***"Pride of Canada."*** We stand behind the statement that it is ***the best*** and ***purest*** brand on the market. Grocers everywhere are selling it.

IT PAYS.

The Maple Tree Producers' Association

WATERLOO, · QUE.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Remember

Full weight in every package of McLean's White Moss Cocoanut and costs you no more. "Ask for it."

Canadian Cocoanut Co.

Montreal, Canada

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

The Toronto Home of

Cailler's

GENUINE SWISS MILK CHOCOLATE

(Pronounced Kah-lay)

is at

27 Front St. East

Orders Promptly Filled.

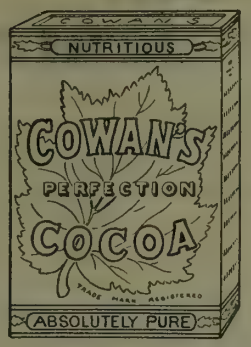
SOLE IMPORTER

WM. H. DUNN

396 St. Paul St., Phone Main 685, MONTREAL.

27 Front St. East, Phone Main 7658 TORONTO.

Because It Pays



That's one of the reasons why most shrewd grocers stock Cowan's Cocoa and Chocolate. There are a few more.

COWAN'S COCOA and CHOCOLATE

are the best on the market and just as near perfection as human ingenuity and carefulness can make

COCOA and CHOCOLATE

If it's Cowan's it's all right.

The COWAN CO., Limited

TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

It is always to be depended upon as doing everything claimed for it.

Mott's

"Diamond" and "Elite" brands of

Chocolate

never fail in pleasing your customers—that's why it pays you to handle it.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,

Southfields, London, S.W., England.

BUSINESS MEN IN PUBLIC LIFE

No. 26.

Mayor Galbraith, Westmount.

To preside at the meetings of the Westmount Council, the mayor of that little city adjoining Montreal must know what he is about, must be a practical man of affairs, even though the press of Montreal occasionally ridicules the sometime stormy proceedings of the Council. For in Westmount they do things, and for its size that municipality is as up to date as any in Canada.

Mayor Galbraith is a wholesale grocer, and his specialty is not politics,

Wm. Galbraith, Mayor of Westmount.

but groceries. In fact he has never had much to do with Federal or Provincial politics, but he has ever taken a keen interest in local government, both in Montreal and in Westmount, in both of which places he has large properties. He has been on the Westmount Council for years, and his hard work was recently fittingly recognized by Westmounters when they elected him mayor.

Mr. Galbraith was born in the north of Ireland about fifty-nine years ago, and received his education in Dublin, coming to Canada in 1870.

He entered the employ of the late Jas. A. Mathewson, for whom he travelled for many years, finally relinquishing his position to enter as a partner the firm of Ward, Carter & Co. This was about 1885. On the dissolution of this concern the firm of Carter, Galbraith & Company was organized, and carried on business under that name until January, 1906, when they dissolved Mr. Galbraith taking his son Wesley in with him, styling the new firm William Galbraith & Son. They acquired the old premises, 80-82 St. Peter St., formerly occupied by Kinloch, Lindsay & Co., and the late Alex. Urquhart, for about sixty years.

CORRESPONDENCE

MONTREAL.

Retailers about town are wondering what the new canned goods prices will be. Quotations on tomatoes, corn and other late vegetables and fruits have yet to be given out. Speculation is rife as to whether the new figures will be on the same basis as the strawberry prices recently made public. If they are going to be such, the retail grocer is not going to pay much attention to canned goods, if one is to judge from what they are saying now. They say they cannot sell strawberries—lots of them are not going to even as much as try. Then, last year it was hard enough to sell tomatoes at the price they were, and there'll be nothing doing if bigger figures appear shortly.

As a matter of fact, more than one grocer in Montreal has plenty of tomatoes. Last spring many sold out at bare cost price, and even under it, that they might not carry over any last year stock—and they paid for the new goods. Everybody didn't sell out, however, and some are selling to-day tomatoes packed 'way back.

* * *

"Do you know," said an up-to-date retailer, who has a cracking good business, "I find that one of the surest ways to gain customers is to be prompt in delivering goods of transients when they want them delivered. I have been in business seven years and have during that time made a point of being very prompt in sending out orders. Frequently a woman will telephone for a can of tomatoes, or for a pound of butter. I don't wait for the return of one of the delivery vans, but send the boy out at once—most of my customers are within reasonable distance. It has been inconvenient sometimes, but has always paid me. When a housekeeper finds there is no butter on the table and the meal is about to be served, if she telephones for some you may be sure she wants it at once if she says so. And you may be just as certain that she will come to that grocer next time she is in an emergency, who serves her promptly and satisfactorily. More than this, these little purchases lead to larger ones and finally, by correct treatment, you may gain that woman's whole trade."

* * *

J. B. Berthiaume, of Park avenue, has a swell business and his store is as nice a one as you can see anywhere. The very look of it is worth money to J. B. Everything looks clean and fresh, for that matter, is clean and wholesome. He is very careful of his stock, and is always open to discuss the latest ideas in carrying on the grocery business. The way he keeps his bread is worthy of emulation by a good many grocers who are not too careful about the sanitary appearance, if nothing else, of their merchandise. J. B. keeps all his bread in a large silent salesman. The various kinds of loaves kept are all seen at a glance. He says it saves handling, as very often a woman comes in who does not know what kind of bread she wants. Without his showcase he would have to show on the counter half a dozen varieties. As it is, she can have her pick with a minimum of trouble to both parties.

* * *

Some grocers find that people are not buying fruit in uearly the usual quantities for preserving. If this is the case it would seem that the call for canned varieties would be greater this year.

Business during the summer months is never much to be elated about, but country grocers have the best of their city brethern in some respects. The pedlar evil is felt more during the summer than at any other time. Most retail grocers handle fruits and vegetables during the summer months, helping out as they do a dull part of the year. The pedlars seem to find fruits and vegetables very paying lines, as they are out in force every day, selling from house to house, everything from potatoes to bananas. Onions, beans, cabbage, corn, turnips, tomatoes, berries, apples are among their chief sellers. On payment of a license of $50 they are at liberty to sell anywhere within the city limits and are to be seen daily with their hand carts, or driving, crying out their wares. Efforts have been made to stop them, but nothing has been accomplished.

* * *

The early closing question is still standing in the same place. The Point grocers are enjoying themselves, but merchants in other parts of the city do not seen to be able to turn the trick. In some districts the majority are willing to close, say three evenings a week, but there always seems to be just one grocer who does not feel inclined to shut up shop with the rest, and this spoils the whole game.

One man in the uptown district was telling me he did some nights more business in one day than he did in any two during the day. People who bought at night, said he, were not on a shopping expedition, but were after groceries, and they were not anxious to argue prices. For his part, he said, he would rather open at ten in the morning, instead of seven, than close at six or seven in the evening, rather than at ten or half past ten.

SAFETY OIL CAN.

A. F. Demory, Houston, Texas, has invented an improved oil can. The aim of the inventor is to provide a non-explosive can, from which oil can be readily poured, and which will be air-vented. The pouring and filling means will render the can non-explosive, by preventing the passage of flame to the interior of the can through either the filling or dispensing means.

It is always the other fellow that's cutting prices.

LEA AND PERRINS'

SOLD
BY
FIRST-CLASS
GROCERS
ONLY!

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

BY ROYAL WARRANT.

SAUCE

The makers of **"Gillett's Goods"** started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good Goods with a Reputation.

E.W. GILLETT
COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Merchants should recommend food products that are produced in **clean** factories.

FRUITS, VEGETABLES AND FISH

Canadian Tomatoes Lower—Home Potatoes Still Short of the Demand—Reports of New Lemon Crop—The Berry Market.

Canadian tomatoes remain the feature of a quiet vegetable market. Local stock is of greatly improved quality but in the face of this and of an unchanged demand, the price is steadily declining. Few imported tomatoes remain on the market, what stocks are held being offered at prices in keeping with the easier movement in Canadians.

The potato situation is somewhat difficult to fathom. Canadian News are in very light supply, shipments from Ontario points especially being disappointing. American News are going into heavy consumption, and prices are stiffening proportionately. New Brunswick potatoes are not looked for for three weeks at least, and meanwhile it behooves the farmers in Quebec and Ontario to help out the wholesalers as liberally as possible. The Ontario crop appears to be up to the average, but the demand is still many laps ahead of the supply.

The lemon market remains firm, with no material change in prices. Indications are that the new crop will be short in all districts, and consequent upon the truth of these reports, higher prices are looked for. Considerable business is passing in California lemons.

The market is short of home berries, raspberries being practically over and Lawton berries only arriving in small quantities. There is a good demand for hucks, but here again supplies are inadequate. Cherries are about exhausted, and another week is likely to see the end of them. Both red and black currants also are very scarce.

A FULL ASSORTMENT
—OF—
IMPORTED FRUITS
California Peaches, Pears and Plums. Missouri Watermelons.

Late Valencia Oranges
Verdilli Lemons
California Lemons

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Canadian Fruits
Raspberries (about over), Lawton Berries, Apples, Pears, Peaches, Plums, Huckleberries.

300 Bags French Peanut Kernels
Prices and samples on application.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS,
Agents wanted in principal Canadian markets.
The best correspondence solicited. Samples will be sent free.

MONTREAL.

GREEN FRUITS—California fruits are of prime interest at present. Peaches, plums and pears are in good supply, and considering prices, demand is satisfactory. Lemons are selling freely. New Verdellis are now offering, prices ranging from $3.75 to $4.75. In oranges the feature of the market is the business being transacted in late Valencias from California. Bananas are selling at firm prices. Dealers say that the supply is inadequate to meet the demand. Gooseberries are now quoted.

New dates, per lb		0 07
Bananas, fine stalk	1 75	2 00
" jumbos	2 25	2 50
Cocoanuts, per bag		4 00
American Apples, bbl		6 00
Lemons	3 75	4 25
California oranges all sizes	4 00	5 75
Watermelons, each	0 40	0 45
Raspberries, pail		1 50
California Pears, box	3 75	4 00
New figs, per lb	0 08½	0 12
Limes, crates		1 00
California grape fruit, boxes	5 00	5 25
" grape fruit, half box	3 50	4 00
" peaches, box		2 00
" plums, box		2 50
Blueberries, box	2 25	2 50
Gooseberries, 3 gal. crate		1 00

VEGETABLES—A great many changes will be noticed in the market this week. All vegetables are coming in, in large quantities and there has been a drop in prices. Parsley, cabbage, tomatoes, beans, turnips, lettuce, potatoes, are a few of the lines which are lower in price. At present quotations business should boom. Corn is quoted this week.

Parsley, per doz. bunches		0 10
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
New turnips, doz	0 10	0 25
Green beans, bag	0 25	0 40
Celery, doz		0 25
Water cress, large bunches, per doz		0 40
Lettuce, per doz	0 10	0 25
Boston lettuce, per doz	0 25	0 35
Radishes, doz	0 10	0 15
Spinach, per box		0 75
Green peppers, 10 lb. baskets		0 50
Cucumbers, per doz	0 10	0 15
Potatoes, per bag		0 80
New potatoes, bbl	1 50	2 25
Beets, doz. bunches		0 40
Carrots, doz. bunches	0 10	0 25
Spanish onions, box		3 00
Horseradish, lb		0 10
Rhubarb, lb		0 40
Tomatoes, box 30 lbs	0 75	0 80
Corn, doz		0 15

FISH—For the season business is regarded by dealers as being very good, there being fair demand for almost all varieties. In fresh fish some attention is being paid to salmon, which is expected to be scarce. B.C. salmon will shortly be offered. Halibut, trout and whitefish are selling satisfactory at unchanged prices. Brook trout are scarce, and quotations on this line are firm. Boneless and prepared fish are subject to some demand and are likely to sell more freely at the beginning of next month. In pickled and salted fish, sea trout is the only line for which there is inquiry.

Fresh and Frozen Fish.

Haddock, express, per lb		0 04
Halibut, express, per lb		0 08
Mackerel, " "		0 10
Dore, "		0 12
Smelts "		0 08
Pike, lb		0 07
Steak cod, lb		0 05
Weakfish, lb		0 10
Brook trout lb		0 22
Market cod, lb		0 04
Lake trout, lb		0 10
White fish lb	0 07	0 10
Sea Bass, lb		0 13
Gaspe salmon, lb		0 18
Flounders, lb		0 12
Smoked and Salted—		
New haddies, boxes, per lb		0 08
Smoked herring, per small box		0 11
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 04½
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp. qt. tins, sealed		0 40
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		2 75
No. 1 N.S. herring, half bbls		2 50
No. 1 Mackerel, pails		2 00
No. 1 sea trout, 100 lb. kegs		5 75
No 1 sea trout, 200 lb. bbls		10 50
No. 1 Green cod, per 200 lbs		7 00
Small " " " " "		5 50
Large " " " " "		8 00
No. 1 Green haddock, per 200 lbs		6 00

TORONTO.

FRUITS—Raspberries are not yet out of the market, but the supplies remaining are flavorless and unattractive, with prices very high and the demand only fair. Black currants are scarce and much higher, red currants being about cleaned up. California pears, peaches and plums all show a firmer tendency.

Oranges—		
Late Valencias (California), extra fancy, 96's	4 50	5 00
" " " 126's	5 50	5 75
150's, 176's, 200's, 216's	5 75	6 00
Ovals, 80's 100's, 150's, ½-boxes	2 25	2 50
Sorrentos, 200's,		3 50
Lemons, California, 240, 300, 360, 420		6 50
" Messinas and Sorrentos, 360's		4 00
" Verdellis, (new crop) 300's extra fancy	5 00	5 50
" 300's " choice		4 50
" 360's	5 00	5 25
Apples, per basket	0 35	0 60
Bananas, Jamaica firsts, per bunch	1 65	2 50
Bananas, jumbo bunches	2 00	2 25
Cherries, Canadian, cooking, per basket	1 40	1 65
Cantaloupes (California), per case	5 50	8 00
Limes, per crate		1 00
Watermelons, Florida, each	0 30	0 45
Black Currants	1 40	1 75
Red currants, per basket	1 00	1 50
Raspberries, per box	0 13	1 16
Peaches, per box, Crawford's	1 75	2 25
Plums, per 4-basket crate	2 50	3 00
Pears, Bartlet's, per box	3 75	4 50
Lawton Berries	0 17	0 18
Hucks	1 50	1 75

VEGETABLES—Shipments of new potatoes from Ontario points are straggling and irregular. American News are considerably firmer, $4 being the lowest quotation. Price changes are noticeable in various other lines. Carrots and beets are lower and cucumbers have dropped to ten cents. Canadian tomatoes are in good supply, and the quality shows a marked improvement. Quotations are easier, with lower prices a probability in the near future.

New potatoes, per bbl., American		4 00
New potatoes, Canadian, per bshl	1 20	1 35
Onions, green per doz		0 15
Onions, Spanish, per case	3 00	3 25
Cabbage, Canadian, per bbl	1 75	2 00
Beets, new, per doz. bunches		0 25
Carrots, Canadian, per doz. bunches		0 25
Lettuce, Canadian leaf, per doz. bunches		0 25
Radishes, Roseland, per doz		0 25
Cucumbers, Canadian, per bask	0 30	0 40
Cauliflower, per doz	1 50	1 75
Beans, green, per basket, home grown	0 35	0 40
Green peas (Canadian), per basket		0 40
Tomatoes, Canadian, per basket	0 90	1 25
Parsley, per doz		0 25
Egg plant, per basket		1 00
Corn, new, per doz (green)		0 15
Celery, Canadian, per doz	0 40	0 50
Vegetable Marrow, per basket	0 40	0 50

FISH—Trout and whitefish are becoming increasingly difficult to obtain, and halibut is being offered as a substitute. Other lines are quiet, with prices for the most part unchanged.

Perch, large, per lb	0 06	0 07½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb	0 10	0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb		0 07
Herring, medium, per lb	0 05	0 06½
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 18	0 20
Trout, fresh, per lb		0 10
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 07	0 08½
Halibut, fresh caught	0 08	0 09
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Live lobsters	0 18	0 22
Bluefins, small white, per lb		0 06½
Mackerel, mediums, each		0 12

CALGARY BUSINESS CHANGE.

W. V. Moore, president and managing director of the Great West Jobbing and Commission Co., Calgary, is discontinuing his brokerage business and has opened out in the wholesale fruit and produce line. The new firm will be known as W. V. Moore, Ltd. In writing the Canadian Grocer with reference to this change, Mr. Moore says that he "always enjoys reading the Canadian Grocer more than any other trade journal, especially the newsy items from the homeland in the old provinces down by the sea."

The officers of the new company will be as before, W. V. Moore, president and managing director; J. W. Speer, secretary, W. E. Moore, vice-president. Besides fruit and produce, the firm will still carry a few specialties, such as Lever Bros.' Sunlight Soap, Red Rose Tea, Lumsden Flours.

CENTRAL CANADA FAIR.

The fire which destroyed the grand stand and the Experimental Farm building and damaged the ladies' building at the Central Canada Exhibition grounds, Ottawa, recently, will not affect the Fair, Sept. 13th to 21st. Already work has been started on a grand stand that will provide sufficient accommodation. The ladies' building is being repaired, and the Experimental Farm exhibit will be placed in Horticultural Hall.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

Drink Lemonade

Made From

HOME GUARD BRAND

Verdilli LEMONS

Perfection in Lemons. Fully three months of warm weather yet. Take the hint. Stock up with a few boxes.

WHITE & CO., Limited

TORONTO AND HAMILTON

What's the Answer?

Tracuzzis' brands were practically the only Lemons that landed in Toronto this summer in sound condition—"ST. NICHOLAS," "HOME GUARD."

W. B. STRINGER & CO., TORONTO

LEMONS, new, 300's	-	$5.00 per box	ORANGES, late Valencias, all sizes,		$6.00 per box
" St. Nicholas, 300's		4.00 "	" Sorrentos, 200's,	-	3.50 "
" " 360's		3.50 "	TOMATOES, fancy Canadians,		40c. per basket

THE DAWSON COMMISSION CO., Limited, - TORONTO

FOR FANCY TRADE

CALIFORNIA LEMONS, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.

THE BEST ORANGE GROWN

is

"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.

WATER MELONS, Big sellers this weather.

Send us your orders for anything in Fancy Fruit.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

FOOD STUFF NEWS OF NEW BRUNSWICK

Special Correspondence of The Canadian Grocer.

St. John, N.B., August 12, 1907.

Business was quiet in the local wholesale markets during the past week, and no notable changes in prices current took place. Retailers report trade fairly brisk for the time of year. There is a scarcity of good canned lobster. Butter and eggs are not over plentiful, and dealers say that there is little likelihood of these staples getting any cheaper than they are now. All sorts of green stuffs have declined, with the exception of peas, which seem to be scarce and are held at from $1 to $1.10 per bushel. New potatoes are coming in quite freely and are now offering at from 75c. to 80c. per bushel.

* * *

The New Brunswick Cold Storage Co. was organized at a meeting held on Wednesday, and is an amalgamation of the provincial company with the company now building the warehouse on Main street, near the I.C.R. pier.

The following officers were elected:—R. J. Graham, Belleville, Ont., president; George McAvity, St. John, vice-president. L. S. Macoun, Ottawa, secretary-treasurer; and H. R. Ross, Sussex, and A. I. Trueman, directors.

Sir Frederick Borden, who is interested in the enterprise, was in the city to attend the meeting.

The company will proceed with the building of the warehouse, now being erected at a cost of $125,000, and will operate under the provincial charter granted to the New Brunswick Company.

The promised investigation into the origin of the fire of July 15 at Hartland, N.B., will be begun this week before Justice John Barrett. Hon. H. A. McKeown, of St. John, will handle the case for the commissioners.

William Glew, a grocer, of Woodstock, died on Sunday, August 4, aged between fifty and sixty years. Born in England, he came to this province more than thirty years ago, and for almost that length of time carried on the grocery business in Woodstock. He is survived by his widow and one son, George.

Not for many years has there been so much water in the St. John river during the summer season. The lumbermen are happy, as it affords an excellent chance for rafting operations, but the farmers are correspondingly gloomy. Large quantities of hay that have been cut for ten days or more lie in the fields for want of warm, dry weather. Much of this hay is in danger of rotting. The wet weather has also had some effect on the harvesting of other crops. It is thought, however, that a few fine days will be had soon and that the danger point will be safely passed. There is a great scarcity of men to handle the immense crops, even should the weather come around more favorably.

NOTES.

J. B. Johnson, New York, was in Montreal this week.

Thos. H. Montgomery, Montreal, has returned from a vacation spent at Old Orchard.

Mr. Neilson, of the Lake of the Woods Milling Company, Montreal, is away on his holidays.

G. H. Macfarlane, assistant general manager E. W. Gillett Co., Toronto, was in Montreal last week.

C. D. Cowles, of St. Charles Condensed Milk fame, was around the Montreal trade the other day.

James Duff, of the Whitman Fish Co., Canso, passed a few days in Montreal the early part of the week.

The Acme Can Works, Montreal, was closed Saturday of last week, the occasion of the employe's annual picnic.

S. J. Carter, of S. J. Carter & Co., Montreal, has returned from Cacouna, where he spent a few days with his family.

Charles Pratt, Heathcote, has sold his general store business to Robert Conn, who will conduct it upon the same lines as heretofore.

H. T. Reason, president of the St. Thomas Canning Company, St. Thomas, passed through Montreal last week on his way to the Old Country.

S. C. Thompson, better known as "Sid," a noted football player, of Victoria, B.C., has acquired the grocery business of the late Alex. Adam, Victoria. He will keep the stock up to the standard of first-class groceries, and deliver goods to all parts of the city. Mr. Thompson was formerly with Wilson Bros., the wholesale grocers, of Victoria.

Viau & Frere, Montreal, the biscuit manufacturers, have moved into their fine new factory, corner of Ontario street and Third avenue, Viauville. The new structure is by no means finished, but the firm have found it expedient to get into the new three-storey building. It will be remembered they sold their Notre Dame street premises to the C.P.R. some months ago.

Jos. Cote, importer and wholesale tobacconist, Quebec, has enlarged and completely renovated his store on St. Paul street. On the first floor, which covers an area of about 5,000 square feet, are fine offices and the department of smokers' sundries. The second floor is used for leaf tobacco, biscuits and confectionery, and the third will be used for different lines, such as matches of all kinds, premiums which are given with the different brands of cigars, etc. The firm will have one of the finest stocks of smokers' sundries in Canada, and will give special attention to speedy delivery of goods.

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

We handle

SALT

and SALT only, and give every order careful, prompt attention

VERRET, STEWART & CO.
LIMITED
MONTREAL

Say this to your customers!

All The Genuine Branded Thus

Halifax and Acadia Codfish are nice things to eat. They can be made up into so many tasty dishes. Besides this they are nourishing, being good for the brain as well as the body.

One reason why Maritime Provinces people are so brainy is because they eat so much ***Halifax and Acadia] Boneless Codfish.***

The most delicious of all imported Sardines is the

"King Oscar" brand

The care that is exercised in curing and packing and the absolutely pure olive oil used make the "King Oscar" Sardines the delight of the epicure. Your customers want the best if they want Sardines at all. They will want "KING OSCAR" brand once you sell them a tin.

For sale by leading jobbers.

John W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents HAMILTON.

We are now packing the

"FAMOUS BRUNSWICK BRAND"

SARDINES
CLAMS
SCALLOPS
AND
FINNAN HADDIES

We guarantee every tin we pack
Yours respectfully,

Connors Bros., Limited
Black's Harbour, N. B.

CLERKS

A Page for the Man who works for Wages.
A Clerk's Education.
Retail Salesmanship.
Lines for a Clerk's Scrap Book.

The importance of the clerk is underestimated. There are more grocery clerks than grocers, and it follows that more groceries are handled by clerks than by their employers. The present relation, therefore, of the clerk to the foodstuffs trade is very important. Then there's the future. The clerk of to-day is the grocer of to-morrow. So that looking at it this way the foodstuffs trade is in the hands of the clerk.

This responsibility doesn't seem to be weighing heavily upon either employer or clerk, but it ought to, and a realization of it on the part of the trade in general would lead to a much more thorough system of education for beginners in the foodstuff trade. There are two well defined departments of grocery education, there is first the technical knowledge of foodstuffs, and second the practical knowledge of storekeeping, how to buy goods and how to sell, how to keep stock, how to keep accounts, how to dress windows, how to advertise, how to get trade, and how to hold it.

A knowledge of foodstuffs could be imparted to the trade by a system of technical education. That the Government would be justified in establishing because of the intimate relation to the public health of the handling of foodstuffs. The other branch of knowledge is a matter of experience directed by intelligence, care, thoroughness and enthusiasm.

RETAIL SALESMANSHIP

THE RETAIL CLERK HAS HIS FAULTS.

Heads of departments in large retail stores state that the most common fault with their salespeople is a marked want of tact. This, combined with an evident carelessness as to whether the customer buys or not, is said to explain why so many individuals employed in stores earn so little. "Retail salesmanship," says one man well up in a big western establishment, "is a world in itself. To the man or woman who will study retail salesmanship thoroughly, find out what makes the public buy, and how to infuse enthusiasm into the mind of the prospective customer, there is every chance for advancement. Too many clerks get set ideas about it being impossible to make progress. Those who make good selling behind the counter are the ones who take a correct view of retail salesmanship and regard it as a profession."

Nearly all of the greatest retail merchants in the country have themselves been behind the counter. There is no better training ground on earth for the future owner of a store than to sell merchandise in a big retail store.

That the contention of the storekeepers and heads of departments about a lack of interest and tact in their employes is true to a large degree can be proven by the experience of most people. Who has not been sneered at—not by word of mouth, but by the manner of the clerk—when a ten cent or fifty cent purchase was made when the clerk expected it to be several times that amount? Who has not waited for several minutes looking at the backs of salespeople engaged in doing everything but waiting on customers?

"I want my clerks to be gentlemen," says one merchant who employs men. "When they can't be classified under that title they can't sell goods for me twenty-four hours. Every man, woman and child remembers the store where they have been kindly treated. I aim to make my clerk's feel that everybody's call is important. No man likes to buy a tie or a shirt and the clerk to ask him in a careless, slovenly manner what he wants. It's not in human nature to like such treatment.

"A customer also gets grouchy if he does not get prompt attention. It's a

A MONEY-MAKER

Do you sell **T. & B.** Tobacco, Mr. Grocer? If not, you don't realize what you're losing.

For a really satisfactory, popular and profitable tobacco,

T. & B.

Stands above them all. It's a mighty good attractor, too. Sells more than itself. This is a reason or two why you ought to stock it.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

big mistake for any store to attempt to get more people into it than can be properly waited on. Enthusiasm in the clerk begets enthusiasm in the customer. Courtesy, tact, civility and a pleasant demeanor sell goods as well as cut prices. I find men especially are keen of remembrance as to how they were treated in a certain store."

The head of a large department in one of the biggest State Street stores in Chicago vouches for the truth of the following, as told by George Brett in the Worker's Magazine: "A young man came to us three years ago and asked for a position as salesman in a certain department in this store. We asked him what his qualifications were, and he said: 'My stock in trade consists of knowing the faults of ordinary salespeople through having had to put up with them during many years of shopping.'

"He was in earnest and a man of decided intelligence. We gave him a start. It may seem incredible, but the first day he started working he sold more goods than any other clerk in the department. He seemed to have the knack of putting customers into a good humor by laying himself out to please. He studied the customer's first remarks intently. If a man asked for a cheap article and evidently couldn't afford to pay more, he never aimed to force him into paying a higher price than his purse could afford. Maybe he was a good reader of human nature. Anyhow we knew him to be a star salesman. He had not been with us more than a year when a young man came in accompanied by an elderly one. This old man was the most cross grained, obstinate and surly customer that ever walked into our store.

"But our salesman was not discouraged. He pulled down box after box, showed him one article after another with the greatest of urbanity, and ignored his rude remarks for nearly an hour. Eventually the old man seemed to get a little ashamed of his brutal speech and overbearing manner, and finally bought several articles of wearing apparel.

"While the old man was walking to another department, the young man stepped up to the counter and entered into an animated conversation with our salesman. 'Any man who can keep his temper with an individual like I brought here to-day certainly is a marvel,' was the comment to our employe. 'I've never seen anything like it. I don't care what your salary is behind that counter: I need you in my business, and whatever you're receiving here I'll give you twice as much. Put your hat and coat on and consider yourself engaged.' Our salesman told him he didn't do business that way.

"The business man then threw down his card and said: 'Well, think it over. There's no particular hurry. Look me up if you think you'd like a position at the terms named.' The upshot of the matter was that our star salesman made investigations, and being satisfied went into the young man's employ. He was getting $25 per week with us, which of course meant $50 that his new employer had to pay. I heard he made a salesman out of him. Maybe that expression is wrong. He may have had a few things to learn about the articles he had to sell, but on the art of salesmanship I never saw a man who seemed so thoroughly gifted by nature as the man who was with us but one short year. I understand one clerk asked him one day how he accounted for his remarkable ability to effect sales, and the crack salesman said the great majority of salespeople lacked tact and sympathy with customers."

FOR THE CLERK'S SCRAP BOOK.

Remember that work is only a means, character is the end.

That sincerity is the foundation of all honest work.

That sorrow is the price most men pay for lasting attainments.

That you label your own work.

That no one can hold you down if you are determined to succeed.

That every man is destined to do something worth while.

That seven roads lead to Rome.

That most people judge you by first impressions.

That few men succeed until they try

That hard work is no small part of genius.

That it takes no longer to say kind words than those that cut.

That the only way to keep your credit good is by paying your debts.

That it is easier to do good work than poor, if you once learn how.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

McDOUGALL

Insist upon having them.

D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes

Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street,
Office and Sample Room: 188 St. Paul Street, Phone 1272,
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097
} QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

That the more difficult things are to accomplish, the more worth while.

That a sensible employer is more anxious to push you ahead than to hold you down.

That you are one link in a great chain.

That ambition develops, selfishness thwarts, body and mind.

That rules are necessary to a business as laws are for right government.

That you cannot learn everything in a day.

That the fact that you are being employed is a promise by you of good work.

That your boss often appreciates your work, but does not find time to tell you so.

That time progresses and methods change.

That it is legitimate to talk about your goods as long as you tell the the truth.

That there is only one way to sell goods; place them in the market to advantage.

That many a man might seek you as a customer if he could find you out.

That only cowards are afraid to venture.

That even angels are impatient once in a while.

That it is foolish to bear a grudge. Unkind feelings are not marketable.

That it pays to dress well, even in business.

That every workman thinks that if he were the boss he would act differently.

PURVEYORS BY SPECIAL APPOINTMENT TO
HIS IMPERIAL MAJESTY, THE KING.

Cantrell's

"Dry Imperial"

GINGER ALE

In Pints and Half-Pints

"It is as clear and sparkling as champagne"

MANUFACTURED BY

CANTRELL & COCHRANE, *LTD.*

Dublin and Belfast

JOHN HOPE & CO., - Sole Agents for Canada
MONTREAL

CENTRAL CANADA FAIR.

Directors Making Improvements and Fair to be Better Than Ever.

Word comes from Ottawa that very extensive changes have been made in the grounds and buildings of the Central Canada Fair, all with the view of increasing the already picturesque appearance of Lansdowne Park. The buildings are being moved and changed to permit of a splendid view being obtained of the grounds immediately one enters the gate, and to provide spacious avenues where the visitors can promenade and rest when they so desire. Country people have appreciated the accommodation for resting under the trees and partaking of refreshments, and by the improvements this accommodation has been largely increased. This class of patrons probably more than any other will appreciate, also, the action of the directors in discontinuing the plan followed last year of shutting the people out from the judging ring. It has been decided to revert to the old system of permitting the visitors to see the animals being judged in the ring set aside for that purpose, and to provide seating accommodation this year as far as possible under the circumstances. A new main entrance has also been constructed. This will be especially for evening admission to the large new auditorium where the night attractions will be presented. If one only desires to attend the night show, he comes in by this new entrance, and saves the admission fee to the grounds, which are kept open until 11 o'clock for the benefit of people who desire to see the Exhibition buildings, and displays in the evening. People on the grounds can go into the auditorium by another entrance.

CANADIAN CONDENSED MILK CO.

H. W. Knight, manager and superintendent of the St. Charles condensed milk and cream factories at Ingersoll for the past five years, has resigned and organized a new company to be known as the Canadian Condensed Milk Co., Limited, with temporary sales offices at 39 James St. S., Hamilton. Mr. Knight will be the general manager, with a temporary office at Ingersoll.

The capital of the new concern has been fully subscribed. Complete and up-to-date machinery has been ordered, and work on the buildings will commence as soon as the directors are able to select a suitable location. The new plant will be one of the most up-to-date condensed milk and cream factories in America, and under the capable management of Mr. Knight the success of the company is assured.

It is expected that the new company will be in a position to supply the trade with choicest condensed milk and cream about December 1st next, under the "Canada First" brand, which has been registered.

Nicholson & Bain, of Winnipeg, Calgary and Edmonton, have been appointed wholesale agents in Manitoba, Saskatchewan and Alberta for the sale of Lea and Perrins' Sauce. This is another important addition to the big string of agencies handled by this firm.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year		$30 00
" " "	6 months		17 00
" " "	3 months		10 00
50 " "	1 year		17 00
" " "	6 months		10 00
25 " "	1 year		10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

SITUATION Wanted as Butterman, Egg tester or Manager, in Grocery Stores; Wholesale or Retail; Englishman. A. S. Parkin.

SITUATION WANTED.

SITUATION WANTED—Grocery Clerk with 7 years experience desires position with good firm in North West; can furnish best references as to character and ability; age 24. Box, 156 Canadian Grocer, Toronto.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Don't Grope Around in the Dark!

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,

MONTREAL

PREPARING FOR NEW BRUNSWICK'S RECORD POTATO CROP THIS FALL

The question of housing and shipping the enormous crop of potatoes that is expected in New Brunswick, is causing not only the farmers but the Provincial Government and the railway companies considerable anxiety. Shippers of potatoes in the four counties interested, farmers and others in large numbers, met Hon. L. P. Farris, Commissioner of Agriculture and Hon. W. P. Jones, Solicitor General, the committee from the Provincial Government, in the Board of Trade rooms at Woodstock last Thursday night, to consider the providing of better facilities for the storage and shipment of potatoes in York, Carleton, Victoria aad Madawaska counties. Messrs. Kirkpatrick and Tinker, of the C.P.R. were present and J. T. A. Dibblee, president of the Woodstock Board of Trade was in the chair.

Jas. E. Porter, of Andover, H. H. McCoin, of East Florenceville, Chip Phillips, and C. W. Dugan of Woodstock spoke about the shortage of cars and the difficulty of making prompt shipments.

Lack of Cars Saved Farmers.

B. F. Smith, M.P.P., said there is no use in disguising the fact that more potatoes than last year will be raised. Then of course the C.P.R. did the best they could, but if they had furnished all the cars that were wanted the market would have been glutted and the farmers would not have realized as much as they did. He said he tried to show the farmers that they should increase their acreage gradually. As the population of Western Canada increases, the market will also increase.

"I still think," said Mr. Smith, "the farmers have made a mistake and increased their acreage too fast. The C.P.R. should build a few potato houses and say to the shippers, 'We will rent you these houses at a normal rent.' If the C.P.R. refuses, then the government should step in. Of course governments cannot create trade but they can create conditions. Or the shippers may form a company, let the government send engineers to report on potato houses and probably the government may loan the necessary money at six per cent. The shippers might charge the farmers 10 cents a barrel for storage for say a month. I know of many farmers who have planted ten acres of potatoes and no doubt there will be a large yield."

Enlarge the Markets.

Mr. Kirkpatrick, general freight agent of the C.P.R., said that as far as the C.P.R. was concerned it would enlarge the potato market. A new and more favorable tariff would be given the shippers. It might be possible to find a market in England. Some N.S. shippers sent potatoes to the West Indies last year. "We will," he said, "give you a better car service next winter, but during October and early in November the supply of cars is limited. Get the farmer to put in root houses, then he can keep his potatoes and dispose of them when he likes. There are, or will be, eighteen or twenty potato houses between Woodstock and Emundston that will take care of 300,000 bushels."

He suggested that the government get some practical man to go around and have plans drawn for the erection of root houses.

J. F. Tweeddale, M.P.P., said he was one of a company incorporated to build potato houses and had invested $15,000, and would build six new houses. J. C. Manzer and James Porter each would build one in Victoria county. He was surprised that Woodstock shippers did not provide more houses. From Victoria county last year, 478 car loads were sent, and they could have sent 200 more, and Fort Fairfield dealers sent 100 cars to the Canadian market. It was to the farmer's advantage to provide facilities for storage.

Favor Root Houses.

F. B. Carvell, M.P., N. S. Dow, C. E. Gallagher, jr., Messrs. Burden, Armstrong, Guy Porter and others spoke. It was moved by Mr. Carvell, seconded by Mr. Gallagher, that the Provincial Government employ men to travel through the four counties and discuss with the farmers the ways and means of storing the surplus crop of potatoes.

It was moved by Mr. Porter, and seconded by Mr. Armstrong, in amendment, that the government of the country be asked to assist the erection of potato houses for surplus stock. The amendment was lost and the original motion carried.

G. Porter, seconded by Mr. Burden, of York, then moved that a committee of two from each county be appointed to wait upon the C.P.R. in regard to sidings and transportation facilities. This was carried and the following committee was appointed: Victoria, Guy Porter, J. C. Manzer; Carleton, C. Dugan, H. H. McCain · York Messrs. Bell and G. F. Burden; Madawaska, A. Wirt Hall, J. A. Bernier.

After remarks by Hon. L. P. Farris and Hon. W. P. Jones the meeting adjourned.

On Friday morning the committee met the C.P.R. officials and were given the assurance that more cars would be provided and better rates given for the shippers of potatoes.

AN EVENT OF INTEREST.

Canada's Great Exhibition to be Opened by the Governor-General on August 27th.

Grocers not only in Ontario, but all over Canada, are looking forward with interest to the Canadian National Exhibition, to be held in Toronto from August 27th to September 9th. Some of the largest displays this year will be made by manufacturers and agents of foodstuffs and provisions, this department promising to be more interesting and better filled than ever before, indeed, the list of exhibitors includes many of Canada's largest manufacturers of food supplies.

The other departments of the exhibition will, of course, be of general interest. The new buildings, on which $400,000 has been spent during the year, will be worth seeing, The fact that $50,000 is offering in premiums is an assurance of a large and excellent entry list in all departments, and a provision of $50,000 for special attractions promises specially good things for the lighter attractions. Both American and Canadian railways are offering particularly attractive rates and exhibition visitors from a distance are likely to be considerably more numerous than in any previous year.

BRIGHT OUTLOOK IN ALBERTA

The Department of Agriculture of Alberta on Aug. 2nd issued the following estimate of the crops in that province this year, with last year's figures for comparison:

Year.	Acres.	Yield.
	Spring Wheat.	
1906	97,760	2,322,292
1907	162,643	3,600,881
	Winter Wheat.	
1906	43,661	907,421
1907	92,382	2,039,509
	Oats.	
1906	323,923	14,353,329
1907	384,344	13,192,150
	Barley.	
1906	75,678	2,101,887
1907	76,433	2,201,179

ACME CAN PICNIC.

Employes' Outing at Isle Gros—The Sports—Winners.

Employes of the Acme Can Works, Montreal, held their second annual picnic last Saturday at Isle Gros Bois, and a very enjoyable one it was. Fully four hundred employes and friends were there and they all seemed to enjoy themselves. Jas. B. Campbell, the head of the company, was on hand to help out with a word here and there.

The programme of sports was a long one and every event was keenly contested. The winners:

Boys' race, 6 years and under—R. Page; girls' race, 6 years and under—Mary Welsh; boys' race, 12 years and under—N. Desjardins; girls' race, 12 years and under—Eva Beauchemin; boys' race, 16 years and under—Hy. Laurendeau; girls' race, 16 years and under—Nellie McConnell; married ladies' race—Mrs. T. H. Pratt; young ladies' race—Miss Morris; young men's race—A. Muncaster; sack race—H. Gohn; hop, step and jump—Thos. H. Pratt; putting 32-lb. shot—Nicola Leckas; prize waltz—Mr. Geo. Chisholm and Miss Galarneau; committee race—Edward F. Pratt; married men's race—D. Dubeau; baseball match—Tomato Cans vs. Corn Cans. Won by Corn Cans; baby competition, 18 months and under—Winner, Marguerite DeGruchy, age 18 months; baby competition, 18 months and three years—Winner, Doris Beard, age 3 years; three-legged race—H. Cohn and E. Larin; tug-of-war—Married men vs, single men. Won by married men; broad jump—N. Fortis.

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:

GILLARD & CO.,
LIMITED
London England

Manufacturers of Sauces and Pickles to

HIS MAJESTY THE KING — *H.R.H. THE PRINCE OF WALES*

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

CENTRAL CANADA

EXHIBITION

AT OTTAWA

September 13th to 21st, 1907

$15,000 in Cash Premiums with 37 Gold Medals as Special Prizes

Fine grounds and up-to-date buildings

The best special stand attractions and a grand night show

Exhibit of Live Stock always a feature

Write E. McMahon, Secretary, for all information

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"

The experience of all users proves that

"Enterprise" Rotary Smoked Beef Shaver

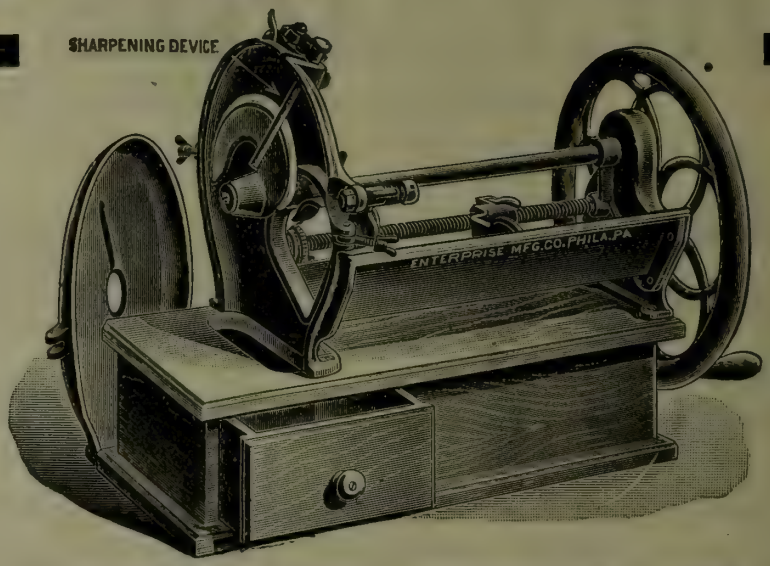
greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U.S.A.



No. 125 (with 2 blades) . . $22.50 No. 129 (with 1 blade) - - $22.50

COLES Electrically Driven Coffee Mills

Single and Double Grinder — Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

—

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

A Dollar Saved Is a Dollar Made.

This cut shows the **Diamond Hall Awning,** Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

Durability, Ease of Operation and Reasonable Price.

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

The shrewd grocer knows that good soap talks strongly in favor of the quality of other lines. That's why most merchants feature

CANADIAN CASTILE SOAP

Because it is the best and purest by actual test of any Laundry Soap ever marketed.

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN,

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

A Safe 100 per cent. Investment

An investment in a Bowser Self-Measuring Oil Tank will pay you 100 per cent. every year by stopping all losses from leakage, evaporation and waste.

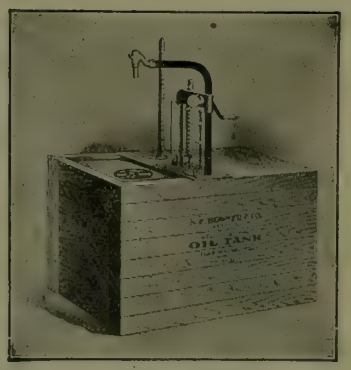
Even while Bowser is paying for itself, it cleanliness, convenience and safety are alone worth more than its cost.

If you want to know more about this safe 100 per cent. investment, write for catalogue B.

S. F. BOWSER & CO., LIMITED

66-68 Fraser Avenue, - - - TORONTO

If you have an old Bowser and want a new one, write us for our liberal exchange offer.



Cut No. 19—Type B
one Of 50 Styles.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Maconochies'

Pickles are the most saleable on the market to-day. Your customers soon pick them out as the top notch of value—in other words, the greatest combination of quality and price that money and skill can reach.

Your Profit is Made

when your goods are sold. Maconochies' lines are sure sellers, returning an infallible profit and a good one.

Surely it is worth the little effort required to introduce them to your customers. Once started your trade will grow so rapidly that it will surprise you. For the good of the cause we offer cash prizes to grocers returning the wrappers which contain the bottles. Are you saving yours?

For particulars apply to the general agents for Canada.

MacLaren Imperial Cheese Co., Limited

Head Offfce

TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 16, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ¼ lb., 4 doz.	$0 45
" " " ½ lb., 5 doz.	0 90
" " " 1 lb., 3 doz.	1 25
Borax, ¼ lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 70
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

			Per doz.
Trial size, packed 6 doz. in case			$0.90
4-oz.	" 4	"	1 35
6-oz.	" 3	"	1 80
8-oz.	" 3	"	2 35
12-oz.	" 2	"	3 55
16-oz.	" 2	"	4 55
32-oz.	" 1	"	8 50

Terms net 30 days.

Beverages

JOHN HOPE & CO. AGENTS.

Cantrell & Cochrane's aromatic ginger ale, cases, 1 doz	1 30
Casks, 1 doz	1 25
Dry Imperial ginger ale, pts., cases 5 doz	1 40
Dry Imperial ginger ale, ½ pts., cases 10 doz	1 00
Club soda water cylinders, casks 10 doz	1 25
Club soda water cylinders, cases, 5 doz	1 30

Not less than full package.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

JAMES DOME'S LEAD. Per gross.

6a size	$2 40
2a size	2 50

Cereals.

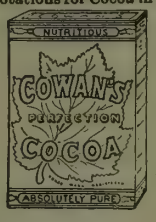
Wheat OS, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 15
London Pearl per lb.	0 25

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ¼-lb. cakes, 12-lb. boxes per lb.	0 38
Vanilla, ¼-lb. cakes, 12-lb. boxes per lb.	35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ¼'s 12 lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ¼'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, 20c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 4 doz. in case per doz.	0 90

Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ¼ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb.	0 35

EBY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, "	4 50
" 1-lbs. "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case				per doz.	$ .80
¼	"	4	"	"	2.40
½	"	2	"	"	4.75
1	"	1	"	"	9.00

JOHN P. MOTT & CO.'S.

R. S McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ¼'s (for cooking)	$0 32
Prepared cocoa, ¼'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 40
" " ½'s	0 38
" No. 1 chocolate, ¼'s	0 32
" Navy ¼'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	39c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	40c.
6 lb boxes, 12 boxes in case, 1-5-lb. tins	41c.
12-lb. boxes, 6 boxes in case	41c.

Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	32c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	33c
6 lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.

Milk chocolate—	
50 5-cent pieces to box, per box	$1.65

Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.65
6-lb. bxs. 12 bxs., in case, ¼-lb. tins	28c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	28c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs.	24c.
6-lb. " 12 " " ½-lb. "	24c

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 27½
¼ and ½ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	$0 25
" Mocha	0 27½
" Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.			1 75
10 " " 4 " "			3 00
Rep. quarts, 1 " "			6 50
Imp. " 1 " "			9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	3	cents each
00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

&

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

More and More

it is becoming a necessity for grocers to handle Condensed Milk and Evaporated Cream.

BORDEN'S BRANDS

are responsible for increase in consumption of Milk products.

"Eagle Brand" Condensed Milk and **"Peerless Brand"** Evaporated Cream

are the standards

WM. H. DUNN, AGENT

27 Front Street East, TORONTO.

394 & 396 St. Paul St., MONTREAL.

(Unsweetened)

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

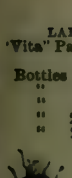
BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.	0 07½
5 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. jam) 2 doz. in case, per doz.	$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 11½
½-bbls.	0 11½
Tubs, 60 lbs	0 11½
Pails	2 33
20-lb. tins	2 33
Cases 3-lb. "	0 12½
" 5-lb. "	0 12
" 10-lb. "	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
2 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ¼-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
1-lb. jar "	0 25
F. D ¼-lb. tins, per doz.	0 85
½-lb. tins "	1 45

E. D. MARCHAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$0 35
½-lb. tins "	0 35
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
4-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

JOHN HOPE & CO., AGENTS.

Barton & Guestier Olive Oil—	
Quarts, 12's	$ 8 50
Pints, 24's	9 50
½ pints, 48's	10 50
Less 5 per cent. discount.	

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

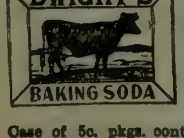
PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.	0 90
Pint " 3 doz.	1 75

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06
Benson's enamel, per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 5½0
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 80 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	2 50

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

Wood's Package Ceylon Teas

MAY QUEEN, PRIMROSE, GOLDEN ROD and FLEUR DE LIS are packed in full weight, air-tight tin cubes—the most practical and satisfactory package for the Consumer.

From the finest product of the world the Teas are culled for these delightful packages—whose Trade-Mark guarantees unchallenged Purity and Superiority.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb .	0 07
Durham corn starch, 40 lb.	0 06

Laundry Starches—

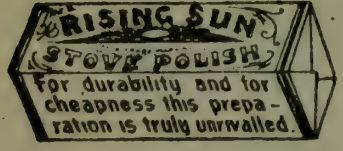
No. 1 White, 4-lb. cartons, 48 lb..	0 (6½
" " 3-lb. cartons, 36 lb..	0 06½
" 200-lb. bbl.....	0 0[illegible]
" 100-lb. kegs.....	0 0[illegible]
Canada Laundry, 40 to 46 lb.....	0 0[illegible]
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
Alsop Gloss, 1-lb. packages, 40-lb	0 06
Coldwater Ivorine Starch, per box, 40 pkgs.....	2 50

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03 per lb.
Half-barrels, 350 lbs...	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.....	1 15 each
3 " " 38½ lbs.....	1 60 "

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case.....	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24, pts.. 2 50	Cases 24 qts.. 4 80
Cases 12, ½-gal 4 80	" 6 gals.. 4 50
" 1, 5-gal 4 00	

54 lots prepared up to 40c. rate.

Empire Golden Syrup—

Cases, 24—2's. 2 25	Bbls, per lb. 0 03
" 12—5's. 2 55	½-bbl. " 0 03½
6—10's. 2 50	Kegs " 0 03½
3—20's. 2 45	Pails, $1.50 and $1 60

Usual freight allowance for factory shipments

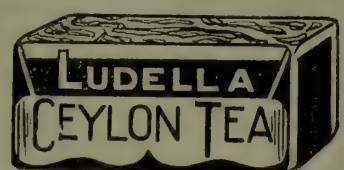
ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lb.....	1 15 each
3 " " 38½ lbs.....	1 60 "
2-lb. tins, 24 in case, per case ..	2 25
5-lb. " 12 " " ..	2 55
10-lb. " 6 " " ..	2 50
20-lb. " 3 " " ..	2 45

Teas.

SALADA CEYLON.

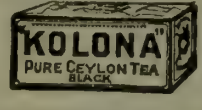
	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 35	0 50
Gold Label, ½'s.....	0 44	0 60



Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

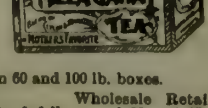
LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 13
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19



Ceylon Tea in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.....	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.....	0 22	
Green Label, " 40c.....	0 28	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 42	
Gold Label, " 80c.....	0 55	



MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 20	0 25
" " ½ lbs.....	0 21	0 26
Black, green, mixed, 1 lbs. & ½s..	0 22	0 30
" " 1 lbs,. ½s & ¼s.	0 30	0 40
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs. & ½s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

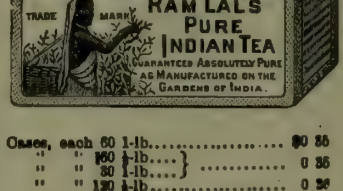
Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s...	0 22	0 30
Green " 1's and ½'s..	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s and ¼'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1 s and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00



Cases, each 60 1-lb.....	$0 35
" " 160 ½-lb....	0 35
" " 80 1-lb....	
" " 120 ¼-lb.....	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.....	$0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan ½s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.....	$....
" II 40-lb. boxes.....	....
" III 80-lb. boxes.....	....
EMD AAA Japan, 40 lb " at.....	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes....	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
"Condor" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s	
60-lb. cases .....retail,	0 27½ at 0
Grey Label, ½s, ¼s and 1s,	
60-lb. cases .....retail	0 30 at 0 33
"Condor" Ceylon black tea in lead packets	
Yellow Label, ½s and 1s,	
60-lb. cases .....retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 50 at 0 54
White Label, ½s, ¼s and 1s,	
50-lb. cases ....retail	at 0 60
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30½
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 48
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 48
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Finet Cheroots, 1-10	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20.....	75 00
Cut tobaccos.	
Petit Havana, ½, 1-13—1-6	0 [illegible]
Quesnel, 1-4, 1-2	0 65
" 1-9	0 60
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 80
" " 1-lb "	0 85

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine, per dozen.....	6 00
Absorbine Jr., per dozen.....	9 00

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	$0 33½
Condor, pure distilled.....	0 27½
Old Crow.....	0 23½
Special prices to buyers of large quantities	
White Wine, proof.....	0 [illegible]
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case....	1 10

Batger's

Lime Juice Cordial

is a trade-winning article to sell. In selling Lime Juice, quality is everything.

Batger's has it

Rose & Laflamme

Agents

MONTREAL and TORONTO

"A good record is more to be desired than fine promises."

Other sauces may promise great things, but

Paterson's Worcester Sauce

has an unequalled record.
Are you selling it?

ROSE & LAFLAMME, Agents
MONTREAL and TORONTO

RIVERDALE BRAND

Canned Goods

are

Matured Fruits & Vegetables

that are

Carefully Selected

and

Perfectly Processed

by

Modern Machinery

and

Efficient Labor

The packers are

THE LAKESIDE CANNING CO. LIMITED

WELLINGTON, ONT.

Pernot Biscuit

5 Factories, 40,000 sq. yards

Obtained highest awards at Worlds Fairs :

Grand Prix—Hanoi, 1902—India
St. Louis, 1904—U.S.A.

SPECIAL AWARDS (Out of Competition)
Liege, 1905—Belgium
Marseilles, 1906 – France
Milan, 1907—Italy

Leon Fontanel & Co.

General Agents

6 St. James St., - Montreal

Responsible agents wanted in the larger cities.

LEON FONTANEL & CO.
General Agents
6 St. James St., - MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Awnings, Tents, Rope, Etc.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Beer—Non-Alcoholic.
Kops' Breweries, London, S.W.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Lea Pickling & Preserving Co., Simcoe
Napanee Canning Co., Napanee.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Co., Hamilton, Ont.
Ingersoll Packing Co., Ingersoll, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Decorations, Table.
Hovell, A. J., & Co., London, W.C

Delivery Wagons.
Abbott H. G., & Co., London, Ont.

Egg Trays.
Star Egg Carrier & Tray Mfg. Co. Rochester, N. Y.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Foreign Importers.
MacDonald, Gordon & Co., London, Eng.
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McBride, John T., & Co., Montreal.
McWilliam & Everist, Toronto.
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Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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Nicholson & Brock, Toronto.

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Alexander Milling Co., Ltd., Brandon.
London, Ont.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto

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Bell, Thos., Sons & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
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Mathewson's Sons Montreal.
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Turner, James, & Co., Hamilton.
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Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

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Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

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Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
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Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
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McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
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Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
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Scott, Bathgate, & Co., Winnipeg.
Tew, Richard & Co., Toronto.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

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Improved Match Co., Montreal.

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Fearman, F. W., Co., Montreal
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Nicholson & Brock, Toronto.
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Wethey J. H., St. Catharines.

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Crain, Rolla L., Co., Ottawa.

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Gillard & Co., Walthamston, London, N.E.
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Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal
Mason, Geo., & Co., London, Eng.
Paterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.

Poison, Rat.
Common Sense Mfg. Co., Toronto.

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Majestic Polishes, Ltd., Toronto.
Oakey, John, & Sons, London, Eng.

Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.

Polishes—Stove.
Morse Bros., Canton, Mass.

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Barnard Frank H., Toronto.

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Eureka Refrigerator Co., Toronto
Hillock, John, & Co., Ltd., Toronto.

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Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

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Canadian Castile Soap Co., Berlin, Ont.
Guelph Soap Co., Guelph, Ont.
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St. Croix Soap Mfg. Co., St. Stephen, N.B.

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Church & Dwight, Montreal.

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Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

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Terminal Warehouse & Cartage Co. Montreal.

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Dominion Molasses Co., Halifax, N.S.
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Lucas, Steele & Bristol, Hamilton.
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Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont

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Branson & Co., Ltd., London, Eng.
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Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
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Kit Coffee Co., London, Eng.
Nishimura, Shaw T., Montreal.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Robertson, John & Son, Montreal.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Veterinary Remedies
Young, W. F., Montreal

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Burnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.

Washing Compound.
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Wines and Liquors
Hope, John, & Co., Montreal.

Woodenware
Stevens-Hepner Co., Port Elgin

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VOL. XXI. MONTREAL, TORONTO, WINNIPEG, AUGUST 23, 1907. NO. 34.

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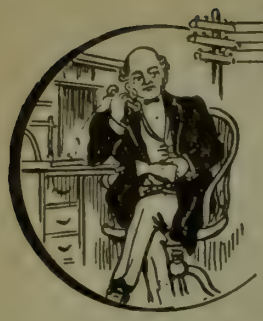

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WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

The Success of Making Pickles——

The pride of many housekeepers is based on the quality of their own made Pickles, Sauces, etc. As you know—to achieve good results—more depends on the quality of the ingredients than on the processing. You will be looking to your own interests as well as your customers' by selling them

OUR PURE SPICES

——ABSOLUTELY PURE AND TRUE TO NAME——

Nothing finer to be had at any price— You must not forget

"IMPERIAL" VINEGAR

PURE, SPARKLING, CLEAR AS CRYSTAL

Full bodied—yet of that exquisite mellow flavor that makes it the favorite of the knowing housekeeper.

SEND US YOUR ORDERS--

IF YOU WANT——
PROMPT SHIPMENT
LOWEST PRICES and
BEST TERMS

DON'T FORGET

"GOLD MEDAL" COFFEE

Never yet disappointed a user—

EASILY THE BEST 40c. COFFEE SOLD IN CANADA

1/2, 1 and 2-lb. tins, whole or ground.

THE EBY, BLAIN CO., LIMITED

Wholesale IMPORTING AND MANUFACTURING Grocers—— TORONTO

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
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CARMAN-ESCOTT CO.
Wholesale Grocery Brokers and Agents
Established 1887
722-723 Union Bank Building
WINNIPEG, MAN.

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, 45 Main St. P.O. Box 793
MOOSE JAW, SASK.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

***Gordon McDonald* & Co.,** 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

Selected Shelled Almonds
4 Crown 30c., 3 Crown 29c., 2 Crown 28c., Unselected 27c., for prompt shipment. Headquarters for all kinds of Confectionery supplies.
JOHN T. McBRIDE, - 64 Canada Life Chambers, Montreal

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Five hundred neatly printed Business Cards, Bill heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
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WOULDN'T IT PAY YOU
to have a
Resident Representative
in TORONTO?
Think **favorably** of the question and write to
JNO. J. WATT
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Good References TORONTO, ONT.
Special Attention to Advertising

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
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A Good Investment
PEANUT ROASTERS and CORN POPPERS.
Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BUSINESS CHANCES

Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

You are very unwise if

you do not place your order at once for your season's requirements of Canned Fruits and Vegetables.

You will be **still more unwise** if you do not **insist** upon getting any of the following brands, viz :—

"Aylmer," "Little Chief," "Auto," "Log Cabin," "Horseshoe," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," and **"White Rose."**

Quality guaranteed by the

Canadian Canners, Limited.

A Reasonable Profit
A Fair Reputation
The Come-Again Customer

AND

SUCCESS

There isn't a Grocer in Canada who does not think a good deal about these four things, and all shrewd merchants are constantly thinking about them and thinking good and hard. The first three are the essentials of the fourth and last—***Success.*** Now Sir ! if you could handle a line of goods about as excellent as

Old Homestead Brand Canned Goods

you might feel safe, but why not place yourself on easy street by stocking the brand Canada's particular women proclaim

"Incomparable"——————Old Homestead Brand

The favorite brand is nothing more or nothing less than the concentrated goodness of fruits and vegetables in cans—just the goodness of ripe, juicy fruit and fresh vegetables—that palate-pleasing, appetite-provoking flavor which has made ***Old Homestead Brand*** famous the wide world over. Of course

YOU KNOW THE PROFIT STORY

The Old Homestead Canning Co.

PICTON, ONTARIO

"SALADA"

The Tea that withstands competition

The Tea that attracts new trade

The Tea that gives you a good profit

THEREFORE :

The best Tea for you to sell.

Write us for wholesale prices -- "SALADA", Toronto, Montreal or New York

We shall be glad to welcome all our friends at our booth at the Toronto Exhibition

PHENIX WASHING POWDER

THE GREAT SELLER

Owing to its recognized superiority over cheap makes of washing powder, ***PHENIX*** is always used by the housewife after the first trial.

Then, the price is another consideration. Despite the high quality of ***PHENIX,*** the price is most reasonable, 5c. for ½ lb. package, or 10c. for the 1 lb., are the retail selling figures.

First quality and the right price mean profit for the retailer.

Are YOU selling PHENIX ?

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

Sole Canadian Distributing Agents

The grocer who plans wisely, because he plans ahead, will see now that his stock of

STERLING BRAND PICKLES

and other lines bearing the brand "Sterling" are well assorted.

Consult your jobber or write direct to

The T. A. LYTLE CO.

Limited

TORONTO, - CANADA

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street.
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
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"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - -	KINGSTON
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GEO. H. GILLESPIE, - - -	LONDON
CARMAN, ESCOTT CO. - -	WINNIPEG
C. E. PARADIS, - - - -	QUEBEC

When Ordering

Valencia Raisins

Remember these Marks—

"M.D.&Co." Special Fancy Quality
"W.Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

Packed by

Mahiques, Domenech & Co.

Agents: ROSE & LAFLAMME
Montreal and Toronto

When Buying Californian

Prunes,
Evaporated Fruits,
Seeded Raisins,
Loose Muscatels
Etc.

Specify

"Pansy" and "Daphne"

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents:

Rose & Laflamme, Montreal
MacLaren Imperial Cheese Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N.S.
G. B. Thompson, Winnipeg.

"O.K."

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Garlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

SALMON

HARLOCK BRAND, ½s, 8 DOZ. IN CASE, $1.00 DOZ.

In the present state of the Salmon Market the above will be found exceptional value

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

The "Quality" Salt

Since "the proof of the pudding is in the eating" we think that Windsor Salt has proved up by facts, by sales, by test. It passed the "comparison" stage long ago—now other salts are proved by "Windsor".

If "other salts" prove up, 50 per cent. that means they are 50 per cent. as pure, white, crystalline as Windsor Salt.

Windsor Salt is the so-called weather gauge —the testing glass —the "prover"— *the one hundred per cent salt.*

Windsor Salt

The Canadian Salt Co., Limited
Windsor, Ont.

JAPAN TEAS

"Since my last advices there has been no change in the market. I have just to hand several lines of desirable Teas. Kindly ask for samples and particulars."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Tartan BRAND

SIGN OF PURITY

We thank our many friends for their generous patronage during the travellers' vacation.

Our travellers start on the road Monday, heavily loaded with bargains.

WAGSTAFFE'S GOODS

Tremendous sale of these goods recorded. We have full supply. Get in your orders before it is too late.

Mail or phone orders promptly attended to. Long Distance Phone 596, free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Bee Jelly Powder

6 for 25c

ANY FLAVOR YOU LIKE

Raspberry *Strawberry*
Pineapple *Cherry*
Lemon *Nutto*

And Still More

Was there ever such value offered in Jelly Powder?---Not much! This is the kind of a proposition that appeals to you, because you know when you give such value you satisfy customers and win new trade.

That's one of the reasons why BEE BRAND JELLY POWDER is selling so well.

SNOWDON, FORBES & CO.

MAKERS

449 St. Paul Street - MONTREAL

Look Here, Mr. Grocer!

Do you think the C. P. R. would order

"ROYAL CROWN"

Witch-Hazel

TOILET SOAP

for use in their magnificent hotels—on their trains and steamships—if it wasn't mighty good soap?

It's bound to please your customers, and the profits will please you.

Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto Ontario Agents.

Wm H. Dunn, 394-396 St. Paul St. Montreal Agent for Quebec and Lower Provinces

E. NICHOLSON. D H BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG.

CODES, A.B.C. 4TH EDITION WESTERN UNION: ARMSBYS 1901.

BANNATYNE ST. EAST. TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS:

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY **WINNIPEG** **EDMONTON**

ESTABLISHED 1882.

The Best By Actual Test

That's a pretty bold statement to make regarding my product, but I never make an assertion which I am not ready to prove. So when I declare right over my name that

E. D. S. Brand
JAMS and JELLIES

are the purest, wholesomest and best manufacturered in the Dominion, you can rest assured that I am able to back my words by the strongest evidence. If you have the slighest doubt, it will pay you well to mail a postal to me asking for the proofs.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S., J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

KOPS REFRESHMENTS
ome NON-ALCOHOLIC Summer Specialties

Kops Ale
Non-alcoholic and warranted pure.

Orange Wine
Pure and non-intoxicating.

Lemon Squash
Made from high quality fruit.

Numerous Others.

Send for List and Sample Labels.

Kops Stout
Non-alcoholic and warranted pure.

Champagne Cider
A splendid refresher.

Orange Champagne
Delicious and exhilarating.

KOPS BREWERIES, LONDON, S.W., ENGLAND

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS BELL, SONS & CO., Montreal

NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Ridgway's Celebrated Teas

Sold in ¼, ½ and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	In very attractive tin packages
Five o'Clock Tea,	60c.	
Her Majesty's Blend,	1.00	

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To John Robertson & Son, Ltd.
41 Common St., MONTREAL
SOLE AGENTS FOR CANADA

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged the Premier Sauce of the World

Holbrooks Limited
Canadian Branch:
26 FRONT ST., E. TORONTO
Canadian Manager, - H. GILBERT NOBBS

CANADIAN NATIONAL EXHIBITION

TORONTO

Aug. 26th — Sept. 9th

When you come to Toronto, drop in and see us—make our office your headquarters while here. Have your mail and parcels addressed and write your letters here. We will appreciate the opportunity of personally meeting our many friends, and will be glad to extend every courtesy. Our latch-string is on the outside.

The Robert Greig Co., Limited

WHITE SWAN MILLS

Toronto

"CANADA'S PRIDE" BRAND

Represents the highest standard of Canned Fruits and Vegetables possible to obtain

A TRIAL WILL CONVINCE

Great care is exercised in the picking and packing of every line, and our factory is a model of cleanliness and sanitary perfection.

Wholesale Agents:

Messrs. Wm. Galbraith & Son, Montreal, Que.

Messrs. Medland Bros. Toronto, Ont.

HOME OF "CANADA'S PRIDE" CANNED GOODS

The NAPANEE CANNING COMPANY, Limited

W. A. CARSON, Manager

PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells ***the best.*** You will find the ***market leader*** in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing ***Order Without Delay***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
Molasses	**Almonds**	**Currants**
	Filberts	**Shelled Nuts**

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair** st. **Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Are Your Profits Reasonable and Secure?

Quite an important question—one every shrewd grocer constantly asks himself.

Commercial prosperity demands a reasonable and lasting profit on all lines handled.

This goes far towards explaining why most progressive grocers insist on

Burlington Brand

Canned Goods

because that brand clinches both reputation and profit at the same time. Only high-grade, first-quality fruit can ever reach our canning department and BURLINGTON BRAND retains all that is good, nourishing and invigorating about succulent fruit and mature, fresh vegetables.

Note:—The Best Trade Demands BURLINGTON BRAND.

Burlington Canning Co., Ltd., - Burlington, Ont.

Pure Food is Essential to Good Health

Wagstaffe's

New Season's Goods

If you wish to secure some of these celebrated goods see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

For Prices and all Particulars write to

KIT Coffee Ltd., Covan, GLASGOW.

You Must Have the Best Spices

to GET and KEEP your spice trade, and, incidentally, make a good profit.

Red Feather

means the highest grade in spices every time—ask our travellers.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

VINEGAR

Proof: Extra Pickling White Wine and Cider.
Full Strength Guaranteed.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the **"Essex Brand"** based on these prime facts:—

—We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.

—We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.

—We claim for the "Essex Brand" a higher standard of quality than is usually considered necessary. The finest of ***Fruits*** and ***Vegetables,*** gathered at the right stage of ripeness and packed fresh from the field under the most careful conditions, warrant the statement that the "Essex Company's" goods will give a larger measure of satisfaction to your customers than any other within your reach.

Stock up with the Best, it costs no more.

The Essex Canning and Preserving Co.
LIMITED

28 FRONT STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

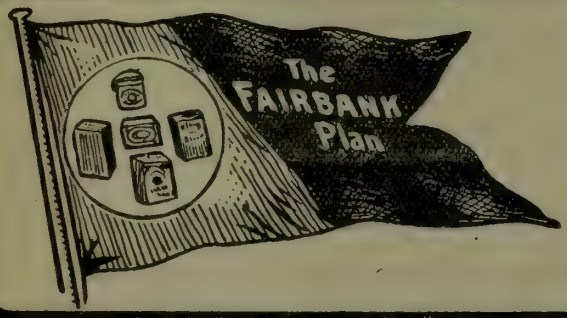
THOS. SYMINGTON & CO. EDINBURGH

The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

Gold Dust Washing Powder
Fairy Soap, Copco Soap
Fairbank's Glycerine-Tar Soap
Fairbank's Scouring Soap
Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is **"The Fairbank Plan,"** which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.



The products embraced in **"The Fairbank Plan"** are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and **"The Fairbank Plan"** rewards the dealer or his clerks for selling them.

Send for a copy of **"The Fairbank Plan"** illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA

Every pound of

Crystal Granulated Sugar

is guaranteed to be unsurpassed by any sugar in the world for PRESERVING PURPOSES.

Insist on getting CRYSTAL granulated

MANUFACTURED BY

The Wallaceburg Sugar Co.
LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

IN TEAS, COFFEES, SPICES AND VINEGARS

we are specialists. We carry the largest stock and the greatest assortment.

It will pay you to ask for samples and quotations

Ex. Steamer Empress of China—

171 H/c Condor XXXX Japan, at - - - - **22½c.**

Coming into Store—

184 Cases, each 80x1 lb., paper packets, choice siftings, a rare line, at **11c.**

Nothing like our Coffees—TRY THEM

Always fresh roasted, and splendid values in cup quality, from **15c.** to **50c.**

Madam Huot's Coffee—NONE LIKE IT—1 lb. tins, **32c.**; 2 lb. tins, **62c.**

The E. D. MARCEAU CO., Limited
MONTREAL

ICE CASTLE

KIPPED HERRING

BEST IN THE MARKET.

ALL NEW PACK GOODS

and every tin guaranteed.

We are able to accept a few more orders for the above line, but we are nearly sold in full. **Order at once to get a supply.**

J. W. WINDSOR
MONTREAL

It's no experiment to try

Our Matches

It is a certainty of sure satisfaction to your customers.

It is also a good business move in the direction of better profit for you.

It's the "Laurier" and "Togo" brands that do all this.

Write for prices

The Improved Match Co.,
Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

Sell Syrup in Hot Weather?

Why, yes! If you think the best is good enough, to increase your profits and sales, give your jobber an order for

GOLDENETTE

Pure Cane Table Syrup

The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

Free samples to give to your customers. Put up in 2, 3-lb. tins; 5, 10, 20-lb. tin pails and barrels by

Imperial Syrup Company

Refiners of Natural Flavor Food Products

Montreal - - Canada

Sell The Best

That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package). Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.

J. L. MATHIEU CO.,
Proprietors, SHERBROOKE, P.Q.

Pride of Canada Maple Products

Purest Made

It does not pay to stock inferior goods when supplying your customers with Maple Syrup and Maple Sugar.

They are not satisfied and you risk losing their entire trade.

Is it safe to take such risk?

Selling **"Pride of Canada"** Maple Goods you **win** trade.

IT PAYS.

The Maple Tree Producers' Association

WATERLOO, - QUE.

The PERFECTION CHEESE CUTTER

It cuts by money's worth; i cuts by pounds and fracti ons

You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., Indianapolis, Indiana

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

"RED ROSE TEA is

"

Supply the missing words and you have a maxim among Canadian Tea Drinkers.

T. H. ESTABROOKS
ST. JOHN, N.B.

Toronto Office:
3 Wellington St. East

TODHUNTER'S Select Pickling Spice

is a perfect combination of the world's Best Spices, which makes Todhunter's Mixed Pickling Spice so very much superior to all others. For over thirty years on the market. Get your supply, as now is the time to buy. See our travellers or send your orders to

TODHUNTER MITCHELL & CO.
TORONTO

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

Persons addressing advertisers kindly mention this paper.

VALENCIA RAISINS AND ALMONDS

Do you want to satisfy your customers?
Do you want to make a decent profit?
Do you want to stock the best goods?

F. W. ROWLEY
Canadian Standard—
Quality Extra Fine—Valencias

S. BODI
Finest Selected

These are the brands recognized as the standards for years, and it is pretty safe to stock them in such belief.

You take no risk in ordering these brands, but insure an increase in your business.

How About Shelled Almonds?

In 14 lb. and 28 lb. boxes. We have the real goods.

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents:

Wm. C. Christmas, 22 St. Francois Xavier St., Montreal
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.

DON'T TAKE CHANCES

Some grocers do that very thing. They expect the best trade, yet will not stock the best goods. Since it's an easily proven fact that

FARMER BRAND CANNED FRUITS AND VEGETABLES

is immensely superior to the next best brand—a fact admitted generally by our competitors—it's up to the grocer who wants more business to stock the best—Farmer Brand. Remember, **we are the only canning concern on earth which cans all the goodness of ripe, juicy fruit and all the energy-building qualities of fresh vegetables.**

WE KNOW HOW.

You can corner the paying trade of your town by pushing Farmer Brand.

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

Don't Grope Around in the Dark!

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Allison Coupon Books

Are the ball-bearings that will make almost any business run smoothly. Here's how they work:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with $10.00; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. Then he pays for the book and gets another one. No pass books, no charging, no lost time, no errors, and no disputes. Allison coupon books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

The EBY, BLAIN CO.
Canadian Agents

Manufactured by

ALLISON COUPON CO.
Indianapolis, Indiana.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

MATHEWSON'S
RED
VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

Seen in every first-class grocery

Rowat's

Famous Scotch

Pickles

Our patent glass stopper has made Rowat's an additionally valuable line for the grocer and the housekeeper.

The Pickles are Right
The Container is Right
The Price is Right
The Profit is Right

What will Mrs. Smith say

when you drive up to her door with that rusty, rattling old cart? Your delivery waggon ought to be a reflection of your store—it ought to advertise the excellence of your goods. It will, too, if you will let us furnish it. We have something interesting for you just now. Sit down and write us while you're thinking of it.

H. G. Abbott & Co. London, Ont.

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited Montreal

APRICOTS PEACHES

CALIFORNIA

Sultana Apricots Choice Peaches

TRY A CASE OF SEA KING SARDINES

WARREN BROS. & CO. Limited

TORONTO

It Sells Easily!

"CAMP" Coffee is one of those reliable articles that you can afford to keep always to the front. Your customers are buying "CAMP"—buying it somewhere else if not at your store. It is so good, so easily made, and so economical in use, that thousands of families account it a necessary of life.

Stock "CAMP" freely — it pays.

Agents:—Rose & Lallamme, Montreal.

'CAMP' COFFEE

Manufactured by R. Paterson & Sons, Glasgow.

A Leather Food Shoe Polish

is bound to build up the business of any grocer wise enough to stock it. Since there are so many fake and unwarrantable shoe polishes on the market you should make it your business to push

2 in 1

easily the best by any test on the Canadian market.

You can't ruin the shoes of an entire family and expect to hold that family's trade.

Send off that order, and mention The Grocer

The F. F. Dalley Co. LIMITED

Hamilton, Canada. Buffalo, U.S.A.

WILLIAM GALBRAITH & SON

Wholesale Grocers

80 AND 82 ST. PETER ST., - - - MONTREAL

"CANADA'S PRIDE" CANNED GOODS

THE BEST IN THE WORLD

"HOME SWEET HOME" CEYLON TEA

TRY IT

WAGSTAFFE'S PRESERVES

We have to Offer, subject to being unsold:

JELLIES

Red Currant, 12-16 oz. Jars and 5-lb. pails
Raspberry and Apple, 12-oz. Special Jars and 5-7 lb. pails
Crab Apple, 12-oz. Jars and 5-lb. pails
Grape and Red Currant, 12-oz. Jars
Raspberry and Black Currant, 12-oz. Jars

JAMS

Raspberry, 12-oz. and 16-oz. Jars and 5-7 lb. pails
Black Currant, " " " " " "
Peach, " " " " " "
Cherry, " " " " " "
Green Plum, " " " " " "
Raspberry and Gooseberry, Special Jars and 5-7 lb. pails
Raspberry and Red Currant, " " " "
Strawberry, Special Jars

MARMALADE

Orange, 16-20 oz. Jars and 2-7 lb. tins
Fig Lemon, 16-oz. Jars.

Order now through our travellers or by wire or mail.
Goods will likely all be sold before being ready for delivery.

JAMES TURNER & CO., Limited, Hamilton, Ont.

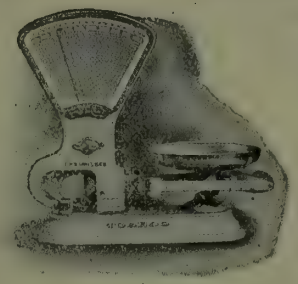
SHOE BOILS
Are Hard to Cure, yet

ABSORBINE

will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. Horse can be worked. $2.00 per bottle, delivered. Book 6-C Free.
ABSORBINE, JR. for mankind, $1.00 per bottle. Cures Boils, Bruises, Old Sores, Swellings, Varicose Veins, Varicocele, Hydrocele. Allays Pain

W. F. Young, P.D.F., 204 Monmouth St. Springfield, Mass
Canadian Agents, Lyman Sons & Co., Montreal

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.



Toledo Computing Scale

Will Save You Money—Lots of It

Since it's the easiest thing in the world to give away a goodly margin of your profit during the year, you should instal the TOLEDO COMPUTING SCALE at once. Its absolute accuracy will save its actual cost to you many times over during the year. It cannot err. Therefore you don't lose money by giving overweight, and you cannot lose customers by giving the fractional part of an ounce underweight. **It will pay you well to investigate.**

The Toledo Computing Scale Co., Hamilton, Ont.

MANUFACTURED SINCE 1849
Supplied under contract to British and Indian Government

Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

Accounts Won

——permanent accounts, too——wherever White, Cottell's Vinegar is sold. Get in a stock.

WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.

RECIPROCAL DEMURRAGE

The shippers' side of the railway business.

An address before the National Wholesale Grocers' Association of the United States.

At the recent convention of the National Wholesale Grocers' Association in Chicago, Geo. P. Thompson spoke on "Reciprocal Demurrage." Substituting Dominion Railway Commission where Mr. Thompson referred to the Inter-State Commerce Commission, the address is very applicable to conditions in Canada. Mr. Thompson said in part:

"The law of equity demands equal rights for all parties to contract; reciprocity signifies a mutually interchangeable basis of agreement whereby the equivalent conceded is of a like obligation, the aggressiveness of either party depending on the advance or decline of the other.

"Briefly put, the theory advanced for your consideration is this:

"If the railroads charge you demurrage for failing to remove your consignments within a certain specified time why should not the railroads be charged demurrage for failing to deliver those goods within a specified, reasonable time?

"It is a notorious fact that the railroads are lacking in facilities to handle the great tonnage of the country's increasing commerce.

Neglect Equipment.

"While they safeguard themselves by every little quibble in the exactions of rates and conditions, they neglect the most important factor of their being in existence as freight carriers, viz., the necessary equipment to transport the goods. They are exceedingly punctilious in requiring a 'China' rate on a case of cereals containing cups as premiums, but it is absolutely of no moment to them when that case reaches its destination. And if, as it may happen, after being out several months, followed by numerous demands for tracer, time and money spent in telegrams, letters, contracts cancelled perhaps, etc., it at last makes its appearance, you are instantly notified to remove the goods within a named period or they will be subject to demurrage charges. Your business arrangements may be such you would be facilitated by the goods remaining at the depot a few days longer; but railroads are paramount—it is the rule, and you know the penalty.

"Such injustice is being perpetrated by them daily, and it is manifest that a law is needed to govern the meaning of 'reasonable time for delivery,' and to restrict the violation thereof to a basis where unusual and unwarranted detention due to the negligence of the railroads, would be punishable by a forfeit on demand for demurrage by the interest injured, be it manufacturer or jobber.

"The answer of the railroads to complaints of delay is carbuilders are overloaded with work and cannot supply the cars needed, and until they catch up with orders no relief may be expeced.

"That is as it may be, but it is up to them to attend to the business they solicit, and if they had to pay for these delays they would quickly find a way to avoid them.

Armor-Proof Against Claims.

"The country should have full protection against this one-sided policy of the railroads. At present they are armor-proof against claims for damages resulting from their failures to deliver promptly. It is a matter of record where shipments delayed in transit (sometimes months) have depreciated in value at receipt, both in matter of quality and depressions of the market. What recourse have you? Will they reimburse you for these losses, cancelled orders, etc?.

"They have every protection, uniform bills of lading, etc., and you have nothing but a receipt promising to deliver with reasonable dispatch.

"Some power should have jurisdiction to impose limitation, and that power is the National Government. The matter is of such enormous and far-reaching magnitude it has reached the state where the Government alone is competent to act. So powerful a weapon has it become the railroads might thereby well-nigh cripple the commerce in certain localities which had earned their disfavor, while others were served where there was an axe to grind.

"Say to the next Congress, 'Give the Interstate Commerce Commission plenary power to exact for the people from the railroads a like penalty for wanton lack of service on their part as the railroads exact of the consignee who does not remove his goods promptly.'

"Reciprocal demurrage is not a question of fairness or unfairness to the railroads, but it should have occurred to them long ere this to offer some solution of this vexatious problem, which they have had to consider for many a day. But, as everyone knows, railroads are too prone to consider nothing but what it laid down by law.

Demand Justice.

"I have no desire to take up your valuable time with a lot of statistical information showing the delays in movement of cars. You are all no doubt, as familiar with it as I am. Conditions that confront the merchants to-day are past reasonable bounds, and an eye for an eye and a tooth for a tooth should be our policy—justice is what you should demand.

"The railroads see the clouds in the horizon and they are active in opposition to any reciprocal demurrage measures.

"The time has now arrived when your own protection requires that you assert yourselves.

"The wholesale grocers represent a very large proportion of the mercantile interests of the country and should you present a memorial to Congress recommending and endorsing enlarged powers for the Interstate Commerce Commission, empowering it to enforce a reciprocal demurrage statute, depend on it, you would not only be heard, but heeded.

"You can expect no relief until you have such a law, and some power to enforce it.

"Conferences with the railroads have borne no fruit, and never will.

"The railroads must be penalized, and when this is done, you will see a complete revolution in the handling of freight. Ask no favors, demand your rights.

"A railroad occupies the same position to you as does a manufacturer; when he is derelict, what do you do?

"Of course, the railroads are entrenched and will fight anything on these lines, but the people have waited long enough for the railroads to remedy the evil and no relief is in sight. We have suffered patiently, why procrastinate longer? It has been amply demonstrated the railroads are not going to do anything—demand a corrective measure and place it in the hands of the Interstate Commerce Commission for enforcement.

"It is unquestionably the right of every merchant who pays freight to compel the railroads to deliver promptly. They enforce the penalty when you act counter to their rules, therefore, it is incumbent on the National Government to furnish legislation suitable to the purpose and punish them for their derelictions, because they are not giving reasonably prompt service for money received, and no real improvement may be anticipated until a money forfeit is possible. They should serve the public efficiently or follow business methods—if a man damages another, he is liable for such damage.

"A drastic condition confronts you, and further submission would be puerile. Insist on your own recognizance. Go after the railroads and obtain some form of protection, call it reciprocal demurrage or what you will.

"Similia, similibus curantur."

BILLION SHIPMENTS IN A HAZE OF FOG

Levy Mayer, of Moran, Mayer & Mayer, Chicago, speaking also of Reciprocal Demurrage at the convention banquet, said :

"There is an imperative necessity for uniform Governmental regulation of the railroads. The traffic question is in a chaotic condition, physically and legally. There are in the United States nearly one thousand railroads owning 2,000,000 freight cars, carrying over 1,000,000,000 shipments annually, as against about 140 in Great Britain. Judges are daily making conflicting railroad decisions, dependent upon inconsistent local and state laws. I deny that it is a question of centralization of government or State rights. The subject is one of which the vast industrial interests of the country demand a prompt solution. The remedy does not involve tne obliteration of state lines, or political rights. In trade and commerce these lines are arbitrary and imaginary and should not exist. They must be wiped out or complications and conditions will arise worse in their consequence that the blotting out of a mere political theory which has no place in the trade and commerce of this country. It is not a question of Republicans or Democrats ; it is not a matter of politics at all, and it can be met only by federal authority.

"This is keenly illustrated by a few lines that became federal law just a year ago. Congress enacted that any common carrier receiving property in interstate transportation shall issue a receipt or bill of lading therefor and shall be liable to the holder for any loss caused by the initial carrier, or by any carrier over whose lines the property passes ; that no contract shall exempt such carrier from such liability, and that the initial carrier shall be entitled to recover from the carrier on whose line the loss occurred the amount which the initial carrier may be required to pay. That single federal provision will alone, if its constitutionality be finally sustained, work out one of the greatest benefits, both to the shippers and the carriers, that has been brought about by legislation in many years.

"Out of the annual billion shipments there arise many thousand complaints that result in claims for damages and consequent litigation. The shipper in nearly every instance is utterly unable to trace the cause of the injury or to locate the line upon which it occurred. The carriers have both the facilities and the power to ascertain the facts, and this the shipper has no means of doing. It is inexcusably unfair to cast upon the shipper sending goods between remote points and over many lines the duty of finding out how and where the injury occurred. The initial carrier has the right to select who shall be the connecting roads and should be made liable, particularly when, as the law now provides, it can collect from the railroad on whose line the injury occurred. Many thousand shippers, on account of the difficulties of locating the place and cause of the injury and the expense

(Continued on page 50.)

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

WINNIPEG.

All the Winnipeg grocers, wholesale and retail, closed their places of business on Wednesday of last week in honor of the caterers' picnic at Winnipeg Beach. The trade in Winnipeg work harmoniously together and the annual picnic does a great deal to cement friendships among business rivals. There is a hearty co-operation among all branches of the trade in making an affair of that kind a big success—a co-operation which is very much to be commended and which might, with advantage, be emulated by grocers and general dealers in other parts of the country.

During the last year the Winnipeg grocers have been thoroughly organized as a section of the Retail Merchants' Association of Western Canada, and probably there is no city or town in Canada where the association idea has been more clearly understood or where it is more carefully followed out. It is in no sense a combine in restraint of trade according to any interpretation of the law. No attempt has been made at any time to fix prices or to enter into any price agreements. The Winnipeg grocers have directed their energies in other channels.

In the first place, they have tackled the credit problem, and while there has been no general introduction of a strictly cash system, customers are held down closely to a system of monthly settlements and credit is dearer and harder to get than at any previous time in the history of the grocery trade of the city. Time was, and not very long ago, when any person could get credit from a Winnipeg grocer. Competition was so keen that dealers were anxious to get business on almost any terms. Competition is still very keen, but dealers are wise now and not every one who asks can get all the credit he wants.

In every city there are many chronic "dead beats," who make a practice of running accounts with a number of stores. Their accounts never amount to very much with any one store, but they have many separate accounts. Each dealer gives them credit, not suspecting that they owe very many accounts and that they never pay. If their record were known they would never get credit from any live grocer. This evil has grown to alarming proportions in Winnipeg and the Grocers' Association undertook to deal with it.

The remedy was simple and it has proved effective. Each member of the association—and practically all the Winnipeg grocers are members now—furnishes the secretary, in confidence, with the particulars of all slow-pay and delinquent customers. From this information the secretary is able to compile a "delinquent list," which is sent to all members, and which is carefully revised and kept up to date. Each member has, therefore, a list of dead beats to guide him when strangers ask for credit. The remedy has proved effective.

* * *

W. H. Stone, one of the oldest Winnipeg grocers, is building a handsome new stone store on Main street, within a block of his present premises. The new store will be one of the handsomest in the city, and with larger premises, Mr. Stone will be in better position than ever before to handle his growing high-class trade. The fixtures will be up to date. Stuart Watson & Co., the Winnipeg agents for the Walker Bin and Store Fixture Co., have sold Mr. Stone a big bill of fixtures for his new store.

* * *

F. E. Weldon & Co., one of the old Winnipeg grocery firms, are selling out and retiring from business. The store has been rented for other purposes.

* * *

A. Hendry has removed from Notre Dame avenue to Portage avenue, the move having been necessitated by the alterations to the Winnipeg theatre, in which block Mr. Hendry's store was located.

* * *

T. F. Davis, a Winnipeg grocer, doing business at the corner of Notre Dame and Spence Sts., believes in good window dressing. Recently he has had several particularly attractive windows, which have proved good business getters. A baking powder window sold every package of that particular brand in his store, and sold the goods in most cases to casual passers-by, who were not regular customers. No wonder Mr. Davis believes in good window dressing.

CHATHAM.

John McCorvie and sons, John and Rae, have returned from a trip to Niagara Falls, Toronto, St. Catharines and Port Dalhousie.

* * *

D. A. Warner, an old and respected resident of Dresden, passed away last

week in his 75th year. A native of Chenango, N.Y., he went to California during the gold excitement and later traveled and clerked for a number of firms, finally engaging in the grocery business in Union City, Pa. Later he moved to Canada, locating first in Bothwell, then in Wallaceburg, and finally in 1870 in Dresden, where he conducted a grocery and furniture business until a few years ago, and served the town seven years as a councillor. He leaves a widow and four children.

* * *

The Canada Flour Mills Co. recently moved into their new offices on Thames Street. The offices are handsomely fitted up, the predominant color being white, and everything is clean, light and airy. The new location is more convenient than that on Dover Street, being in close proximity to the mills.

* * *

The city's tax rate for the current year is 28 mills. According to the revised assessment rolls for 1907, the whole rateable property of the city amounts to $4,895,518. A 28-mill rate is fairly steep—is, in fact, the record for Chatham—but the city has at least good pavements, thriving industries, modern improvements and first-class schools to show for it, together with a good waterworks plant and a fine, modern market and other up-to-date public buildings.

* * *

Reports from Ridgetown indicate the rapid spread of a new fruit pest, in the shape of a worm about half an inch long, which is attacking apple, pear, plum and ornamental trees with serious results. The worms appear in small numbers at first, but in a few days they are a wriggling mass numbering thousands. Their work commences at the bottom of the branch, and in a few hours not a leaf is left and the limb soon becomes dead. A web indicates their presence. Some fruit growers use a smudge to burn the pest out, while others cut off the branch and burn it entire. Similar worms are reported from Essex county.

* * *

Duncan Morrison of McCorvie's grocery staff, who has been dangerously ill in St. Joseph's Hospital from typhoid fever, is at last reports somewhat improved.

* * *

Frank Zink, the Murray Street grocer, the other day, while rearranging his stock, discovered that one of a number of boxes of matches had been nibbled by rats, as a result of which the matches had caught fire and the whole box burned out. Fortunately, the other boxes did not catch fire, and a serious blaze was averted.

* * *

A barn in the rear of Williamson's grocery on King Street was visited by fire Saturday afternoon, a rubbish pile becoming ignited from some mysterious cause. Fortunately the fire department had the blaze quenched before it had got well started.

* * *

At the present writing there are no less than four new industries in sight for the Maple City. One proposition has in fact been concluded and only awaits the sanction of the ratepayers. The firm ask a $20,000 loan, and will expend not less than $40,000 on buildings and plant, with a wage scale of $18,000 per annum. They will employ 75 hands, the loan being repaid in 20 annual instalments with interest at 5 per cent. The city and company have both agreed to the proposition, which has also been endorsed by the board of trade. The three other propositions are still in the incipient stage, but the civic industrial committee are hopeful of landing the industries.

* * *

W. M. Murdock, who recently disposed of his grocery business to L. A. Cummings, leaves shortly for Cobalt, to look after his mining interests there. Mr. Cummings, since taking charge has commenced a line of aggressive and attractive advertising, and is sparing no effort to build up his trade.

* * *

Miss Olive Turner, bookkeeper at Bradley's grocery, who has been quite ill the past week, is reported to be improving.

* * *

E. A. Mounteer has arrived home from a week's visit to Hamilton and Toronto, in the course of which he attended the meetings of the Master Bakers' Association of Canada. Mr. Mounteer reports an enjoyable and profitable time. Mrs. Mounteer, who accompanied him, remains for a while longer in Hamilton.

* * *

Butcher Anson Mounteer is the proud possessor of a cornstalk which, despite the frost, contrived to reach a height of 11 feet 11½ inches. It grew in Raleigh and was only four or five feet taller than the other stalks in the field.

* * *

The auction sale of the assets of Frank C. Peck & Co., who have been conducting a general store at Jeanette's Creek, took place at the Hotel Garner here on Friday, Aug. 16. Mr. Peck bought the stock at 33 cents on the dollar and will resume business. It was only a few days ago that Mr. Peck was able to be out after a long illness.

Duncan Morrison, for the past fourteen months a valued member of the grocery staff of John McCorvie & Son, passed away at noon on Tuesday, Aug. 20, after a four weeks' illness. Though not quite 21 years of age, Mr. Morrison had given promise of a bright future as a business man and his demise is mourned by a wide circle of friends. His employer speaks in high terms of his honesty, courtesy and trustworthiness. He was a member of the choir of Victoria Avenue Methodist Church, and prominent in musical circles. Besides his parents, two brothers and one sister survive him. His father, John Morrison, is one of the most prominent Masons of the city.

The funeral took place at 2.30 Thursday afternoon from the family residence, Joseph Street, to Maple Leaf Cemetery.

BELLEVILLE.

What is probably the last drive of saw-logs that will ever come down through this city, passed through the harbor boom here this week, and the Moira and tributary streams will thereby be deprived of their supply of "barks" for fuel, and will miss the picturesque figures of the river drivers and the more or less melodious "chandwellers along the banks of the river ties" at their camping places at night during some weeks of each year. They will, after this year, have passed into history, and in a few years nothing will be left of them but their memories.

The grocers of the city will miss their presence here perhaps more than any other line of business. A hundred or so big, husky men stopping here for a couple of months each summer, meant that a lot of groceries were needed to feed them, and one grocer told your correspondent that the dying out of the industry meant hundreds of dollars to him. Other branches of trade will also be affected.

For a great many years the waters of the Moira floated annually to the saw mills which fringed its banks from Tweed to this city and to the Bay of Quinte, for the giant lumber-sawing concerns at Trenton, Baker's Island, Rossmore and Deseronto, a "teeming wealth of saw-logs," which filled its bed at times from Belleville to Cannifton, a distance of three miles; but year by year as the country has become denuded of its pine forests, the number of pines in the yearly drive has decreased. Some mills have closed or removed to other places, and now we see the end of a great industry which at one time gave employment to at least a thousand men, including the mill hands and those employed on board the vessels which carried the lumber to other ports, principally those of the United States.

For a hundred years, and probably more, lumbering was carried on along the Moira at first no doubt, on a small scale for the supply of local needs, but for sixty or seventy years extensively. In the early days when the scene of operations was near Belleville, a great deal of square timber, including oak and elm, was floated down to the shipping port, but as the forest receded before the axes of the lumbermen, the making of timber ceased and nothing of any account but logs and smaller stuff was driven down the Moira during the past forty years.

Now the waters of the Moira, the Scootamatta, Black Creek and other streams which have been monopolized by the lumbermen from time immemorial, will be freed from their control and will be utilized to furnish power for permanent industries of much more value to the country than lumbering ever was or could be, namely, mining and manufacturing.

Inseparably connected with the lumber industry on the Moira are the names of some of the old "captains" of it, men who were of great influence and power in their day, but nearly all of whom have gone to their reward. The names of Hon. Billa Flint, Abraham F. Bogart, David D. Bogart, Hiram Yeomans, Sanford Baker, Wm. Stinson, James Jamieson, Alex. Sutherland, F. W. Rathbun, James Cumming and of several members of the Canniff family, will recall to many memories of a past when Belleville was a small but prosperous town, and nobody thought that the then great source of employment for its inhabitants would end during their day. And yet such has been the case.

Mrs. James Wilson who has conducted a grocery business on North Front street for several years, has sold out and will remove to Rochester, N.Y.

MONTREAL.

"A good many grocers fail these days because they do not know how to figure out their selling price in a way to make their percentage of profit in keeping with their cost price." This is what Placide Daoust, a successful grocer, remarked the other day. Mr. Daoust is ex-president of the Montreal Retail Grocers' Association, and he is running two retail stores, one on St. Catherine street east, and the other on Sherbrooke street west.

* * *

When you come to think of it, there are quite a number of retail purveyors of foodstuffs who seem to be carrying on their business in a haphazard sort of way. They go ahead something like a blindfolded man; they are getting somewhere, but they do not know just where.

To give an instance, there are some grocers who are to-day selling jam at the same profit they made four or five years ago. Jam prices have advanced since then, but these retailers' ratio of profit has not. Four years ago they were buying jam at a cost, say twenty per cent. less than they are paying to-day. Then they retailed a package at a profit of five cents. To-day they are paying more for the jam, but have not raised their profit. It's like putting a hundred dollars in the bank and getting interest on it at the rate of $6 a year, and then putting more money in the same bank, and yet drawing not a cent more interest. The man gives the bank the use of his money for nothing. In just the same way the grocer gives his business the use of his money for nothing. He does not draw any more interest on five hundred dollars than he does on four hundred.

* * *

The grocer receives less money out of business than any other man if he carries it on in this manner. During the past five or ten years expenses have increased enormously. Prices on everything have gone up; rent is higher; clerks are worth twice as much; it costs in some instances 30 per cent. more to keep a horse. In fact, there has been an upward tendency in expenses which has not been met by an equal advance in prices.

* * *

It is easy to explain in some cases. The wholesale houses occasionally put up the price of an article one or two cents a dozen. The retail grocer continues to sell the line at the old figure. He does not deem it politic to advance his selling price from 10c. to 11c. or 12c., the odd cents have a strange way of keeping down sales. I know of some instances where prices have gradually advanced on a line of goods from 90c. a dozen to $1.05 a dozen, at wholesale, while the article still retails at 10c. a can, or a bottle. The retailer's cost price has been rising, but he has not advanced his selling figure. Why he does not is a mystery. It may be fear of competition, because competitors are quick to see an opportunity of this kind, and when they can sell 2c. cheaper than Smith they usually get Smith's trade.

* * *

This pruning down of the profits might be ascribed to lack of unity in the trade. There is too much "see who will get there first," and in the rush many a poor fellow is pushed to the wall who might have survived did the grocers work together to their mutual advantage. This is where the Retail Grocers' Association is of benefit. It works for the good of all its members. The men who belong to it are working with one another, not against each other.

* * *

Unfortunately for the grocery trade Montreal has not such an association of retail grocers as it should have. There is the Montreal Retail Grocers' Association, but it does not comprise nearly all the retailers in the city. Quite a number belong to the organization, but there are just as many who do not, and those who are non-members care not a rap for the doings of the rest.

* * *

Illustrating the real need of an association at present is the early closing movement. In some sections of the city, Point St. Charles and the southwest, the best grocers have consulted one another and have been closing one night a week, Thursday. In St. Henri they are closing once a week. In St. Cunegonde they are now closing two nights a week.

* * *

If there was a powerful association in Montreal it would not be a month before every retail grocery store in the city was closed two and three evenings every week.

* * *

The latest grocers to join the movement are Messrs. Laniel, president of the Retail Grocers' Association; De Montigny, Desrochers, Ferron and David. They are in the Centre street district, and are now closing Thursday evenings.

* * *

J. Lamoreux, president of the Butchers' Association, is thinking of running for alderman in St. Louis Ward next civic elections. He would make a good man for that division, particularly as far as the retailers are concerned, as he is enthusiastic on all things tending to better their condition.

* * *

John Robertson & Son, St. Catherine street, have a good summer window. It is a mountain scene, two real grassy little hills, with a campers' tent in the valley between, and the necessary outing supplies displayed around. The window is well dressed and ought to sell goods.

PETERBORO.

This summer, which seems now to be drawing to a close, has been a busy one for the grocers here. They all report a large volume of business and while the farm trade is falling off a little every year the increase in the city business more them makes up for it. The grocers are all contented and are making some money, although it is hard to get some of them to spend it.

Speaking with one of the largest merchants the other day your correspondent was informed that coffee roasting was not a profitable business for the average grocer, and any merchant could be easily deceived. He admitted that those who buy coffees already roasted have to rely upon the word of the traveler from whom they are buying to a great extent. But he also pointed out that the man who roasts his own coffee is dependent upon the traveler also. There is such a similarity in the green beans that only an expert can detect it, and yet there is a wonderful difference in the strength, flavor and value of just those beans that are most similar in appearance. A traveler could easily ship a substitute for Java and it would not be detected until after it had been roasted and tested. Therefore, there is little to gain in that way by home roasting. It was also pointed out that while a little money is saved by the individual grocer roasting his own coffee, he takes such chances in getting the different batches turned off just right that by the time he allows for loss the saving has been eaten up. If a batch is roasted a little too much or not quite enough it is spoiled, and the whole thing is lost, with tea it is quite a different matter. Many merchants can learn successfully and profitable to blend their own teas. It is an advantage to do so, for the man who blends his own teas knows at least just what he is offering his customers and is able to find out gradually their respective likes and dislikes.

* * *

The fruit season has been a short and lean one here, strawberries, raspberries, cherries and all the early fruits were such a small crop and prices were so high that nothing like the average quantity was handled. Apples are now the chief fruit and so far, they are very small and hardly worth buying. Peaches are coming in and the housewives are hoping that prices will be within reason. If not, many families will have to go this winter without preserves.

* * *

The trustees of the Nicholls estate recently donated to the city a large, handsome three-storey building for a public library. The gift is valued at about $30,000, and will make an ideal library. All the remodelling necessary will be a new front. Plans for this have been submitted by several architects and the committee in charge is now considering them. It is expected that some $10,000 will be spent on the structure in furnishings, etc. When the building is complete internally and externally, Peter-

boro will have a library that she can be proud of.

* * *

Perkins, Ince & Co., of this city, on Saturday received a direct shipment of raisins from Australia. So far as is known. this is the first direct shipment of this kind of fruit ever brought from the Antipodes to Peterboro. If the raisins sell, it is the intention of the firm to import a large number from Australia.

MIDLAND.

Here are fourteen stores selling groceries and foodstuffs and all doing a thriving trade. Seven of these are exclusive provision stores, the other seven being general and departmenal establishments, three of them making a specialty of catering to the marine and tourist trade.

Farm produce in Midland is always good in price. Butter and eggs at present writing, retailing at 20c. and 21c., respectively, which is an average price for the summer and fall months, but during the winter and early spring the prices range up near the 30c. and 35c. notches.

Fruits and vegetables are in good demand, fruits, especially, not being available in sufficient quantities and prices are high.

Canned goods sell well. There is always a good demand for them, and it is a pretty sure end of the grocery business.

The marine trade is considered a factor in Midland's merchandizing, and during the navigation season a lively and lucrative business is carried on with all kinds of water craft.

About July 1st the tourist season opens up, and while the trade is pretty well divided amongst the several provision houses, there are at least three stores making a specialty of catering to tourist needs. So much is this tourist business prized that one enterprising firm has purchased a neat little passenger and freight boat, which plies daily between the several summer resorts situated on the Georgian Bay, supplying the wants of these summer visitors and affording pleasant and appreciable conveyance for passengers from point to point.

One system of accommodation that seems to be well patronized is the house-boat service.

The portable or floating houses may be had to accommodate either small or large parties, and is certainly a very nice way of spending a week, a fortnight or a month upon these pleasant waters and amidst scenes that invites the world's keenest rivalry for beauty and healthfulness.

Supply boats call usually every day at landings convenient to these house boats, and a lively trade ensues.

The hardware and sporting goods people get a share, of course, of the tourist trade, but the principal demand is for provisions.

It would be rather a hopeless case indeed where one would be found without a real good hungry feeling after spending a day or so in this invigorating air.

That this summer trade must be of considerable volume and a help in an otherwise quiet season of the year, is an assured fact, especially when we consider that several small grocery stores are scattered among these resorts and that our neighboring town of Penetanguishene derives a certain benefit through its portion of the trade.

Digby Horrell, manager of the J. B. Horrell & Son departmental store, and his wife and little daughter, Jean, are spending a fortnight's outing up on Lake Tamagami.

Lester Brown, of Owen Sound, who has been with J. B. Horrell & Son for some time past as grocery salesman, left last month for Fort William, where he has accepted a promising situation. Mr. Ross, of Barrie, a young aspirant in the grocery business, comes to fill Mr. Brown's place.

WOODSTOCK.

O. White, for several years a prominent grocer in this city, has been appointed by the public school board a member of the teaching staff and will hold the principalship of Delatre Street School. Mr. White taught school before entering the grocery business and is merely going back to his first love.

* * *

The fruit crop this season has been somewhat of a disappointment. The raspberries have been decidedly scarce. Early in the season indications all pointed to a big crop, but the dry weather came and dried the berries up. The price has never gone below ten cents a box and at that the quantity has not been large. The first harvest apples are beginning to come in. This section of the country is very badly in need of rain. Crops and vegetation are suffering severely for want of moisture.

* * *

Grocers report that business has been quite brisk of late. They have a lot of work to do.

* * *

The annual meeting of the Retail Merchants' Association was to have been held one evening last week, but there was not a quorum of members, so no business was done. There has been no meeting now in several months and each night the same old story—no quorum. This condition shows a disappointing amount of interest on the part of those whom such an organization is made to benefit, and it is no wonder that those who have officered the organization during the past year are ready to quit in disgust.

KINGSTON.

Just a few lines. I did not have a letter to send you last week. Fact was, weather too hot and clerks sick or off for holidays. Camp orders to send seven miles in one direction and five in opposite. This takes time, and wears out horsehide, but it will soon be over. Kingston is a great place for tourists, being situated at the head of the River St. awrence and Thousand Islands, and small lakes, abounding with fish an in easy access. It is a pity Kingston lacks hotel accommodation. A traveller said a short time ago that he didn't know of any place on the continent where there was a better opening for a large hotel.

Tourists in the summer and students in the winter, find it hard to get the kind of accommodation they require.

A big crowd of grocers met on the market, and they were certainly excited. Everyone was out of potatoes, and there was none to buy. "What's the matter, anyway," said one. "Why," replied Tom the Gardener, the peddlers went out three miles and bought up every potato." Now peddlers have a soft thing of it here. I asked analderman about the Peddlers' By-law and he said he thought a man could buy home-grown stuff and peddle it without a license. We have by-laws galore, but we have no one to see that they are carried out. Something must be done. The grocers are getting sick of the present state of affairs.

Mr. Stead, representing Green & Co., importers and manufacturers' agents, called on the trade this week and was successful in placing many lines of goods from Bristol, England. The quality of goods shown were of good value and neatly put up.

Potatoes sold as high as $1.25 a bushel. James Redden & Co. and Albert Glover are each putting up large buildings to store potatoes. We have only one commission house here, and it can't fill the orders.

The outlook for canned corn, peas, tomatoes and fruits is serious. Prices are opening up on the roof. Those who bought early on the ground floor from such reliable institutions as the Canada Brokerage Co. and others, are fortunate. We hope they will keep up their good reputation and fill all orders in full, and not do the whining act by crying short crop, etc.

Kingston is slow, but in a good healthy state, morally, financially and politically. It may not have the cornstalk growth of some cities which in time weaken and droop, but it has a steady growth, and at present it is difficult to get a house to rent. A lawyer has started building three-storey flats on account of our colleges. It is a great place for boarding-houses and restaurants.

I don't know a grocer who does not need two or three weeks' rest. Rev. McTavish, a good, solid Presbyterian, divine, advocated early closing Saturday evenings, say at 9 o'clock, and he deserves praise for his remarks. Grocers should go in for shorter hours. They work now from 12 to 16 hours a day, and after the day's work they are only fit to go home and throw themselves on a sofa and go to sleep and dream of lost opportunities and money thrown away in wild cat mining schemes. One trouble about early closing is that some fruit

and ice cream dealers carry a stock of groceries and the law is puzzled about what to do in such cases.

Mr. R. Smeall is now travelling for the Montreal Packing Co., and he is certainly a pleasing knight of the grip to meet. His meats are O.K., and nice, 2-8 a-ham a-ham. I can't think of any more just now to write. My thinking powers in August are weak, my fund of knowledge light.

HAMILTON.

As the prices begin to come out on canned goods it looks as if the "price of living" was going to give us poor people another squeeze. The man on salary who has not had it boosted up a little, will begin to think that the "good times" for the majority of people means a hard-luck story for him, and when the grocer gently tells him the price of Canadian Canners' strawberries he will be apt to feel ill and make up his mind that pork and beans would make a nice change. We were rather surprised to see the figure for peas, as it struck us all along that peas were a very large crop, but then the way things are now the raw material is a small item in the cost of manufacture. It is to be hoped that times will keep so good that the people will buy even at the high price.

The very dry weather prevailing makes the outlook for the pack of corn and tomatoes look rather gloomy, and if the pack is small the price will be correspondingly large.

One of the great troubles here is the scarcity of competent business help. Good clerks are as rare as hens' teeth, and as for deliverymen, they are simply not to be had—that is that are any good—a few Old Country people are trying their hands, but the experiences grocers have with them are very discouraging. They know too much altogether for the average Canadian. I suppose the good times should be credited with the quality of the help that is left for the stores, the better class of clerks and drivers having drifted into factories and offices or migrated to Cobalt or the Northwest.

I read of rather a startling legal decision given in an English bankrupt court the other day. "A retail grocer applied for the benefit of the bankrupt laws and asked to be discharged from all his debts. He was refused on the grounds that he had engaged in the business without experience or business training and had conducted it from the beginning in a low and slip-shod fashion. Since his trouble was of his own making, therefore, and his failure simply inevitable, the court refused to give him a discharge." This decision really establishes the principle that a man who carelessly and lightly starts into a business of which he has little or no knowledge, will not get any protection from the courts, that is, that he cannot get away from his creditors by any legal process. Wonder how that would work out in Canada if the wholesale grocer would get a few copies of that judgment and present to the mechanic or farmer who pops up with a couple of hundred dollars to start a grocery store? I think it would make them stop and think before they engaged in the business, and would also protect the qualified grocer from unfair competition.

GUELPH.

There has been ideal harvesting weather and the majority of the farmers are too busy with the crops to come to market, consequently there was a small supply in all departments on the market on Saturday. The supply was not nearly sufficient to meet the demands of the large number of purchasers, and prices were generally higher.

The dry pastures are, to some extent, responsible for the scarcity of butter, which sold at from 22c. to 25c. a lb. Eggs remain about the same, 18c, to 20c. Potatoes, $1 per bushel. The first nice cauliflowers of the season brought 15c. each. Tomatoes, which are beginning to come in freely, sold at from 30c. to 40c. a basket.

Ideal weather, a big crowd, good races, combined to make the Guelph clerks' and salesmen's picnic a grand success, and incidentally to put the smile that won't come off on the faces of the executive committee for another year. It was just like all other picnics, except that it was held in our own city, for which the boys deserve credit. Although the price of admission was small it placed a nice balance in the treasury department, after fixing up that Hamilton excursion. A young grocer, Bobbie Robinson. of J. C. Haddon's, showed a pair of heels in front of all the principal races, and was the most popular man on the grounds. George Walker, of H. Walker & Son, was one of the judges in the baby show, and is now sore on the executive for allowing Mayor Newstead, who has no children, to assist him. He may make a good mayor, but what does he know about babies is George's question.

A small fire in the rear of Mr. Dennis' grocery store, on Waterloo avenue, came near doing a lot of damage Monday afternoon. As it was, the house next door got the worst of it.

Tuesday's fruit market had a good attendance of both buyers and sellers. The tomatoes were real choice at 40c. a basket. A few raspberries were sold at 12½c. a box, while lawton berries brought 14c. a box.

This is ladies' day on the street cars for St. Joseph's hospital, and certainly won't help business any. Like the Made in Canada fair, the merchant gets it from all directions. I often wonder if there is one firm with nerve enough to refuse to be held up by these schemes of raising money for public institutions and also for prizes for fall fairs, etc. Why don't the Merchants' Association take this matter up?

Onr city council is working overtime these days and nights, Monday night's meeting lasting till after one o'clock in the morning, and the main business done was to give us a couple of local law suits between some of the members. It is time this schoolboy business should be cut out and the city's business attended to.

There is, and I hope it will be a success, talk of a Grocer Clerks' Association, to meet once a week and get good, practical grocers to give addresses, and also to take up tea blending and other things important to the business. Keep it moving.

Additional correspondence on page 50.

JOHN GILBERT WENT A' FISHING.

Missed From Church, Paper Rashly Surmised He Was Ill.

The other day a Kingston paper referring to the heat of a recent Sunday and Monday, said of John Gilbert, the grocer of renown:

"John Gilbert, who was fishing at Battersea, was completely overcome, yesterday, and had to be removed to his home."

Mr. Gilbert got back at the editor the following dag, as follows:

"Whoever informed you that I was out fishing Monday and was prostrated with the heat and had to be brought home, must have had the nightmare. I was in my store Monday and helped to put up a large order to be shipped farther than any retail shipment that ever left Kingston, as far as I know, viz., to Kobe, Japan. II will acknowledge that the day before I felt unable to go to church, having a severe headache, owing to the large trade we did, Saturday, so betoook myself to Loughboro Lake to escape the heat of the city and have a chat with my uncle, and breathe the pure, sweet air of the lake. Yes, I had to be driven home by a good team of horses I own, for I didn't care to walk. I may, like all grocers, have financial cramps sometimes, but seldom ever get overcome with heat or cold."

A DOG-EATING PEOPLE.

The tribe of Igorrotes, from the Phillipine Islands, which were on view at the Canadian National Exhibition last year, will again be in evidence for the two weeks of the exhibition beginning August 26th. The Igorrotes are known to most people as the first discoverers of the edible qualities of the common dog, but they have other claims to fame besides their unusual gastronomic abilities. In their own country they are head-hunters and no respecters of persons. Those who know them, however, say that they are white beneath their tan, and make loyal friends when once their interest or affection is captured. Their village at the exhibition should be worth a visit.

VALUE OF PEANUTS AS FOOD.

Prof. F. E. Jaffa, who has been connected with the California State University for thirty years, says, in a bulletin, prepared for the United States Department of Agriculture, that 10 cents' worth of peanuts contain more than tice the protein and six times the amount of energy contained in a porterhouse steak. These conclusions were arrived at after studies and experiments with students and others as subjects.

EFFECTIVE WINDOW DRESSING

An Excellent Idea Effectively Worked Out by Will J. Norfolk, of Stratford—A Bridge of Cereals—Time to Get Back to the Window.

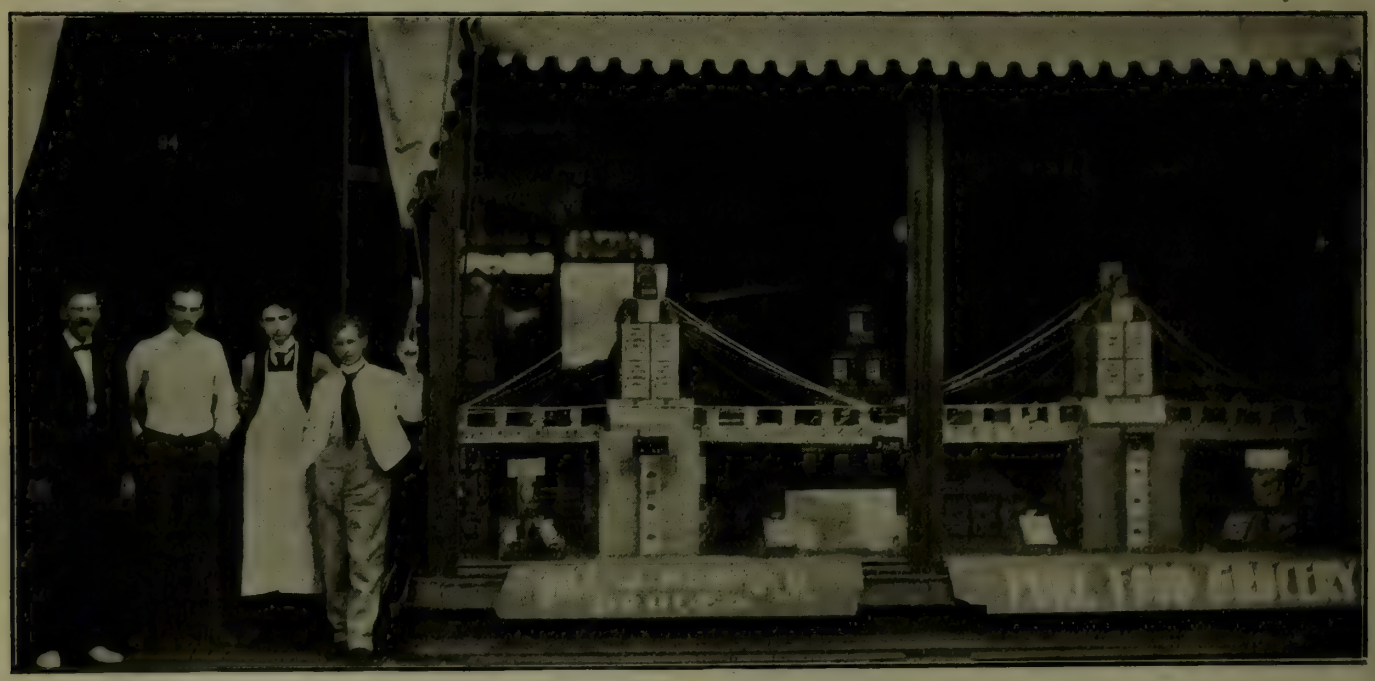
The accompanying illustration shows the window of Will J. Norfolk, of Stratford. The display is a unique mechanical device, a suspension bridge of cereals. The idea is splendidly worked out and we can easily believe that it attracted much attention and sold a lot of goods. Mr. Norfolk believes in ticketing all his window displays and any kind of a ticket won't do. Ill-made price tickets will spoil the appearance of the best of windows, but, properly done, they add much to the interest of a display.

* * *

A good many grocers have been neglecting their windows during the fruit season and it is time to get back to business. We would like to hear from someone who has devised and executed an attractive display of preserving jars. Most grocers who attempt a display fill a window ith boxed dozens and make the window look like the back door of a wholesale house.

When you stop to consider what one may see in a leisurely walk of half a mile or so along a street of shops you become aware of the fact that a shopping district is a sort of institute of allied arts, sciences and inventions, and the man who cannot get some ideas or impressions of value out of a judiciously arrested promenade must be a dull observer at the mildest estimate.

I have derived an immense amount of pleasure and benefit from the inspection of shop windows. In fact, it is one of my ways of keeping in touch with the world's aesthetic and practical progress. You can judge of the character of the community much more intelligently from a study of its shop windows than you can from the inspection of its art galleries, public libraries and kindred objects of local pride, for these latter represent the energetic spirit of the cultured few, or may even be the result of one man's generosity. Shop windows, on the contrary, certify the general taste or lack of it; they photograph the people themselves, for the grade and tone of the shop displays almost invariably correspond with the grade and tone of the community that encourages them. I have persuaded myself that I need no other evidence than shop windows afford me of the great improvements steadily going on in this country. I have noted very remarkable changes in the course of the sixteen years that I have been making regular tours among the cities of the United States. On all hands are to be seen increasing evidences of taste, refinement and general educational betterment.—Exchange.



A Bridge of Cereals in Stratford.

AN EDUCATIONAL FACTOR.

We talk of the educational influence of visits to picture galleries, to collections of art and museums in general, but half the people who go to them do so in a perfunctory, careless fashion because they are impelled by a vague sense of duty, and often they come away with very little more than they took with them. But every business thoroughfare of a great city is a delightfully entertaining art gallery, museum and university in one, if you are of a mind to so regard it, and looking in at shop windows is usually due to an eager curiosity that makes it an unconscious benefit.

LOYALTY IN WINDOW-DRESSING.

Patriotism, at first glance, would not seem to bear any close relation to window dressing. Occasionally, however, the window can be made a useful medium through which to appeal to public sentiment and incidentally create a doubly favorable impression for the goods displayed.

F. G. Ward has been manager of the Great Atlantic and Pacific Tea Company, whose headquarters are at Minneapolis, Minn., for something like 20 years. His opportunities to observe the usual and unusual in window dressing have, in the nature of things, been extensive. Lately Mr. Ward created something of a sensation in window dressing circles and among the general public by designing a display at once striking and unique. Bulk tea and coffee are not usually regarded by the craft as the best mediums to use in making a display which is intended to be attention-compelling and a coin-loosener. Mr. Ward, however, by the use of tea, coffee and different-colored sugars, reproduced the United States flag in toto, and above the stars and stripes formed with the same materials the words G. A. R. The result was described by all who saw it as the work of an artist, and Mr. Ward was made the recipient of many congratulations on his patriotic achievement.

BRANCH OPENED IN PARIS.

Leon Fontanel & Cie., Montreal, have opened a branch office in Paris, France, at 20 Rue Reaumur. The firm is now prepared to quote goods f.o.b. loading port or c.i.f. Canada.

The assets of F. A. Thompson and Co., general store, Buckingham, have been sold.

PURE FOOD GROCERY OF STRATFORD

Will J. Norfolk and his Foodstuffs Store.

An enterprising young man who is making his ideas tell in trade.

Some things experience has taught him.

Grocers, like poets, are born; that is to say, only one man in a good many thousand, would ever make a capable handler of foodstuffs; but they are made, too, very much made, for there's a lot to learn before a man can properly furnish his fellowmen with the endless kinds of edibles classed as groceries. To be born a grocer a man must have business capacity, ambition, ethical principles. He can learn the rest.

Will J. Norfolk, of Stratford, gives tangible evidence of being a born grocer. Herewith is a picture of his store interior, and on the opposite page is a picture of his window.

Mr. Norfolk, in the picture on the opposite page, is standing at the right of the group, next the window, the youngest and smallest man of the four. While as yet a comparative youngster, only twenty-three, he has already made a record in business and as a citizen that the majority of men twice his age might be proud of. He is one of Stratford's most successful, most energetic and most esteemed young men. His father, the late Alderman Norfolk, who had for some years taken a prominent place in Stratford's municipal affairs, died about a year ago.

Some months ago, Mr. Norfolk, by one of his enterprising moves, secured the large store on Ontario street, right in the middle of the town's busiest quarter, which is shown in the two photographs. He had previously been in a smaller store across the street. His present store is certainly one of the cleanest and brightest in Stratford, which, by the way, is above the average as far as well-kept groceries are concerned. For some time he used the phrase, "The Clean Grocery" as an advertising catch word, and his store certainly lived up to its advertised reputation. Recently he has adopted the term "Pure Food Grocery," which may be seen conspicuously displayed in the photograph of the store window.

Mr. Norfolk's energy is also seen outside of business hours. He is a prominent worker in the Methodist church, an ex-president of the Epworth League, a member of the choir and a teacher in the Sunday school. In musical and social circles he is also popular. Altogether, he seems to be an exceedingly good example of what a young man possessed of pluck, push and principle may do.

When securing these photographs from Mr. Norfolk, The Canadian Grocer's representative asked him to write something about his business and his methods. He did so, as follows:

"About seven years ago I drifted into the grocery business, more by accident than by inclination, and during that time have served about two years as a clerk, two and a half in partnership, and the remainder as manager of my own store.

"During this time I have learned one thing of importance. That is, that today when competition is keen and strenuous, to be a successful grocer means work, and wide-awake work, at that.

"To have an absolutely clean and bright store seems to me to be one of the greatest drawing cards in the business. This is one way in which the average grocery store is lacking.

"Then, again, goods should always be well and artistically displayed and priced, and this stands especially true for the show-window. Every article in our window is priced and, we find, with good results. We change our window

Will J. Norfolk's Store in Stratford.

display regularly, usually about once a week. A window, of which the accompanying photograph tells the story, we found to be very attractive and one that people noticed and talked about for weeks.

"With our business, special attention is always given to the quality of an article before it is purchased. A good article means a satisfied customer. Some one has said, 'If a man writes a better book, manufactures a better line of goods, the public will find him out though the pathway to his door leads through a forest.' I believe with him, that if I sell better bacon and better butter than most other grocers, the people are bound to come to me for them.

"I believe, too, that particular attention should be given to advertising. Nothing helps to build up a business more rapidly than carefully prepared advertisements, appropriate to the line of business you wish to do. We have regular space in both dailies printed in Stratford, and get good results. Advertisements, to do the best work, should be changed daily. Then we have a duplicator, by which we print hundreds of circulars, which reach more directly those who buy at the store, and which we wrap up with orders. These thoroughly back up the newspaper advertising, and give one a better chance to work out new schemes of his own.

"The question of store help is a troublesome one. It is generally hard to get just the man you want. But you cannot expect good work from poorly-paid clerks. One well-paid, hustling and courteous clerk will accomplish more work and hold more customers than half a dozen easy-going, indifferent fellows. Give your clerk a raise once in a while to show him you are interested in him and he will soon brace up and surprise you with the improved work he will do.

"These are a few of the many interesting features of the grocery business. There are others—prompt deliveries, pushing for new trade, up-to-date office work, etc., but as every grocer has to work these things out for himself, I will leave him to do this in his own way.

"Last, but not least, always read The Canadian Grocer. It will repay you many times."

CALIFORNIA DRIED FRUIT.

Crops Uncertain—Sulphur and Peaches —Prunes Not Sulphured.

Under date of Aug. 7, Griffin & Skelley Co., San Francisco, addressing their Toronto agents, W. G. A. Lambe & Co., regarding the dried fruit situation, state :

San Francisco, Cal., Aug. 7, 1907.

To Our Brokers :—Climatic conditions seem to be greatly disturbed all over the United States. While fruit in this state has not as a rule suffered as much as it has in the majority of the fruit-producing districts of the United States, we have had, and are now having, our little troubles.

You will notice that very unusual conditions exist all over the country, even at the present writing. Some of the districts east that promised fairly well seem now to be turning out very poorly, for one reason or another.

In dried fruit circles the situation is rather peculiar, particularly so far as peaches are concerned, owing to the discussion regarding the use of sulphur, with which you are doubtless familiar. You are undoubtedly also familiar with the fact that our Mr. W. M. Griffin went to Washington with a view to discussing this sulphur question very much at length with the department. His personal familiarity with the feeling of the department convinces us that it will be their policy to permit the sale of peaches and other varieties where sulphur enters into the process of preparation this season, with the distinct understanding, however, that the growers and packers use their very best efforts to reduce the amount of sulphur used to the lowest possible point.

We presume you understand that in the preparation, for instance, of peaches, the fumes of sulphur are used on the fruit while it is green, with a view to preserving the natural color on the one hand, and to destroy the bacteria on the other, and not as a preservative in any sense. Repeated tests demonstrate beyond any question the fact that when fruit prepared in this way has been cooked it is impossible to find any trace of sulphur.

We are absolutely in sympathy with the efforts of the department and the commissioners in the different states in this connection, and we have taken up the question with the growers with whom we do business, with a view to assisting them in getting their operations to a point where the very smallest amount of sulphur will be used, and there is no question but what the department at Washington, and also the food commissioners of the different states, will approve of fruit where it is evident that some special pains have been taken to improve conditions. Our men in the country are working directly with the growers from whom we get our supplies and report most satisfactory progress.

The peach market, as a result of the agitation over the sulphur question, is, of course, more or less disturbed, as both the packers and growers have been to some extent "in the air." Things, however, are adjusting themselves again. As to what the future of the market will be, time only can tell. The indications, however, point to there being more peaches dried than it was thought there would be earlier in the season. This is the result of the inability of the canners to take care of all the fruit as rapidly as it ripened, necessitating the farmers drying their fruit in order to save it. To what extent this change in conditions will finally affect the market we are unable to say at this time.

So far as apricots are concerned, there are so few obtainable that there is really nothing to say. There is no question of price involved; it is simply a question of getting hold of a few goods. There will probably be less apricots shipped out of this state this year than has ever been known in the history of the business, that is, since the apricot business got to be of some consequence.

As to prunes : We have been feeling the effect of the apparently disturbed climatic conditions quite severely, particularly in the outside districts, during the last two weeks. In practically every district of the state, outside of the Santa Clara valley, as near as we can learn, there has been a very unusual and unaccountable drop going on. You are well aware, of course, that we have a regular June drop. When that is over, the fruit that is left on the trees generally goes through to maturity. The situation seemed to change this year for some reason. We had our June drop, and are now going through another one. In many instances, the one that we are having now has cut the yield of the orchards affected down 50 per cent. To what extent this will finally affect the yield of the state, we are unable to say, but it has resulted in a particularly strong feeling here, so strong, in fact, that it is absolutely impossible to buy anything from the growers at the present writing. They feel that they want to get as much as possible out of what prunes they are going to have, and are going to hold on until the Market reaches their ideas.

It is impossible to pick up anything in the shape of outside prunes to-day at anything under a 4½c bag basis, which means that they have got to be sold at at least a 5c bag basis, to leave the packers any compensation for their work. Growers in the Santa Clara valley will not name a price. They have only about one-quarter of a crop.

You understand, of course, that prunes are in no way affected by the sulphur agitation, except ruby and silver prunes. These two items will probably be dropped from the list from now on ; at least, we are not giving them any consideration.

So far as we are concerned, in the preparation of the black prune, steam only is used. In fact, we simply use a sterilization process, with the result that our customers, as well as ourselves, can absolutely guarantee every pound of them to comply with the strictest interpretation of any pure food law.

The raisin situation remains, in a measure, unchanged. Those who have not sold are firm holders, and are not considering the idea of selling at this time. There is apparently no effort on the part of the packers to make sales at this time, particularly for October-November shipment, because they seem to have disposed of their capacity for those two months.

PERSONALS.

Thos. Dunne, New York manager for Whittall & Co., tea merchants of Ceylon, is in Toronto this week. The firm's Toronto agents are Geo. Musson & Son.

Charles Chaput, of the firm of L. Chaput, Fils & Cie., Montreal, has returned from Old Orchard, where he was spending some holidays. He was accompanied by his wife.

Harry Procter, formerly a successful grocer on Queen St. West, Toronto, has been added to Lipton's traveling staff and will call on the trade in the eastern half of Toronto. Mr. Procter has the personal qualities which make readily for popularity and is sure to make his mark as a salesman.

THINGS TO DO IN SEPTEMBER

Some suggestions for the grocer who would be free handed.
Time of reversion to staple lines of trade,
Early closing a timely topic.

September brings the grocer back to the usual lines of trade. Conditions, of course, differ much in various localities, but generally speaking, green fruits have occupied much attention in most groceries during the past couple of months. The result has been that ordinary grocery lines have not been looked after as they usually are. In any stock of foodstuffs this can have but one result—they need special attention now. In the case of many customers the summer removes a large part of their best trade. Next month these families will be returning and stocks should be ready to meet their demands for the re-stocking of the home larder. But it is very noticeable that many city stores not so directly affected by the exodus to summer resorts deteriorate very much in appearance during the fruit season. Now, whether or not their customers have been out of town, there will be next month a heavier demand on the staple lines of groceries, consequent upon the return of cooler weather. The first thing then for the grocer to do in September is to set his stock in order for the renewal of his regular trade, the trade that runs for nine months out of the twelve.

* * *

In this connection the line of goods needing most particular attention is cereals. They are very likely during the warm weather to have developed active life and the average housewife finds it very discouraging to open up a fresh order of groceries and find worms or other moving things in the raw product for the breakfast porridge. Even packages tightly sealed will develop life, so that every grocer owes it to his trade and to his reputation to go very thoroughly into this matter.

Here is an instructive incident which shows that the fault is not always with the grocer, however. A Toronto firm of proven integrity and renowned for the thoroughness of their methods, received, last week or last year, it doesn't matter, a telephone message from an institution they had long served, complaining of the quality of some cereal just delivered. The person complaining said he was surprised that the firm would send out such goods and declared the meal was a mass of moving things. The firm replied that they couldn't see how it could be, and said they would send up a man to see about it. The man went up and asked to be allowed to see where the meal was kept. He was shown a wooden box with a slanting lid and part of the top of the chest stationary. He reached back, and from under the stationary part of the top drew forth a whole handful of meal worms. The box had not been properly cared for. The institution authorities apologized and requested that nothing more be said.

* * *

Reminding grocers of the coming month's requirements, the advice to clean up is always in order. It is especially pertinent at this season. Care should be taken to see that no stray pieces of fruit are left in stray corners to rot and befoul the atmosphere. The flys are passing and the remains of the pest should be carefully removed. With doors and windows open, there has, of necessity, been an accumulation of dust. This is sure to show in spots even to a casual observer, and seen or not, it will stifle that aromatic appetizing aroma that is so attractive in the best kept groceries. And the aromatic grocery is not as frequent in these days as it should be. The fault is with the grocers, too. The old trick of burning some coffee on a shovel every morning may have its virtues, but cleanliness must be at the basis of all right merchandizing in foodstuffs. Even in the very best kept stores this special spot attention to cleanliness is in order. The manager of one of the finest stores in Canada told the writer not very long ago that they kept a man going over the stock continually, and he was expected to get over it at least once a month, except in the fruit and tourist season, when he was needed elsewhere and things were allowed to go for a while.

The store-room for surplus stock should not be overlooked in the clearing up. It should be got ready for the new goods of almost every description that will arrive in October.

* * *

There will be a good deal of buying for both immediate and future delivery. Great care should be exercised to avoid over-stocking. Money is very scarce, and while an actual depression does not seem likely, there is pretty sure to be a lessening of industrial activity. Anyway, prices have reached such a level in a good many lines that consumption is being retarded. It is a mighty unpleasant task reefing sails after the storm has struck and the merchant who will most comfortably weather the next financial gale is the man who begins to get ready for it now.

* * *

With the beginning of October housecleaning will become pretty general. The grocers who handle woodenware and accessories should be ready for that trade in good time and make such a display of the goods as will ensure him a larger share of the business than a year ago.

The summer half-holidays will soon be over. Wouldn't September be a good time to begin agitating for early-closing. The writer asked Henry Swan, Toronto, recently, how long his firm had closed at six o'clock.

"Oh, for 20 years," he replied, "and we never made any money till we did."

He held that the evening trade was a cheap trade and meeting its demands meant sacrificing the quality of your stock upon which depended the more remunerative business.

RAISINS, CURRANTS AND NUTS.

Crop Outlook To-day—Estimates Smaller Rather Than Larger.

P. L. Mason & Co., Toronto, have just issued a circular on the dried fruit and nut situation and say:

Valencia Raisins.—Our advices from London and Denia report continued good prospects, and while hot weather has caused estimates of output to be reduced, a normal crop is expected. Prices will be higher than originally estimated, due to above cause, and some forward sales made by houses (whose execution of same is a matter of doubt), will tend in the same direction, at least at opening of market. As soon as real market exists we will place quotations before you.

Currants.—A cable to us to-day from Patrous states that the crop has received some slight damage by rain, but that the weather is again fine. We would refer you to pages 31-32 of Canadian Grocer, Aug. 16th, which contains an interesting article from the British Consular report of Mr. Consul F. B. Wood, of the firm of Hancock & Wood, on the currant situation and the bearing of the privileged company thereon.

Sultana Raisins.—Cable advices today state that heavy rains have seriously damaged the crop. This may upset the prospects of low prices.

Walnuts.—Appearances denote good quality in Bordeaux and Marbot walnuts. Prices will rule higher than last year.

Sicily Filberts.—Crop is likely to be one-third less than an average production.

Turkish Figs.—A large yield is expected, but the enormous advance (nearly 20 per cent.) in cost of wood, and the increased cost of labor is going to result in prices being probably in excess of last season's.

Comadra Figs.—Crop is short. Price named for figs in serons is high.

Almonds.—Tarragona and Formigetta crop prospects are good.

A very pretty cut-out is being distributed to the trade by the N. K. Fairbank Company, Montreal. It advertises their Sunny Monday soap. Particulars regarding it may be obtained upon writing the company.

Lea's

THE PICKLE WITH T

We are offering you a pickle of excellent quality, not a so-called home-made pickle, but recipes perfected by Mrs. Lea, having that home-made flavor so much sought after by the Canadian consumer. If you will try a small lot you will be convinced of their superior flavor and keeping qualities.

You have tried every pickle ever offered to to the trade—TRY THESE.

Remember, we will pay freight on five p
for one month. A

A CANADIAN PICKLE OF QUALITY

Lea's

HOME-MADE FLAVOR

WHOLESALE HOUSES AT PRESENT OFFERING OUR GOODS

EBY, BLAIN & CO., - - - TORONTO
DAVIDSON & HAY, Limited, - - - "
BALFOUR, SMYE & CO., - - - HAMILTON
W. H. GILLARD & CO., - - - "
LUCAS, STEELE & BRISTOL, - - "
McPHERSON, CLASCO & CO., - - "
JAS. TURNER & CO., - - - "
ED A AMS & CO., - - - - LONDON
ELLIOTT-MARR CO., Limited, - - - "
T. B. ESCOTT & CO., - - - "
JOHN GARVEY & CO., - - - "
LIND, KERRIGAN & CO., - - "
M. MASURET & CO., - - - - "
A. M. SMITH & CO., - - - "
J. F. SMYTH & CO., WINDSOR T. KENNY & CO., SARNIA

ges to any point as far north as the Soo
ur grocery traveller.

DE IN CANADA FROM CANADIAN PRODUCTS

THE CANADIAN GROCER

Established - - - - - - 1886

The

MACLEAN PUBLISHING CO.

Limited.

JOHN BAYNE MACLEAN - - *President*

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WEST'S BUSINESS SITUATION.

Much nonsense is being talked about the business situation in western Canada, not only in the east, where it might be expected and excused because of lack of knowledge of conditions obaining at present, but also in the west itself, where there is little or no excuse for it. Because the combination of a tight money market and a late and hence somewhat uncertain crop has resulted in checking, at least temporarily, the rapid rise in real estate values, a few calamity howlers will insist on having it that the west is on the verge of commercial disaster. As a matter of fact, the checking of real estate speculation is the best thing that has happened to the west in recent years, and while it is, no doubt, causing some temporary inconvenience, it will very soon be generally recognized as a blessing in disguise.

The outlook is, of course, a little uncertain at the moment, but there is no reason for undue anxiety. The crop is late, but the answer of the west to the calamity howlers, who insist that there will be no crop to harvest, is a call for 21,000 men, and the railways are taking steps to secure the labor required. With favorable weather, there is now little doubt that a fairly good crop will be harvested. If the crop escapes the September frosts there will be a yield in Manitoba slightly below the average, an average yield in Saskatchewan, and the largest yield on record in Alberta. The price is certain to be much higher than last year, and the farmer should have quite as much money from the sale of the 1907 crop as from that of 1906.

This is the hopeful outlook, and it seems the reasonable one. If, however, a good portion of the crop should be destroyed by frost, the west can stand it. Ten years ago the result would have been a business panic, but to-day the prosperity of western Canada rests upon a basis so stable and secure that trouble of this kind could be endured. The west is able to stand a hard year if necessary, and, as a matter of fact, a crop failure has already been pretty generally discounted in advance. The next month will be an anxious time, but there is no excuse for any undue excitement.

RELIABILITY.

A few days ago a grocer was telling us about the means he employed in building up the excellent trade he possessed. One thing upon which he laid great stress, was keeping his word in the matter of making deliveries. If he promised a customer he would send up an order within half an hour, he made a point of delivering that lot of goods within the time limit. When a housekeeper telephoned him for a pound of butter he sent it up at once if he were so requested. Sometimes he was very much inconvenienced, but he found that when a lady asked for something by a certain time it could generally be depended upon that she wanted it. Gradually people dealing with him found that he was to be relied upon; they came to him in emergencies at first, and later they transferred the bulk of their trade to him, and all because of his reliability—backed up, of course, by good groceries.

In these days of rush and close competition there is the temptation to give a promise with no intention of keeping it. The public are more or less accustomed to unfulfilled promises, and are not so greatly disappointed when they find they cannot depend upon a man. Finding an individual whose word is as good as his bond is all the more a welcome surprise for this reason, and people are likely to give the man who can be depended upon such business as they can in preference to him who is unreliable.

CANADIANS DON'T EAT CHEESE.

Speaking generally, there are some notable exceptions, the grocery trade in Canada pays little attention to the quality of the cheese it handles. This is a very grave error for several reasons. In the first place, the grocer should hold himself to some extent morally responsible for the quality of the foodstuffs distributed to the people. There isn't anything much worse in the way of food than poor, insufficiently, or improperly cured cheese; and there isn't anything much better than properly cured cheese of good quality. Then there is the great loss of business. The people of Canada don't eat cheese, and why? Simply because they don't know what good cheese is and yet we are the greatest cheese exporting country in the world. The fact is, that the great bulk of our good cheese goes to feed the working classes of Great Britain, while the culls are kept for home consumption. This is simply because when a Canadian grocer goes to buy cheese he buys the cheapest he can get, practically regardless of quality.

One grocer's experience in Toronto shows the possibilities of the cheese trade. For years he has given careful attention to cheese. He buys the best and never cuts a cheese under six months and most of it is nine months in stock before it is cut. People hundreds of miles away go to him for their cheese and Old Country people, from all parts of the city, not accustomed to the kind of cheese usually sold in Toronto, go to him. This just goes to show that there is an appetite for good cheese.

THE BANANA FAMINE.

Reports recently circulated of a banana famine on the Toronto market, while not without foundation, seem to have been exaggerated. The average consumption of bananas in Toronto during this season of the year is about twenty cars per week. Present receipts do not exceed fifteen cars weekly, and this is probably a liberal estimate. There seems no reason to expect, however, that the supply will fall below ten cars, for some time, at least. Droughts in Jamaica have curtailed shipments from that country to some extent, but while this market relies upon Jamaica for the majority of its bananas, it is not wholly dependent upon it. Costa Rica, Cuba and Honduras all contribute their share, and can increase the proportion,

if necessary. Prices, from all indications, like a certain insurance company, are going to "have the strength of Gibraltar," but a much higher movement is not anticipated. The retailer, who is at present paying something akin to 12½ cents for his fruit, will not be inclined to class bananas among the profits for some time to come. The generous public seem to think they are being robbed if more than 15 cents a dozen is demanded, and to the retailer who is the proud owner of a wife and family, with taxes to pay, and an adamatine landlord to pacifiy, a 2½-cent margin does not appeal as liberal enough to permit him to put something in the plate on Sunday.

THE GAMBLE IN EGGS.

Eggs are a gamble on the weather. Not the individual egg, its usefulness is simply a matter of time, if a hot time, not so long, of course, just like humans, but the wholesale egg, the cold stored and pickled egg, the egg of inter-provincial and occasionally international commerce, that is the egg, the future of which is in the keeping of the weather deity.

Last year the egg men of Ontario stored many eggs at a high price and the outcome was regarded with considerable apprehension. But the long, cold spring kept the hens quiet, and every egg was cleaned up. Some eggs were even brought in from Chicago and disposed of at a profit. It was generally agreed that the home consumption of eggs had greatly increased. This was attributed to several reasons, more people, dear meat, congested householding, or apartment living, which made the easily cooked egg a favorite with many. This year the consumption has been still greater. The cool weather has made the quality of the egg product, as a whole, exceptionally good, and the demand for eggs is very sensitive in regard to quality, expanding and contracting almost automatically in response to the rise and fall in quality. Last year's success stimulated the confidence of the egg packers and they went boldly to work this year again. Their efforts increased consumption and the late season have kept prices above even last year's. Today there are more eggs stored in Ontario than ever before, and the success of the venture depends upon the weather during the last few weeks of "the season" next spring. As soon as the new eggs come in the old eggs are a drug. Nevertheless the packers will absorb the surplus eggs from this on, and a decline in the market is not looked for—not before spring.

FLY AND DISEASE.

No advice could be more timely to the grocery trade than the following from the New York Journal of Commerce:

Now is the season when the retail grocer might profitably take a few lessons in the contaminating influence of street dust in food products. It is all very attractive to see edibles piled up in the open window or at the door of the corner grocery, but when one notes a cloud of dust sweeping down upon them it might be worth while to consider the value of glass and screens and closed doors over grocery displays. Then there are flies. Here is a western Board of Health issuing in its bulletin interesting information of how flies carry disease germs. One of its experts recently captured a fly which had been daintily refreshing itself on a spot of sputum just ejected by a consumptive. He took a culture from the fly's feet, and determined the fact that he had thereby captured no less than 5,000 tuberculosis bacilli. Isn't it time to look after a few of the fly specks?

TRAVELERS' GREATER USE.

President William Judson, addressing the National Wholesale Grocers' Association of the United States, reported last week, said:

"If we are to keep pace with the mighty tide of human progress, we must be watchful of the public need, adaptable in policy and original in method. We may not listlessly follow in beaten paths because they led our fathers to success. If we are not alert—if we do not adapt our methods to changed conditions brought about by the needs of the public under the evolution of new modes of life, we may rest assured that some one else—not wedded to conventional methods—will take advantage of opportunities brought about by new conditions and secure trade prominence that legitimately belongs to us and which we might have had by the exercise of that 'eternal vigilance' which is the price of success."

In the exercise of this "eternal vigilance" the wholesale's most efficient agents should be his travelers. In constant association with the retail trade over a wide area, the traveler is in the best possible position to apprehend new needs. But many wholesalers, perhaps most, regard their travelers as salesmen only and neglect to utilize them as collectors of suggestions as well as distributors of goods.

ADVERTISING MAKES THE TOWN GO.

A writer in Printer's Ink makes an interesting diagnosis of the reason why some towns are "slow." He says: "Anybody who has had experience traveling among the small cities and towns of this country knows that wide differences are seen between places of the same population and in much the same locality, and enjoying what would seem to be equal opportunities for trade. One place of 10,000 people, for instance, will be thoroughly alive, its shops bright, its people brisk, and prosperity apparent on every hand. Another, perhaps but 25 miles away, will be thoroughly dead, its stores deserted, dull, dusty, its people given to the habit of cracker-box conversation. In one town it is a pleasure to step off the train and look for business, while in the second an experienced traveling man has no sooner alighted than he wants to know the time of the next train out."

The diagnosis is ridiculously simple. In one, the newspapers encourage live advertising by charging a rate which includes setting up new ads. as often as the merchant cares to change. In the other, an antiquated rate system is in vogue, making a low charge for space and an extra charge for every change of advertisement. It's just worth while considering what good live advertising by the merchants does for a town and its trade.

$750,000 IN NEW FAIR BUILDINGS.

It is noteworthy that the Canadian National Exhibition, Toronto, has spent no less than $750,000 on new buildings in the last five years, as follows:

Manufactures and Liberal Arts Building	$110,000
Art Gallery	40,000
Natural History	26,000
Dairy Building	45,000
Process and Implement Building	100,000
Grand Stand	200,000
Agricultural Hall	100,000
Railway Exhibits	50,000
Administration Building	30,000
Press Bureau	30,000

HARNESS RACING AT TORONTO.

The harness racing at the Canadian National Exhibition, Toronto, this year will be on a greatly superior scale, the purses having been increased 25 per cent. all round. The events to be decided are 2.30 trot, 2.30 pace, 2.50 trot and 2.50 pace, and 2.20 trot and 2.23 pace trotting roadsters and pacing roadsters (free for all) trotters and pacers, and road drivers, parades for both trotters and pacers. All the races will be on the three-heat plan, each heat being thus virtually a race.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Revised.

Tea—Markets firm.

Montreal, August 22, 1907.

Since last week there has been a falling off in business. Grocery houses report a smaller movement than for some little time past. Not all houses, however, are quiet, as one or two reported very brisk business on all lines. Collections are satisfactory.

Canned fruits and vegetables are selling fairly well at the newly quoted prices. Independent canners are quoting 2½ per cent. to 5 per cent. below the list figures and are making good sales. The trade is not taking hold as freely as could be desired, however, apparently being afraid to buy heavily for fear of being caught by a decline later in the season. Teas are very firm, and low grades are stronger than ever. Japans are scarce, but buying is not heavy, and prices asked scare possible purchasers. Many are buying from hand to mouth, but there are some who realize that three months hence teas will be scarce and dear, and these are buying their requirements now. Valencia raisins are easier. Crop reports indicate a medium yield, but there are so many reports received, it is hard to even guess which one is most likely to be correct. The currant outlook continues favorable. California fruit reports not are encouraging. Evaporated apples are slow owing to the high price asked. Tapioca is scarce and high, with limited inquiry for it. Rice is normal.

SUGAR—Now that the preserving season is in full swing, sugar is selling more freely than ordinarily. Nevertheless, sales have not been as numerous, or as large as anticipated. One house reports a decided falling off in sales during the past fortnight. Prices are steady with no change in sight. No speculative business is being done in New York, where the market has not changed materially during the week.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES.—Syrups and molasses are dull. The season is too far advanced for the former, while deliveries of the latter have been just about completed and inquiries are few.

Barbadoes, in puncheons	0 29 0 31½
" " fancy	0 30½ 0 33½
" " extra fancy	0 35
" in barrels	0 31½ 0 33½
" in half-barrels	0 34
New Orleans	0 22 0 25
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03
" ½-bbls	0 03½
" ¼-bbls	0 03½
" 38½ lb pails	1 60
" 25 lb pails	1 15
Cases, 2 lb tins, 2 doz per case	2 25
" 5-lb. " 1 doz. "	2 55
" 10-lb. " ½ doz. "	2 50
" 20-lb. " ¼ doz. "	2 45

TEAS.—Pices continue remarkably with a tendency to advance so marked that actual transactions are not numerous. Prices are a great deal too high to warrant large sales. The trade do not feel inclined to take hold at all. As a result, importers find their sales below last year's volume. It is next to impossible to obtain from the importers any Japan tea under 19c., and the trade, realizing this, are buying in small quantities, the general impression being that there will be a great scarcity two or three months hence. It is certain, at any rate, that the teas procurable now are of a better quality than those which will be arriving later on. The Japan tea crop this year is estimated at 32,000,000 lbs., about the same as last year, when it will be remembered, the crop was small. During the four years preceding and including 1904, Japan teas were in great supply, and were obtainable everywhere, the oversupply being carried over year by year. The three seasons after 1904 brought small yields, and meantime the extra quantity harvested during the fat seasons has been consumed. This explains the present situation. The trade had become used to large supplies of Japan teas, and prices were favorable to buyers, while conditions are completely reversed to-day. At the moment, low grade teas are being taken up by blenders, who do not require style. Parties interested in the teas arriving in Seattle yesterday, from Japan, state that buyers are anxiously awaiting samples. Indian teas are in short supply and prices continue high. Ceylon greens are in good demand in the country, owing partly to the high prices asked for Japans. lower grades are selling at round figures, unlikely to decline.

Japans—Fine	0 29	0 31
Medium	0 21	0 23
Good common		0 20
Common		0 19
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15½	0 20½
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

FOREIGN DRIED FRUITS.—Latest advices from Denia would indicate that the crop of Valencia raisins will not be as large this year as was thought abroad. One house, writing under date of Aug. 4, states that it was possible there would be only a medium yield, and, perhaps, less than an average crop. The fruit is reported small, but of good quality. The writer states that shipping will commence about Aug. 20, which would be last Tuesday. It is difficult to gauge the exact condition of the market, and to say authoritatively what the crop will be, so many and conflicting are the reports arriving. Showing that the market is easier, prices on Valencias, since last week, declined ½c. lb. on Denia quotations. Reports on currants from Greece say that the crop outlook continues favorable, and that gathering has commenced. It is not likely that any lots worth while will be received here before the beginning to middle of next month. Figures to hand show that 124,561 tons of currants were exported from Greece this year up to July 31, compared with 127,165 tons same period, 1906. Direct shipments to Canada total 1,476 tons, against 1,956 last year. Shipments via New York to Canada amount to about 2,130 tons so far this year. Brazil nuts are up 1c. and appear to be following the course they took last year. Grenoble walnuts are coming on, but slowly, according to reports from France, and it would seem that they will arrive too late for the holiday trade. California houses report a black outlook for prunes, not expecting more than 40 per cent. to 50 per cent. of last year's crop. Conditions have been very unfavorable for the growing fruit, and currant prices are firm. While there has not been any increased demand from the East, supplies in the West are short, which helps to strengthen the situation. California raisins are high, and may either decline or remain as they now are. All depends upon the weather.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08
Selected, per lb	0 08½ 0 09
Layers, "	0 08½ 0 09
Dates—	
Hallowees per lb	0 04
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 30
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 05
"Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ½'s	1 50
California Raisins—	
Fancy seeded 1-lb. pkgs	0 13
Choice seeded, 1-lb. pkgs	0 12 0 13
Loose muscatels 3 crown	0 10½ 0 11
" " 4 crown	0 11½ 0 12

Prunes—	per lb.
30-40s	0 08½
40-50s	0 07½
50-60s	0 07
60-70s	0 06½
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 07½
" " 50-60s	0 07
Oregon prunes (French style), 60-70s	0 07
" " 90-100s	0 06½
" " 100-120s	0 05 0 04½

Currants—	
Filiatras, uncleaned, barrels	0 08½ 0 09
Fine Filiatras, per lb., in cases	0 08
" " cleaned	0 08
" " in 1-lb cartons	0 09
Finest Vostizzas "	0 03½ 0 09
Amalias "	0 06 0 08½
" 1 lb. packages	0 [illegible]
Sultana Raisins—	
Sultana raisins, per lb	0 13½ 0 15
" 1-lb cartons	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06

Glove boxes, fine quality, per box	0 07½	0 [illegible]
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30

COFFEES.—No activity in coffees is noticeably this week. The market remains featureless, with business fair.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

SPICES.—Sales of pickling spices are picking up with the coming of the pickling season. Jobbers report satisfactory sales of gingers, nutmegs, and peppers, considering the time of year.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 [illegible]
Allspice	0 12	0 18
Nutmegs	0 30	0 55

EVAPORATED APPLES.—Jobbers are asking anything between 9c. and 10c. for evaporated apples. Sales are few and far between, as the figures asked are much too high to encourage trade.

BEANS.—Beans are slow, but the market is still firm, and there appears to be no likelihood of a decline in quotations. Soup peas are normal.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 30	2 40

RICE AND TAPIOCA.—The rice situation is unchanged since last report. Business is about as good as usual. Tapioca remains firm and unchanged.

B rice, in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 7½	0 08

CANNED GOODS

MONTREAL—Canned goods appear to be selling fairly well from what can be learned here and there in the trade. Some wholesalers complain they cannot sell any of the new pack, owing to the exceedingly high prices asked. Other jobbers report very satisfactory sales at the new figures. Strawberries, raspberries, beans and other fruits and vegetables are in good demand according to them. On the whole, trade is not so brisk as it would be if lower prices ruled. The retail grocer is not apt to buy largely when strawberries are quoted at $2.25, and raspberries from $2.10 to $2.50. Another disturbing element in the situation is the fact that independent canners are cutting below what the Canners' quotations are. As may be imagined they are doing some business in consequence. But even at prices 5 per cent. below those of the Canners, business cannot be first-class because the trade are afraid to stock up and be caught in case of a decline. Many are buying, but for immediate requirements. Canned lobsters are extremely scarce, and any obtainable cost good money.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal.	....	2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard	....	5 90
Gals. " solid pack	....	8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard	....	6 75
Gals., solid pack	....	8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75

LAST MINUTE PROVISION MARKETS.

Montreal, August, 22.

BUTTER.—Situation unchanged.

CHEESE.—Market quiet. No quotable price changes.

EGGS.—Demand good. Market firm.

PROVISIONS.—Marvet unchanged.

RAISINS.—A telegram received from Smyrna relative to sultanas says: "Crop has been injured by heavy rains and holders are unapproachable."

Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	....	2 25
2½'s, yellow	2 65	2 62½
3's, yellow	....	3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 52½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12½	2 10
2's, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Raspberries, Black—		
2's, black, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's " preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50

VEGETABLE

Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 10
2's, whole, " "	....	1 00
3's, sliced, " "	....	1 35
3's, whole, " "	....	1 25
Beans—		
Fancy brands	1 32½	1 30
2's, golden wax	0 92½	0 90
3's " "	1 37½	1 35
Gals. " "	4 02½	4 00
2's, refugee or valentine (green)	0 92½	0 90
2's, crystal wax	1 02½	1 00
Red kidney, 2's	1 07½	1 05
Lima 2's	1 32½	1 30
Corn—		
2's	....	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Caulifiower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 07½	1 05
2's, standard	0 92½	0 90
2's, early June	1 02½	1 00
2's, sweet wrinkled	1 07½	1 05
2's extra fine sifted	1 37½	1 35
Gals., No. 4	3 72½	3 70
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60

TORONTO—Interest centres now in the new pack and there is a good deal of speculation as to what the out-turn will be in the corn and tomato pack. Thus far practically everything has been short. Of asparagus, the Canners made delivery of only 10 per cent. of their orders, of rhubarb 27½ per cent., of strawberries 45 per cent. Raspberries are likely to be shorter still. Peas are known to be a short pack and the factories are just beginning work on corn and tomatoes. A peculiar feature about the crops this year is that they are good in some places and bad in others, making an estimate of the average difficult. The opinion generally held now concerning the tomato pack is that at best it will not be above an average. The carry-over it is thought will be practically nothing. What the price on tomatoes will be is also a matter of considerable conjecture.

If conditions are at all favorable the price will probably be about the same as last year. In view of the situation, wholesalers are advising their customers to secure their requirements.

	Group No. 1	Groups No. 2
FRUITS.		
2's Black Cherries, pitted	$2 17½	$2 20
2's " not pitted	1 7½	1 75
2's Red " pitted	2 42½	2 25
2's " not pitted	1 42½	1 75
Gal. Red " pitted	...	5 50
Gal. " not pitted	....	7 40
2's White " pitted	2 42½	2 50
2's " not pitted	1 92½	1 90
2's Black Currants H.S.	2 25	2 50
2's " " preserved	2 25	2 25
Gal. " " standard	....	5 90
Gal. " " solid pack	....	8 40
2's Red " H.S.	1 92½	1 90
2's " preserved	2 12½	2 10
Gal. " standard	....	5 40
Gal. " solid pack	....	7 65
2's Gooseberries H.S.	2 27½	2 25
2's " preserved	2 50	2 47½
Gal. " standard	....	6 75
Gal. " solid pack	....	8 75
2's Pineapple sliced	2 02½	2 00
2's " grated	2 12½	2 10
3's " whole	2 42½	2 85
2's Rhubarb preserved	1 77½	1 75
3's "	2 02½	2 00
Gal. " standard	3 52½	3 50
2's Strawberries, H.S.	2 42½	2 25
2's " preserved	2 25	2 00
Gal. " standard	7 77½	7 75
Gal. " solid pack	10 02½	10 50
VEGETABLES.		
2's Asparagus Tips	3 77½	3 75
2's Sliced Beets, blood red, simcoe	....	1 10
2's Beets, whole "	....	1 00
2's " " rosebud	....	1 30
2's " sliced " simcoe	....	1 35
3's " whole "	....	1 25
3's " " rosebud	....	1 50
3's Spinach, Table	1 52½	1 50
3's "	2 02½	2 00
Gal. "	5 15	5 15

OUTLOOK AT ST. THOMAS.

J. W. Bates, manager of the St. Thomas Canning Co., says of the outlook there: "We got a fairly good pack of strawberries and a small lot of red raspberries, but we are getting a pack of beans. I might also say our tomatoes are looking very well. If we have a nice fall we should have a good pack. Corn is only fair."

ONTARIO MARKETS.

POINTERS—

Sugar—A little firmer.

Canned Goods—Pack short.

Butter and Eggs—Prices firm.

Toronto, August 22, 1907.

Wholesale grocers here report trade good and despite the fact that sugar is still in small demand it is confidently expected that trade for the month will run ahead of August last year. The fruit crop continues to be disappointing and consequently sugar is in small demand for this time of year. Canned goods are probably oppressed goods are probably uppermost in the minds of the trade at present. Thus far, indicated by deliveries, the pack of everything has been short. It is asserted, too, that apples are not going to be anything like the yield anticipated earlier in the season. The tomato pack is just starting, about two weeks late. What the end may be only the weather will determine. Australian raisins are going out rapidly but reports from the consumer have not been received. The prevailing opinion among the wholesalers is that the new fruit is not up to the Spanish in either appearance or flavor. Prune prices are very firm and prices for spot fruit are hardening. Tapioca is as scarce as ever and a substitute in the form of a manufactured potato starch has made its appearance. Sold as a substitute, it is all right, but dealers should be careful not to make the mistake of putting it across the counter as tapioca. Evaporated apples, it is said, are going to be very scarce. There is some demand above ordinary just now for green tea.

TEA.—Trade here is normal with prices steady. One wholesaler reported an unusual demand at present for green teas. McMeekin & Co., London, reviewing the trade for July, say:

"Indian.—The offerings at London public auctions were 60,000 packages, against 66,000 packages in the same month of 1906. The small quantity printed was readily absorbed in a firm market. All grades were slightly dearer during the month, but especially commonest. At the close there was some irregularity in the quotations for finer sorts.

"The average of public sale prices for the month was 7¾d. per lb., against 6⅞d. per lb. for the corresponding month of last year.

"The shipments of tea from Calcutta and Chittagong to the United Kingdom, which at the end of June showed an increase of 2,000,000 lbs. over the figures for the corresponding period of 1906, at the end of July showed a deficiency of about 5,000,000 lbs. Part of this is doubtless short yield, and part has been absorbed by buyers from other countries for direct shipment.

"Ceylon.—The offerings at London public auction were 161,000 packages, against 150,000 packages in the same month of 1906. The quality, although not good, showed signs here and there of improvement. There was a strong demand throughout the month, with a gradual advance in prices, but mediums were somewhat irregular, while commonest grades showed a marked advance.

"The average of public sale prices for the month was 7½d. per lb., against 6⅝d. per lb. for the corresponding month of last year. In some districts of Ceylon there have been very heavy increases in yield, while others have been backward, but at the present moment it looks as if there might be an average increase for the year of about 8 per cent. Should that be so, the excess will help to balance any possible deficiency there may be from India, and so prevent prices running unduly high. So far this year the shipments to London are only about 1,300,000 lbs. over last year's figures, but direct shipments elsewhere show an increase of from 4,000,000 to 5,000,000 lbs."

COFFEE.—The market is unchanged. Demand is reported normal.

SUGAR.—The demand for refined sugar locally continues small. The The situation at New York has continued almost unchanged for two weeks. On Wednesday European beet advanced three farthings after remaining at 9s. 9d. for a considerable time. This gave a somewhat stronger tone to the market. The demand for refined in America has been so poor, however, that refiners have been keeping out of the market and holders have refrained from pressing sales. It is expected however that an increased demand for refined, looked for with the arrival of the plum and peach crop, would give an upward turn to the market.

Syrups—	
Dark	....
Medium	0 33 0 35
Bright	0 38
Corn syrup, bbl., per lb.	.... 0 03
" -bbls "	.... 0 03
" kegs "	.... 0 03
" 5 gal. pails each	.... 1 60
" 2 gal. " "	.... 1 15
" 2-lb. tins (in 2 doz. case) per case	.... 2 25
" 5-lb. " (in 1 " "	.... 2 55
" 10-lb. " (in ½ " "	.... 2 50
" 20-lb. " (in ¼ " "	.... 2 45

MOLASSES AND SYRUPS.—Demand is limited at present and prices are unchanged.

Molasses—	
New Orleans, medium	0 30 0 35
" bbls.	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qts.	.... 0 87½
1-gal. cans	.... 0 95

DRIED FRUITS.—Elsewhere in this issue will be found reports of the Grecian, Spanish and Californian crops to date. No very radical changes are noted but the tendency seems to be for firmer markets. The Australian raisins have filled in the gap in the raisin trade very satisfactorily, but spot stocks of most other lines are limited. Judging from the views of the wholesalers none of them will want to have any Australian raisins on hand when the new crop of valencias arrive. The Australians are, however, going out very well at present. Spot prune prices are hardening and quotations have been moved up about ¼c. The situation at the coast in regard to the new crop is very strong, which makes those holding any here at present loath to part with them. The apple crop, it is asserted now, will not turn out as was expected earlier. An average crop is looked for and evaporated apples are very firmly held. Prices are going to be high.

	Per lb			Per lb.
Prunes, Santa Clara—				
100-120s	0 05			
90-100s, 50-lb boxes	0 05½	0 05¾	70-80s "	0 08
80-90s "	0 06	0 06½	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ¼c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11	0 11½	Citron 0 21 0 22
Orange	0 11	0 12	
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb.			0 08 0 15
Tapnets, "			0 03½ 0 03½
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07½	0 08	Vostizzas 0 09½ 0 10
Patras	8½	0 08½	

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½0 lb
" Fancy	....
" Extra fancy	....
Valencias, selected	0 08½
Australian	0 08½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz packets, choice	0 11
" 12 oz. " "	0 09
Dates—	
Hallowees 0 05 .... Fards choicest	0 09
Sairs 0 04 .... " choice	0 08½
Domestic evaporated apples	0 09 0 09½

NUTS.—Nothing new in the crop situation has developed. Spot business is practically nil.

Almonds, Tarragona, per lb.	.... 0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb.	.... 0 11

SPICES.—Prices are about unchanged.

Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cassia	.... 0 75
Nutmeg	0 45 0 25
Cloves, whole	0 25 0 30
Cream of tartar	0 25 0 35
Allspice	0 22 0 28

" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA.—High grades of rice, especially Patna, are very firm. Sago is higher in sympathy with tapioca. There is being placed on the market an imitation tapioca made in Germany of potato starch. It cooks somewhat differently from the real tapioca.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¼	0 03¾
Patna	0 05½	0 06½
Japan	0 06¼	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca		0 07½
Carolina rice		0 10
Tapioca, medium pearl		0 08

BEANS.—The crop situation is outlined elsewhere in this issue by The Canadian Grocer correspondent at Chatham. Locally prices are steady.

Beans, hand picked, per bush	1 75	1 80
" prime N. 1 "	1 60	1 65
" Lima, per lb	0 07	0 07

HIDES AND WOOL.—Calfskins and horsehides are lower and wool is lower. There is little to say about the situation. Trade is very quiet.

Hides, inspected, cows and steers, No. 1		0 09
" " " No. 2		0 08
Country hides, flat, per lb., cured		0 07
Calf skins, No. 1, city		0 12
" " No. 1, country	0 10	0 11
Lamb skins	0 40	0 50
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 05½	0 06
Pulled wools, super, per lb		0 24
" " extra	0 26	0 27
Horse hair, per lb	0 28	0 30
Wool, u washed	0 12	0 13
" washed	0 23	0 24
" rejections		0 18

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Aug. 22, 1907.)

Crop reports are more favorable now than at any previous time this year. Commercial travelers who have been through the country unite in saying that the outlook is much brighter now than it was a month ago and their optimistic stories are confirmed by the regular railway reports, which continue to show a big improvement in conditions. With favorable weather during the next month a fairly good crop is assured in all but a few districts and with the present high scale of prices the western farmer is assured of a large amount of money this fall. The trade are therefore in much more hopeful mood, but until the harvest is assured buying will be of a very cautious character.

Canned goods are the most interesting items on the list, prices for new season goods being announced almost daily. New salmon prices are not yet definitely announced, but the pack is short and prices will undoubtedly be high.

CANNED GOODS.—New prices are announced this week in the Goodwillie lines of fruits. Raspberries, red cherries, pears, red and black currants and lawton berries are quoted this season at $3.05 per dozen, green gages at $2.60 per dozen, and strawberries and peaches at $3.45. Prices of Smith's jams are also announced this week and the goods are in Winnipeg ready for immediate delivery. The 5-lb. tins sell for 65c. each; the 7-lb. tins for 90c.; the 12-oz. glass bottles for $1.65 per dozen; the 1-lb. for $2.20, and the 44-oz. for $4.75. Advices from British Columbia indicate a very small pack of salmon. Prices are not yet definitely announced but it is likely that the Fraser River sockeyes will sell at $7.40 to $7.50 per case, while the Skeena River socveyes will be about 10c. to 15c. cheaper. The cohoes will probably be worth $5.75 this year and the humpbacks about $4.25.

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 9	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 4	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 75
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78

VEGETABLES.

Beans (new) per dozen—		
golden wax "	1 06½	1 04
refugee "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 13	2 08
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " "	1 80
" 3 " "	2 25
" 1 " tomato sauce, per case	2 25
2 " "	1 80
3 " "	2 25
1 " Chili "	2 25
2 " " "	1 90
3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per case	2 75
" " 1's "	2 55
Man. Can. Co. 2's per doz.	2 50
" " 1's "	1 35
Roast beef (Man. Can. Co.), 2's, per case	2 50
" " 1's "	1 35
(Clark's), 1's, per doz	2 75
" 2's, "	2 55
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
1-lb glass, "	3 25
Corned beef 1-lb. tins, per doz	1 55
" 2-lb. " "	2 75
Lobsters (new) ½'s, per doz	2 30
" " ¾'s, "	2 90
" " 1's, "	4 00

SUGAR.—Quoted as follows:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 02¾
" " Sugar syrup, per lb	0 02¾
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE.—Rios continue very weak but there have been no further changes since the decline noted in last week's issue. We again quote:

Whole green Rio, per lb	0 09¼
" roasted " per lb	0 11½
Ground roasted Rio	0 12½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" 28 " "	0 08¾
" 12 oz pkgs., per doz	1 05

PICKLES.—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS.—There is nothing new in foreign dried fruits, the opening prices of the new California dried fruits this fall being still a matter of doubt. There is now doubt however that nearly all lines will open very high. We quote:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown	0 08¾
Sultana raisins, bulk, per lb	0 13½
" cleaned,	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80

Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ¼-lb. packages per package	0 10½
" " fancy seeded in ¼-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08½
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES.—Canadian evaporated apples are quoted still at 10½ to 11c. per lb., and dried at 9¾c. per lb.

HONEY.—Ontario honey is very scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ⅔ doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO.—Rangoon rice is a little easier. We quote :

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt	8 00
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 95
" 40 " "	1 00
" 20 " "	0 51½
" 8 " "	0 23½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal, 49's, per sack	0 90
" 98's, "	1 80

BEANS.—Choice prime white beans are quoted at $1.90 and the hand-picked at $2.05. The crop is reported short.

FOODS AND THEIR ADULTERATION.

Dr. H. W. Wiley, the United States Government's chief pure food expert, has written a book entitled "Foods and their Adulteration," which has recently been issued from the press of P. Blakiston's Son & Co., Philadelphia. Dr. Wiley:s own introduction is the best possible explanation of the scope of his work. He says :

"This manual is descriptive in character and aims to give, within its scope, as thoroughly and intelligibly as possible, an account of the various food products in common use in their natural and manufactured conditions, with the usual adulterations which have been found therein.

"It includes information regarding methods of preparation and manufacture, food values, standards of purity, regulations for inspection, simple tests for adulteration, effects of storage and similar matters pertaining to the subject.

"It has been designed to interest the consumer as well as the manufacturer consumer as well as the manufacturer, the scientific as well as the general reader, all of whom it is hoped will find in it something useful. The consumer is entitled to know the nature of the product offered, the manufacturer and dealer the best methods of preparation. It will give the physician and sanitarian knowledge of the value of foods, their proper use and inspection, and, while not analytical in purpose, will propide the chemist with information which will guide him in his work of detecting impurities."

E. D. Marceau & Company, Montreal, are advertising especially at present their teas, coffees and vinegars. Mention is made as well of some fine teas about to arrive.

THOMAS J. LIPTON

The World's Largest Tea Merchant

Heartily welcomes the grocers of Canada visiting Toronto Exhibition, and cordially invites them to make **Lipton's Tea Room** at 91 King St. West their headquarters, where very convenient writing, rest and check rooms have been provided for out-of-town merchants, and where an exhibit of **Lipton's Tea, Lipton's Coffee** and various other lines will be made, and **Lipton's Tea, Lipton's Coffee** and **Lipton's Jellies** served **Free** to those attending. Be sure and take home a Lipton souvenir.

Note the address—91 King St. West, Toronto

TRADE NEWS OF NOVA SCOTIA

Light Receipts of Produce—New Potatoes in Good Demand—Prospects for Exceptionally Heavy Apple Crop—California Fruit High and Scarce.

(Special Correspondence of The Canadian Grocer.)

Halifax, N.S., August 19.

The farmers all over the province are now busily engaged in hay-making, and in consequence, there is very little produce coming on the market. The receipts of butter are about an average, but the price is unchanged. Within the past week there has been considerable falling off in the receipts of small dairy tubs, but it is thought that this is due to the farmers being otherwise engaged, and that as soon as they get their hay in, butter will come along more freely. Eggs are in fairly good supply, the stock on the market at present being principally Prince Edward Island. The receipts of Nova Scotia stock are light. Prince Edward Island eggs are selling at 18 cents and Nova Scotia at 19 cents.

The quality of the new potatoes coming on the market is improving very noticeably and there is a good demand all round. Most of the old potatoes are now off the market and the new stock is selling freely at one dollar per bushel. New carrots, beets and turnips are selling by the bunch for five cents; cabbage is worth from 6 to 10 cents per head, and green beans from 6 to 8 cents per pound. Peas are a failure and very few are being marketed. Tomatoes are coming in more plentiful, but quotations are high so far, 12 cents being the price asked at present.

The fruit crop in Nova Scotia this year promises to be an excellent one. The trees are so heavily laden with apples in some of the orchards that props have to be used to support the branches. The fruit also appears to be of excellent quality. For some years past the apples have been spotted and it was difficult to secure fruit without this mark. This year the apples are free from this blemish, and all grades look well. In one orchard at Berwick, the owner expects to pick two thousand barrels of apples and two thousand bushels of plums. One fruit grower has already received an order from South Africa for two thousand barrels of apples. The indications at present are for a good demand from the English market, and buyers from the other side of the Atlantic will soon be in the Annapolis and Cornwallis Valleys buying up the fruit.

The quality of the California fruit coming on the market this year is unusually poor, and the price is very high. There is a good demand for the best fruit and the dealers have considerable difficulty in securing choice stock for their customers. Some of them say that most of the fruit shipped here now is seconds. This refers more particularly to Bartlett pears.

* * *

Within a short time the South Shore fishermen of Nova Scotia will have a new market opened up for them in the Upper Canadian provinces, as the Department of Marine and Fisheries have arranged to have the Halifax and South Western Railway Company put on an iced refrigerator car service. All the details have not yet been arranged, but it is possible that the car will leave Yarmouth on Mondays, connecting with the I.C.R. fast freight at Halifax on Monday night, and arriving in Montreal on Thursday morning. Hitherto the chief market for the South Shore men has been Boston and New York, large quantities of live lobsters and fresh fish being shipped direct to these points, and some of this fish found its way back into the Canadian market. The present move means that the entire Western Canadian market is now opened to them. Practically no South Shore fish has hitherto been shipped direct to Montreal, but large quantities have gone via Boston. Very few, if any, shippers on the South Shore have connections in Montreal. There is a refrigerator car service on between Mulgrave, N.S., and Montreal over the I.C.R.

FOODSTUFFS NEWS OF NEW BRUNSWICK

Special Correspondence of The Canadian Grocer.

St. John, N.B., Aug. 19, 1907.

Business in grocery circles continues very good for this time of year. The visit of Their Excellencies, the Earl and Countess Grey, has enlivened matters here during the past week. Business houses and public buildings were abundantly decorated with flags and bunting and the citizens generally united in extending a hearty welcome to the representative of the King. His Excellency was dined by the Canadian Club and was the guest at several other dinners. His utterances on the progress of the Dominion and his words of praise for the Maritime Provinces were eagerly listened to.

The vice-regal party also visited Fredericton and left here Friday night for St. Andrews.

* * *

In reviewing the changes in the local wholesale markets during the past week, Geo. E. Barbour & Co. report tnat fish of all kinds are firmer on account of short receipts and bad weather. They do not look for higher prices, however, as the catch has been fair. Lard is slightly easier. American beef and pork are steady. Sugars are steady, with a good demand, and the market is unchanged. Cheese, butter and eggs are firmer. Eggs are selling at 18 to 18½ cents, which is very high for the season. Cheese is quoted at 11¾c.; dairy butter at 20 to 21 cents. Canned salmon is very firm with 1906 pack almost entirely cleaned up. The first arrivals of new fish should be available this month. In dried fruits, 1906 seeded raisins are very firm, with stocks limited. Loose raisins are almost out of the market. Buyers are expecting first shipments of new Australian raisins this week. This line is offered at nine cents.

* * *

Deputy Minister of Railways Butler and leading officials of the I.R.C. were in the city on Friday last and met a committee of the Board of Trade to discuss the proposed improvements in the yard here. The committee pointed out that a great deal more yard room was needed. Mr. Butler, while agreeing with them, pointed out that only a limited amount of money was available for work this year and this would be spent to the best advantage. The chief work to be done will be in increasing the yard room beyond Gilbert's Lane and in building a flour shed and loading siding on the western side of Mill Street. Other improvements have been promised for next year.

* * *

Reports received from various sections of the country are to the effect that blueberries are a plentiful crop. The market is good and prices higher than usual at this time of year. Shipments are being sent this year to Ottawa, a market heretofore unknown to New Brunswick, and the prices received are said to be in advance of those received on the Boston market.

* * *

The city has made an offer to the C.P.R. to lease to the company berths 1, 2, 3, and 4 on the west side, at a rental of $45,000 a year, and a proposition has also been submitted to charge a flat rate of fifteen cents a ton on all freight. Both offers are being considered by the company. The city's object is to make the wharves bring in a revenue sufficient to meet the interest and sinking fund.

* * *

The fire inquiry at Hartland is now going on. It has been established that the conflagration was of incendiary origin.

* * *

John Walsh, who had been conducting a grocery business on the west side, died Thursday morning. He came to St. John in 1854. He leaves one son, Rev. H. W. Walsh, rector of Holy Trinity Church, and one daughter. The funeral was held on Saturday.

Greenberg and Israel, grocers, of Winnipeg, have dissolved.

W. D. Watson, general store, Traynor, has sold to J. A. Kennedy.

Coudie Bros., grocers, of Winnipeg, have sold to Moffat Bros.

A. Irving, grocer, Toronto, has been succeeded by H. L. Clarkson.

J. A. Turnbull, grocer and crockery merchant, of Listowell, has sold to L. D. Kelly.

RECIPROCAL DEMURRAGE.

(Continued from page 31.)

necessarily involved in sending claims to distant points for litigation and enforcement, throw up their hands and forego their claims altogether. But even if they do litigate, they are confronted with some fifty distinct jurisdictions each having statutes or local decisions that create an almost equal number of clashing rules, so that it has been impossible for many years for the shipper, the consignee or the carrier to determine or ascertain their respective rights and obligations.

"This one piece of federal legislation just referred to is supplemented by what it is hoped and expected will be a still more important measure of governmental regulation. I refer to the uniform bill of lading, which after nearly three years of constant and untiring work on the part of the joint committee of the carriers and shippers and their lawyers, has just been submitted to the Interstate Commerce Commission for adoption.

"The growth of this instrumentality of commerce has been remarkably rapid and its development has been most varied.

"In some jurisdictions the carrier can contract against everything but negligence; in others this is prohibited. In some, the carrier can stipulate against liability for fire; in others this is denied. In some the duty of proving the negligence is on the plaintiff; in others the carrier must show that it has been free from negligence. Imagine the insuperable difficulty of proving in an action against a carrier, particularly if it be the connecting or final one, the cause of the injury and the presence of negligence. These and many other equally momentous points that have given rise to endless confusion and doubt in and out of court have been disposed of by the bill of lading now with the commission.

"If the commission on October 15 next, when the final hearing takes place in Washington, makes this new bill a rule and regulation of interstate commerce, and, if necessary, Congress approves, the industries of this country can beg few more useful boons, and there will be taken from the domain of litigation an endless number of questions that are now surrounded by an impenetrable haze of fog and uncertainty."

CORRESPONDENCE

LONDON.

Grocery business, wholesale and retail, is holding its own. Teas of all kinds are very firm. Prices of dried fruits are easier and unsettled, and as the crops are good a further drop in prices is looked for. Brokers' advices report vessels loading with new crop raisins and currants at Patras and Denia and shipments should arrive on this side of the Atlantic within the next six weeks.

* * *

The scarcity of berries this season has resulted in an unsuccessful demand on retailers for plums, which, according to all accounts, are a good crop. The result has been to send the price of plums away up. Twelve-quart baskets that in ordinary years have been retailed at 60 to 75 cents are selling now at 90 cents. With the appearance of this fruit there has been a slight improvement in the demand for sugar.

* * *

Ed. Ryan, of Ryan & Russell, the Richmond Street grocers, gives voice to a grievance which the trade has complained of for some time. It is that grocers, in buying fruits and vegetables from the canneries, have no means of knowing whether the goods are new or old—whether they are this year's or have been held over from year to year for a greater or lesser period. Mr. Ryan suggests that legislation be sought at Ottawa compelling packers to mark the year of packing on each can sold. One of the canners recently spoken to on the subject said: "Why, we put entirely new labels on our goods each year. Isn't that enough?" "No," replied Mr. Ryan, "for it is an easy enough matter to paste a new label over an old one so as to completely hide it. Besides," he added, "when you are getting new labels printed wouldn't it be an easy matter to have the date marked in a corner?" The question was not answered.

* * *

Complaint is made by grocers in the outlying parts of the city that hucksters are in the habit of hawking about the back streets and from door to door vegetables and fruit which they purchase in the local market, to the detriment of storekeepers who pay rent and taxes. A city bylaw prohibits any person from selling on the market or the streets farm produce not of their own growing and from buying stuff on the market for the purpose of reselling it. Officers of the Retail Grocers' Association a few days ago sought advice on this point at the city hall and were referred to the market clerk, whose duty it is to see that the bylaw is not abused. If that official cannot bring about an abatement of the huckster nuisance the market committee of the city council will be appealed to.

* * *

The push cart banana men are dropping off one by one as their licenses expire, and in the course of a couple of months or so the last of them will be gone. The new bylaw regulating the movements of these itinerant vendors of tropical fruits and peanuts, which the Retail Grocers' Association were instrumental in having passed, is having the effect intended, as these foreigners find it better to get out of business altogether than remain in it with their operations confined to the outlying streets of the city.

* * *

Local grocers had a jolly time last Wednesday afternoon at Dorchester. Many of them enjoyed angling in the private stream of the London Skating and Fishing Club, but more of them witnessed a baseball match for blood between teams captained by Thos. Shaw and Ed. Ryan, vice-president and treasurer, respectively, of the association. The latter won by the score of 14 to 12. The big features of the afternoon, however, were the trotting races. A number of farmers had driven into the village to see the fun and the ball game ended, the farmers' rigs were commandeered and the races started. Each of the jockeys—and all of them were grocery men—was decked out with a jockey's silk cap furnished by the hotelkeeper, W. C. Drake, which added not a little to the picturesqueness of the scene. Of course the best nag and the best driver won in each event, but as the contests were not governed by the rules of any particular jockey club and all the drivers are church members, no names or time were placed on record. A banquet at the hotel in the evening wound up one of the most enjoyable outings of the season.

STRATFORD.

E. K. Barnesdale, president of the Barnesdale Trading Co., who has been visiting the notable places of interest in the Old Country, is expected to arrive home on August the 26th.

Every day is market day here now. The vendors appear with their produce on the market every morning, and generally dispose of all of it without trouble. Vegetables are in heavy demand. The recent light showers of rain have done much to improve the vegetable growth. Previous to the rain everything was in a dry and parched condition, and the outlook was far from encouraging.

Notwithstanding the backwardness of the season, and the consequent shortage of most fruits, the grocery business is fully up to that of recent years. There are one or two merchants in the city who contend that trade has been duller this summer than for some years past, but this opinion is not that of the majority. Recently there was a great deal of talk in this vicinity about the backwardness of the crops, but on Saturday last one farmer remarked to your correspondent that many of the crops, although a little late, are, on the whole, better and larger than last year. When the farmer is satisfied with his crops, the city resident should have no kick coming.

* * *

"Do you find it handy to have these bags hung up in a string over the counter?" asked a customer of one of the city retailers, as he pointed to two or three rows of paper bags that were strung, according to size. "Yes," was the reply, "I used to have them in loose bundles on a shelf under the counter, but I found that when in a hurry, they got knocked around and made things untidy. When hung up that way, they are always just where you want them." This is sound philosophy, and worth following.

* * *

Oranges have taken on a decided upward price, but the citizens seem to relish the California fruit, as there is no decrease in the demand.

Many of the general grocery travelers are now taking their holidays, and their familiar faces are missed.

The free postal delivery system was inaugurated in this city this week. Seven carriers are traversing the streets daily on the various routes, and it is understood that the number will be added to in the near future. Three deliveries are made daily, and the service is much appreciated by the citizens.

Dollars in a Name

When the proverbial cobbler declared that there was nothing in a name he was absolutely ignorant of modern business methods. There's **more than dollars—there's a lasting reputation** and **a staying trade in the name**

BOECKH

for thousands of dealers throughout Canada. There's just one brand of **Brushes** good enough for you to stock—if you are out for more business. That's the BOECKH BRAND the product of the largest and best equipped factory in Canada. We have permanent representtatives in the countries of the Old World where the best bristles come from. This enables us to buy to better advantage than smaller manufacturers and the **Grocers of Canada share our profits.**

UNITED FACTORIES, Limited
TORONTO, CANADA

A SPECIAL OFFER

We are spending a great big sum of money in advertising our

Gold Standard

BAKING POWDER

as well as our other products.

But we realize that all this advertising cannot accomplish big results unless we have the the co-operation of the retail grocer.

Therefore we are making a special free proposition on Baking Powder, that will make it well worth your while to co-operate with us in pushing the sale of Gold Standard Products.

If you have not already heard about it drop us a line to-day for full particulars.

THE CODVILLE-GEORGESON CO., Limited
WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
LIMITED
PORK AND BEEF PACKERS
TORONTO

Creamery Butter

We have a large stock of both prints and boxes and are daily receiving supplies. Write us for quotations or send us your orders, to be charged for at market price.

F. W. FEARMAN CO.
Limited
HAMILTON

"That Nutty Flavor"

That, with wholesomeness, is what your customers are looking for

CORONA HAMS and BREAKFAST BACON

have these qualities and are certain to tickle the palate.

They'll make money for you, why not try 'em?

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL STORES

It Means This

The **RYAN BRAND** means the maximum of purity and wholesomeness. That's why our

Bacon
Ham and Eggs
Cheese
Butter
Sausage
Bologna
and
Lard

will be most pleasing to your customers.

It means, too, that they'll come back again.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

An easier feeling characterizes the cheese market this week. Prices in Montreal are slightly lower, following the decline in the country. For finest, Ontario dealers are asking 11⅜c. to 11⅝c., while for Quebecs, 11⅛c. to 11¼c. is obtainable.

These prices, however, appear to be too high for English houses, as they have not shown a willingness to buy much more freely at the lower figures quoted them by Qanadian exporters. They appear to be waiting for figures much lower than those now ruling, and if things continue as they now are, it is likely that there will be a further decline. With prices even a little lower, export business would pick up very much, but when to-day's prices are shown them. English firms are not prepared to talk business.

Stocks are not large as compared with last year. It is not thought that there are more than 250,000 boxes of cheese in Canada, of which probably 175,000 to 200,000 boxes are held in Montreal.

Receipts last week were 95,232 boxes, against 101,700 same week last year. Total receipts of cheese since May 1, 1,182,622 boxes, against 1f291,942 boxes same period, 1906. It will be seen that receipts are 109,320 boxes behind last year. This is not surprising considering how unfavorable the weather has been, and how the farmer has been handicapped in caring for his cattle owing to the late spring and consequent lack of pasture at a time when feed was extremely high.

Last week 82,437 boxes of cheese were exported, as compared with 72,575 boxes the previous week, and against 83,781 boxes same week last year. Total shipments since May 1 this year Reports from England state that the market is in a more healthy state.

Butter is steady, a good, brisk trade being done locally at prices which allow a fair profit to the dealer. Much more attention is being paid to the local trade than to the export. At the moment demand on the part of grocers is very strong and as prices are satisfactory transactions are numerous.

The make keeps up as well as can be expected for a year such as this has been. Receipts last week were 17,271 packages, against 14,984 packages the previous week, and 26,571 packages same week last year. Total receipts this year show a falling off, compared with 1906. They amount to 250,809 packages, as against 385,270 packages for the corresponding period of last year, which means a decrease of 134,461 packages.

Shipments have fallen off, only 44,001 packages having been exported since May 1, as compared with 216,409 packages in 1906. The difference is 172,408 packages. Last week 3,571 packages were shipped, as against 4,138 packages the previous week, and 24,560 packages same week 1906. It will be noticed that the shipments in this one week last year equal more than half the total exports this season.

In England they are not yet using a great deal of Canadian butter, although more or less of what is going forward is going into consumption. Dealers here expect to dispose of all the butter they have to spare before the Australian butter arrives on the Old Country markets, and for that reason they are not worrying much about the lack of good inquiry from English houses.

THE PROVISION SITUATION

The Old Country market is in a rather unsatisfactory condition due to increased supplies from the three principal sources of import supply, United States, Denmark and Canada.

The large deliveries of hogs in Denmark have become an old story. Last week in England 2,000 bales were carried over as against 200 bales the week before. In the United States receipts of hogs have been heavier than for a couple of years. Their export shipments have been running about 18,000 boxes, while the ordinary shipments for some time have been about 13,000. In Canada also deliveries of hogs have been more liberal than for two or three years and the net result has been to overburden the market. This is especially the case in view of the price. Best bacon is quoted at 63s. and heavy lean and fat at 58s. This is very high and in the Old Country people watch prices closely and when our foodstuff gets beyond their means they substitute another. The result is that low prices greatly stimulate demand and at 45 to 50s. the consumption of bacon would probably be from a third to a half more than at present.

The unsatisfactory market in the Old Country has tended to divert more pork to Canadian cuts with the result that the market here is somewhat overloaded and the tone is weak.

This feeling is increased by the lowering of the live hog prices. The packers are trying to get the price down to keep pace with the situation in the Old Country. This week prices are down to $6.50 to $6.60 and Davies & Co. have already set the price for next week at $6.35. Deliveries last week were from 22,000 to 24,000, but this week they are not coming so fast. In view of the market conditions, however, the packers will be pleased to get a very small number.

The weakness in the market here is causing some variation in prices, or perhaps it had better be said that the variations in the prices are contributing to the weakness of tone. Some packers are oversupplied with one line and some with another, so that the shading of prices is on different lines in different houses, but all feel bound to meet all reductions.

The New York Journal of Commerce, reviewing the American market for last week, says :

"The market for hog products the past week has been but a small sideshow, beside the grain markets, with which it has partially sympathized, on the depression caused by Wall Street liquidation, tight money and the telegraph strike, which has practically brought business with the west to a standstill, as most business in these products is dependent upon quotations from Chicago, of which official ones are about all that have been received during the week. The result has been, as usual, to depress prices, but there has not been enough demand to result in much break, as concessions would scarcely have stimulated business. The receipts have been but partially reported, and chiefly from Chicago, although the "Price Current's" report from the west for the week falls behind last year 95,000, against 100,000 excess last week; which seems hardly probable and may be due to lack of full reports owing to the telegraph strike. The market must therefore be regarded as more nominal than real at easier but not radically lower prices for the week without other new features than noted above."

PROVISION MARKETS

MONTREAL.

PROVISIONS.—Business is reported by packers very brisk for the season. There is not a great movement in lard, but occasional sales are being made. Smoked meats are going out steadily in a jobbing way, but no large orders are being filled.

Lard, pure, tierces	0 11½	0 11¾
" 56-lb. tubs	0 11½	0 12
" 20-lb. pails, wood	0 11¾	0 12¼
" cases, 10-lb. tins, 60 lbs. in case	0 11¾	0 12¼
" " 5-lb. "	0 12	0 12¼
" " 3-lb. "	0 12	0 12½
Lard, compound, tierces, per lb.	0 10½	0 11¼
" " tubs	0 11⅛	0 11⅜
" " 20-lb. pails, wood	0 10⅜	0 11⅛
" " 20-lb. pails, tin	0 10½	0 10¾
" " cases, 10-lb. tins, 60 lbs. in case	0 10⅜	0 11⅞
" " " 5-lb. "	0 10⅞	0 12
" " " 3-lb. "	0 11	0 12½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
Canadian short cut clear	21 50	23 75
American fat back		23 50
Breakfast bacon, per lb	0 14	0 16
Hams	0 12½	0 15½
Extra plate beef, per bbl. varioussizes	8 00	23 00

BUTTER.—Prices continue firm and business is quite satisfactory. Some shipments are being made to the west at prices which allow the dealers a good margin of profit.

Creamery, choice, boxes	0 22½
" pound prints	0 23
Dairy tubs	0 19 0 20

CHEESE.—Cheese is quiet locally. Prices are firm. Receipts are good compared with last year, although they are somewhat smaller. Exports are keeping up.

Cheese, old	0 14 0 16
" new, large	0 11½ 0 11¾
" " twins	0 12

EGGS.—Eggs are in strong demand prices ranging from 18½c. to 19c. for

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

No. 1 fresh, to 21c. to 23c. for selects. Receipts are large, but demand is brisk, eggs being about as cheap a food as any now on the market possessing the same nourishment. Very small lots are being stored, the quality not being of the best for storing purposes.

HONEY.—Prospects appear to be good for buckwheat honey. Prices are firm, although business is not large.

White clover comb honey	0 14
Buckwheat, extracted	0 08
Clover, trained, bulk	0 09

MAPLE PRODUCTS.—Maple goods are in fair demand at figures quoted. Townships sugar is firmer.

Pure maple syrup, bulk, per lb	0 06½ 0 07
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08

TORONTO.

PROVISIONS.—There is a rather weak tone to the market due to the large stocks in the hands of some of the packers and to the declining live hog market. Long clear is one-half cent lower but packers declare it cannot be produced at the lower price and show any margin of profit. Short cut is also lower. One large packer is asking a little more for lard, but the majority of them have not followed suit.

Long clear bacon, per lb	0 10½ 0 11
Smoked breakfast bacon, per lb	0 15½ 0 16
Roll bacon, per lb	0 11 0 11½
Small hams, per lb	0 15 0 15½
Medium hams, per lb	0 14½ 0 15½
Large hams per lb	0 13½ 0 14
Shoulder hams, per lb	0 10½ 0 11
Backs, plain, per lb	0 16½ 0 17
" pea meal	0 17½ 0 17½
Heavy mess pork, per bbl	19 50 20 00
Short cut, per bbl	22 00 22 50
Lard, tierces, per lb	0 11 0 11½
" tubs "	0 11½ 0 11¾
" pails "	0 12
" compounds, per lb	0 10
Plate beef, per 200-lb. bbl	12 50 13 00
Beef, hind quarters	9 00 10 00
" front quarters	5 50 6 00
" choice carcases	7 50 8 25
" common	5 00 6 00
Mutton	0 08 0 10
Lamb	0 12 0 13
Hogs, street lots	9 25 9 50
Veal	0 08 0 09½

BUTTER.—The market is firm and pretty much unchanged. It is reported here that half a million pounds of butter are stored in London, Ont., which seems a heavy supply. Here, however, creamery prints are still quoted at 23 to 25c. according to quality, the bulk of it going about 24c. but an occasional choice brand above 25c. Solids are a bit firmer and choice dairy tubs also.

Creamery prints	0 23 0 25
Creamery solids	0 21 0 22
Dairy prints, choice	0 21 0 22½
" " ordinary	0 18 0 19
" tubs choice	0 20
" tubs, ordinary	0 17½ 0 18
Baker's butter	0 17

EGGS.—Supplies have not yet felt to any extent the impetus usual with the hens getting into the harvest fields. Prices are firm, higher, if anything, and dealers look for a steady market for some time. The quality is improving and that generally precedes increased consumption and any surplus stocks are expected to go readily into storage.

Eggs	0 19 0 20

CHEESE.—Prices are one-quarter cent higher. Demand for new cheese has been small as yet.

Cheese, large	0 12½ 0 12½
" twins	0 12½ 0 13

HONEY.—The fall trade has not yet set in and prices are unchanged.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 12
" in the comb, per doz	2 00 2 50
Buckwheat honey, per lb	0 05 0 06
" " in comb, per doz	1 25 1 50

POULTRY.—Trade is fair and demand nicely absorbs the supply at unchanged prices.

Live Weight.

Spring chickens, per lb	0 12 0 14
Old fowl	0 09 0 10
Ducks	0 10

Dressed weight.

Spring chickens, per lb	0 15
Old fowl	0 10
Ducks	0 12
Tom Turkeys	0 14
Hen "	0 14 0 16

WINNIPEG.

BUTTER—Creamery butter is in brisk demand, owing to the poor quality of the greater part of the dairy butter offering. The price to the trade is 24 cents. For dairy No. 1 produce houses are paying 18 cents, and for No. 2, 16 cents, delivered in Winnipeg.

CHEESE—Ontario cheese is selling at 13½ cents per lb., and Manitoba at 13 cents.

EGGS—Produce houses are paying 16 cents per dozen delivered in Winnipeg, and subject to candling.

PACKING PLANT FOR EDMONTON.

Work on the big new J. T. Griffin Co. plant in Edmonton is being pushed ahead rapidly and very soon the Alberta capital will have a large, up-to-date packing plant that will provide a ready market for all the hogs that the farmers in the Edmonton district can be persuaded to raise. The new plant is to cost $500,000 and it will be the home of one of the big industries of the country. It is generally understood and admitted that J. T. Griffin Co. are controlled by Swift & Co., of Chicago, and are in fact their Canadian branch. There is, therefore, unlimited capital behind the Edmonton enterprise and its success is assured from the first.

The Edmonton plant is in charge of P. O. Dwyer.

PROGRESS OF AERIAL NAVIGATION.

The airship that is coming to the Canadian National Exhibition, Toronto, will make a trip, within the first four days, from the Exhibition Grounds down to the City Hall, around the City Hall tower and back to the place of starting, thus exemplifying the great progress that has been made within the last twelpe months in aerial navigation. It is not so many months since Santos Dumont, the great Brazilian aeronaut, had his name on the lips ol pretty well every man and woman in the civilized world for his great feat of rounding the Palace of the Elysee, and now within a year of that performance the feat is to be more than repeated in the city of Toronto, Canada.

The sale of Wilson's

FLY PADS
is many times larger than that of all other fly poisons combined.
Avoid cheap and unsatisfactory imitations.
ARCHDALE WILSON, - HAMILTON

The Ideal Quick Lunch

When your lady customer comes to you in a hurry for something "for a quick lunch" or when she asks for something for the unexpected guest's meal recommend

CLARK'S LUNCH TONGUE

It fills the bill every time and you add so much more to ***your*** reputation. Then there are ***86*** other lines put up by ***Wm. Clark.*** We are sure you want to know more about our canned specialties. Write for catalogue.

WM. CLARK - MONTREAL

O'MARA

BACON
LARD
HAMS

O'MARA - Palmerston

The Manitoba Canning Co. LTD.

Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRANDS **Preferable**

Saleable TRURO QUALITY BRANDS **Profitable**

Truro Condensed Milk Co., Limited
TRURO, N.S.

CEREALS AND CONFECTIONERY

Wheat Markets Are Feeling the Approach of Fall—Flour and Cereal Trade Remains very quiet, With Prices Steady—New Confectionery Season.

The first breath of fall weather is having its effect upon the wheat markets, increasing speculative activity and giving a generally firmer tone to things. Frost has appeared in the west and with the late start the crops got the farmers were hoping for a late fall to even things up. Very much depends on the weather during the next few weeks. The recent decline of wheat prices stimulated a very active demand for export and this movement has also had a strengthening effect.

All this time the millers are playing a waiting game. They want to know what the harvest will bring forth. Some of the bakers have pretty fair stocks of flour and those who have not are cautious and will buy only from hand to mouth. Merchants seem to be of the same mind, with the result that the demand for flour is very limited.

The cereal business as a whole is quiet, too, but some millers report quite an active demand for oat and wheat products. Prices, however, are steady and fall business has not yet opened up.

Confectionery.

Coming on the fall there will be a new candy trade to take care of. The family will soon be gathering about the evening fire and there's nothing the women and girls will appreciate more than a box of chocolates. Nearly every grocer in the country can get a part of this profitable trade if he goes in for it with a little thought and enthusiasm. Besides being worth while in itself, it will in most cases help the grocery business.

MONTREAL.

FLOUR—Local demand for various grades has been quite saisfactory to milling companies. No higher prices have been asked, and it is does not seem at the moment as though an advance were likely. Demand from the other side has not been active, although recently some fairly good sales have been made to Old Country and foreign purchasers.

Winter wheat patents		5 00
Straight rollers		4 40
Extra		4 20
Straight rollers, bags, 90 per cent	1 75	2 40
Royal Household, bags		5 10
Glenora		4 50
Manitoba spring wheat patents		5 10
" strong bakers		4 [illegible]
Five Roses		5 10
Buckwheat flour	2 25	2 30

FEED—Feed is still very scarce and prices are strong. It was thought some little time ago that there would be relief and a more favorable market would rule around this time, but nothing has turned up to help out matters, and millers remain oversold and quite unprepared to do business as in ordinary years.

Ontario bran	18 00	19 00
Ontario shorts	23 00	24 00
Manitoba shorts	23 00	24 00
" bran		20 00
Mouillie, milled	23 00	31 00
" straight grained	28 00	30 00
Feed flour	1 35	1 45

ROLLED OATS—Quotations given below have ruled all week. Fair trade has been done.

Fine oatmeal, bags	2 60	2 75
Standard oatmeal, bags	2 60	2 75
Granulated " "	2 60	2 75
Golddust cornmeal, 98 lb bags	1 70	2 00
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 40	2 50
" 80-lb. bags	2 30	2 35
" bbls	5 05	5 35

TORONTO.

FLOUR.—Trade continues very quiet and without incident. Buying is from hand to mouth and prices are steady, waiting the outcome of the harvest.

Manitoba Wheat.

60 per cent. patents	4 90	5 00
85 " "		4 50
Strong bakers	4 30	4 40

CEREALS.—Prices continue unchanged and trade generally is quiet though some local millers report a quite satisfactory demand both domestic and export.

Winter Wheat.

Straight roller	4 25	4 35
Patents	4 45	4 65
Blended	4 35	4 40
Rolled wheat in barrels, 100 lbs	2 75	3 00
Rolled oats, in wood, per bbl		5 25
" " in bags, per bag 90 lbs		2 50
Oatmeal, standard and granulated, per bbl		5 55
" " " in bags 98 lbs		2 65

CONFECTIONERY NOTES.

B. P. Kent, miller, of Burford, has sold to R. McCracken.

J. P. Wal, confectioner, of Hague, has been succeeded by P. Frost.

H. Cuttler, confectioner, etc., of Broadview, has been succeeded by A. S. Tilbury.

The New Prague Milling Co., of New Prague, Minn., is credited with the intention of establishing a large mill at Saskatoo. They talk of 3,000-bushel capacity.

Harris and Barnes, general store, Disley, have dissolved.

H. Coltart, general store, of McTaggart, has sold to W. F. Parsons.

R. J. Thomas, manager for B. W. Thomas, Hartford, has been in the west for three weeks looking over the country. He was at Edmonton, Calgary, Banff, Red Deer, Winnipeg, etc.

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.

Importers of Foreign Products.

125 St. Peter St., QUEBEC.

GRAHAM FLOUR

Made from carefully selected wheat.

Send for trial lot

A. A. McFALL BOLTON, ONT.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

WATCH THE GRADING OF APPLES

A. McNeill, chief of the Fruit Division of the Dominion department of agriculture, in the course of a letter to The Canadian Grocer on apple classification, states:

"Your patrons, I am sure, will pay more attention to the Canadian grade of No. 2 apples this year. The definition as set forth in the Inspection and Sale Act, part IX. (Fruit Marks Act), requires that 80 per cent. of the apples in a No. 2 barrel should be free from any blemishes that cause material waste; the remaining 20 per cent. must be at least nearly medium in size. These two points make the No. 2 apple a most will be almost impossible to put in culls under this definition, because if the apple is of nearly medium size the blemishes are almost sure to be such as would cause material waste.

"Grocerymen and fruit sellers should post themselves thoroughly upon what they should get in a No. 2 barrel, and insist upon getting it. The law is made in their favor as against any unscrupulous packer or broker. This will make it easier to maintain a high standard for No. 1. A No. 1 barrel should contain 90 per cent. of apples practically perfect.

"The Inspection and Sale Act, part IX. (Fruit Marks Act), will be sent free on application to the fruit division."

NOTES.

R. R. Onglis, grocer, of Edmonton, has suffered loss by fire.

J. M. Hickman, grocer, of Alpha, has been succeeded by D. Hillhouse.

A. Johnson, general store, Innisfil, has been succeeded by A. L. Trace.

Jos. Neven, general store, New Norway, has been succeeded by Ramsay Bros.

D. F. Williams, of Port Burwell, general store, has been succeeded by C. D. Foster.

Henry Gabel, general store, Beausejour, has been succeeded by Powell and Gabel.

A NEAT PARCEL

is a customer-pleaser. Our

Bags,
Paper,
Twine and
Stationery

are the finest in the market, and will help to the desired end.

A. M. THORNE & CO., 77 Front E. TORONTO

ICE CREAM POWDER

At a Tempting Price

We offer this seasonable line at low rates in large or small quantities. Our formula is an excellent one and customers speak well of satisfactory use and sales.

For store or family use it is unequalled. Write us for quotations.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - ENGLAND

"Incomparable"

Mr. Grocer! When the women of Canada are so unaminious in their opinion regarding our

Perfection Cream Sodas

can you afford to stock other biscuits? Your customers must have told you again and again that

are "Incomparable" Judge them as you will, that verdict stands. There are reasons for the marked superiority of

Perfection Creams

We would like to tell you why in the following series of ads.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

THEY KEEP CRISP

That's only one of the good points of

McLauchlan's Cream Soda Biscuits

They hold your customers just as they hold their goodness.

McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co. "

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

Dealers are requested to write for special free deal.

·SURPRISINGLY SUSTAINING·

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Remember

Full weight in every package of McLean's White Moss Cocoanut and costs you no more. "Ask for it."

Canadian Cocoanut Co.
Montreal, Canada

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
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Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands:

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kah-lay)

It is wise to give thought to the future. The prudent business man watches the signs of the times. The index finger of public taste is pointing towards

Cailler's
Genuine Swiss Milk
Chocolate

Be prepared for the call.

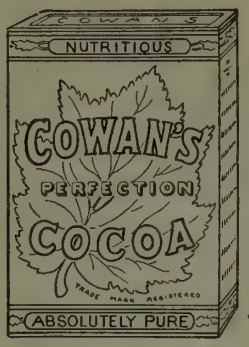
General Agent for Canada:

WM. H. DUNN

396 St. Paul St.
Phone Main 685
MONTREAL.

27 Front St. East
Phone Main 7658
TORONTO.

Because It Pays



That's one of the reasons why most shrewd grocers stock Cowan's Cocoa and Chocolate. There are a few more.

COWAN'S
COCOA and CHOCOLATE

are the best on the market and just as near perfection as human ingenuity and carefulness can make

COCOA and CHOCOLATE

If it's Cowan's it's all right.

The COWAN CO., Limited
TORONTO

CANADA:
No better
Country

MOTT'S
DIAMOND
CHOCOLATE

MOTT'S:
No better
Chocolate

After all is said and done it's the goods that have stood the critical test of time that pay you to sell and recommend. In Canada, it's

Mott's

"Diamond" and "Elite" brands of

Chocolate

that have been tried and proved reliable for over 25 years.

Why change?

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver

It will Pay

you to stock and push the sale of the famous

Frame-Food
PREPARATIONS

(Frame-Food, Frame-Food Jelly and Frame-Food Cocoa).

Extraordinarily advantageous Terms for Pioneer Traders.

Write for Particulars at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

WINNIPEG CATERERS' PICNIC

A Large Gathering and Despite Not Very Favorable Weather a Fine Outing was Enjoyed—Wholesalers and Manufacturers Closed up to Allow Employes to go.

In spite of the very worst that the weather man could do the Winnipeg Caterers' Picnic, held on Wednesday of last week at Winnipeg Beach, was a big success. The Winnipeg Caterers' Association is a strong organization including in its membership all the grocers, bakers and butchers of the city, and it is capable of doing things in the amusement line. Each year the caterers' picnic is looked forward to as the big event of the season at the popular summer resort at Winnipeg Beach and the committees in charge have an increasingly difficult task each year to make each succeeding picnic a bigger success than the last. This year's committee undoubtedly succeeded in doing what was expected of them, but in accomplishing their object they set a pace that will make the work of next year's committee particularly difficult.

The first train for the Beach left early in the morning and as the rain was coming down in sheets the outlook was decidedly unpromising. However, a large number of enthusiasts were determined to attend in spite of the unfavorable circumstances and the first train carried an unusually large crowd to the Beach. Three special trains were provided by the C.P.R. and over two thousand of the Winnipeg caterers, with their wives and families, spent an enjoyable day at the Beach. Business was forgotten for the day, all the retail stores and wholesale houses being closed in order to allow employers and employes to attend the big annual event of the Caterers' Association. The Western Canada Flour Mills Co. also closed down their immense plant at St. Boniface and furnished all their employes with transportation to the Beach.

A splendid programme of sports had been arranged by the committee and it was well carried out. The day was cloudy for the greater part of the time, but the wind across the lake was not cold and there were many bathers, although the heavy swell prevented very many from using the boats. The aquatic sports attracted considerable attention and there was some particularly good swimming and diving.

On land the baseball games, the races, tug-of-war and pursuit and capture of the lubricated pig, provided by the generosity of Gordon Ironside and Fares, furnished amusement until the departure of the first train. Bert Turner, the captor and consequent proud possessor of the elusive pig, was the hero of the day and is still receiving congratulations from his acquaintances in the trade.

The 90th band was secured for the occasion and furnished music during the day while a capable orchestra in the dancing pavilion enticed those whose inclinations were towards the pleasures of dancing. During the evening the dancing pavilion was the main attraction. Since last year the pavilion has been greatly enlarged and the floor was in perfect condition. It was with difficulty that the last of the party could be gathered at the station in time to catch the last train home.

Too much credit cannot be given to the officers of the association to whose hard conscientious work is due the big success of their annual event. President T. J. Coyle and Vice-President J. R. Gowler had a busy day of it, but they were ably assisted by the other officers of the association, W. A. Bartram, treasurer, and "Mike" O'Connor, secretary. The secretary was indefatigable in his efforts and was the hardest worked man on the grounds. The officers were given able assistance by Charles Gibson and J. Treleaven and others on the committee in charge.

The list of the sports, the winners, and prizes, are given below. Many of the prizes were given in cash and are not stated.

Baseball Match—Bakers 4, Butchers 6; Grocers 4, Travelers 6. Finals—Travelers 5, Butchers 0. Prizes—Nine gold tie pins donated by Alexandra Hotel, Winnipeg Beach.

Boys' Swimming Race (50 yards)—H. Scrimes, E. Tingling, H. Buchanan.

Swimming Race (100 yards open)—R. Roell, F. Owens.

Long Dive (open)—F. Owens, Lauder.

Boys' Race (100 yards)—Bartlett, W. Gray, D. Steele.

Boys' Boot Race (100 yards)—John Hayne, rifle donated by Force Food Co.; B. McManus, fountain pen, donated by St. Charles Cream Co.

Boys' Race (75 yards)—Wesley Ryan, fountain pen, donated by St. Charles Cream Co.; Grant Wilkes, Ernest Shaw.

Boys' Race (25 yards)—J. Neilson, C. McGregor, E. Hynes.

Girls' Race (50 yards)—Maggie Johnston, Bernice McKinnon, K. McManus.

Girls' Race (25 yards)—D. Anderson, J. Burmash, B. Obermyer.

Single Ladies' Race—Daisy Rudd, A. McKnight, A. Suggett.

Extra—Girls Race (100 yards)—Maggie Johnston, gold pin, donated by St. Charles Cream Co.

Ladies' Race—Miss Hunter, gold watch, donated by Force Food Co.; D. Cuthbert, gold locket, donated by Force Food Co.; Miss Black, clock, donated by St. Charles Cream Co.

Married Ladies' Race—Mrs. Totten, barrel Purity flour; Mrs. Gate, half barrel Purity flour; all donated by Western Canada Flour Mills.

Standing Broad Jump—Seaburn, Gibson.

Standing Three Quick Jumps—Seaburn, Parks.

Running Hop, Step and Jump—Bright, Bergmann.

Open Amateur Race (100 yards)—Irvine, Sampson, M. Bright.

Gold Standard Sack Race—J. E. Brown, gold watch fob; Bates, cuff links; Moscripp, tie pin, all donated by Gold Standard Co.

Retail Grocers' Race (100 yards)—R. D. Cuthbert, gold locket, donated by Chase & Sanborn; J. C. Christie, pipe, donated by C. Duncan.

Retail Grocers' Clerks' Race (100 yards)—H. Pitt, gold locket, donated by Chase & Sanborn; J. Ogilvie, pipe, donated by C. Duncan.

Butchers' Race (100 yards)—F. W. Marples, set of pipes, donated by McNab & Roberts; J. E. Brown, pipe, donated by Golden West Soap Co.

Bakers' Race (100 yards)—W. Parks, silk umbrella; A. K. Boyd, pipe, both donated by Golden West Soap Co.

Wholesale Employes' Race (100 yards)—C. Reid, G. Bedford.

Retail Caterers' Employes' Race (100 yards)—F. W. Marples, H. Pitts.

City Travelers' Race (100 yards)—J. Congleton, S. Penwarden.

Fat Men's Race (100 yards)—Tie between W. Boyd and A. S. Lock.

Caterers' Race (100 yards)—J. Treleaven, gold watch, donated by Force Food Co.; J. L. Ritchie, pipe, donated by Golden West Soap Co.

Wheelbarrow Race (100 yards)—McMillan and Sampson, Gorrell and Sewell.

Quoits—W. Watt, G. J. Riley.

Tug-of-War—Bakers vs. butchers, won by butchers; grocers vs. travelers, won by grocers. Finals won by grocers. Winning team: Matheson, Caswell, McRae, Gowler, Boyd; fine umbrellas and fine pocket knives, donated by Force Food Co.

Catching Greasy Pig—Bert Turner. Pig donated by Gordon, Ironside & Fares, and become property of captor.

CANADIAN GROCER IN GREECE.

Thos. Bell, Sons & Co., Liverpool and Montreal, writing to The Canadian Grocer under date of August 8, say:

"The following is an extract of a letter received from our Patras, Greece, principals, D. S. Parthenopule, which you will doubtless be pleased to note:

" 'Simultaneously with receiving your favor of July 20 I got copy of The Canadian Grocer you kindly sent, and noted your advertisement with much pleasure and interest. It is remarkable that, together with your letter and copy of The Canadian Grocer, I got a letter from a firm in Aberdeen, Scotland, offering to do business with me on the strength of your advertisement in The Canadian Grocer. This shows what an eminent factor advertising is and I am much obliged to you for the idea of it.' "

PRICES GOING UP.

Both brick and clay pipes have greatly advanced in price owing to scarcity of material and the increased cost of labor. Scotland is the great source of supply for both articles.

After all, it's the **real** thing that possesses **true** worth. The piratical policy of sailing to patronage under other than regular colors is not approved of by business men. Imitators of

LEA & PERRINS' SAUCE

can never hope to equal the

"Only original and genuine."

When your customers think of Worcestershire Sauce it is **LEA & PERRINS'** that gave them the thought. Foster that idea and retain their confidence and trade.

J. M. DOUGLAS & CO., MONTREAL

Established 1857 **Canadian Agent.**

A Good Storekeeper

studies his stock and sells only that which he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.

DO YOU SELL IT?

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Merchants should recommend food-products that are produced in **clean** factories.

APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. . All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

The Summit of Excellence

St. Magnus

Sweet Pickle

(Fruits and Vegetables)

stands alone as the

PATRICIAN ARTICLE

of the Pickle World

Imperial Pints and Half Pints

Glass Stoppers

Fancy Picture Labels

Quotations of

ANDREW WATSON

91 Place d'Youville, - Montreal

Proprietors,

FRED^K. FISHER & SONS

St. Magnus House,

LONDON, - ENGLAND

FRUITS, VEGETABLES AND FISH

Fruits Quiet—Bananas Scarce and High Under an Increased Demand—Prospects for High Prices in Canadian Plums, Pears and Peaches.

Fruits for the past week have been dull and inactive, the amount of business transacted comparing unfavorably with the week before. Stocks in most lines are light, this being especially true of bananas, lemons and berries. Bananas this season have been in exceptionally heavy consumption, the demand being probably twenty-five per cent. greater and the supply a similar percentage less than last year. Jamaica, upon which this market relies for the majority of its bananas, was visited in the early part of the year with a succession of severe droughts, which killed a large proportion of the trees. In consequence of the limited supply bananas have been high at seaboard all year, and while the demand has increased from last year the stocks to meet it are away below the average.

Canadian pears, plums and peaches are beginning to appear on the market in small quantities, but all indications point to high prices and small supplies. The growers attribute the scarcity of these fruits to the backward spring, some districts having been affected more than others. The canners are offering in some instances as high as six cents a pound for peaches, and it is a fair inference that this fruit will not go much below $1 per basket at any time during the season. Some dealers prophesy $2 as not being far outside the probable maximum quotation, but shipments are too light as yet and crop reports too variable to admit of an accurate forecast.

MONTREAL.

GREEN FRUITS.—Prices in most lines hold firm this week. California fruits continue to be the feature. From ten to twelve cars of California peaches, pears, and plums are being disposed of on this market weekly. This is not as large a quantity as is usually sold at this period. Pears advanced to $4.25 and $4.50. Blueberries are easier, dealers now asking $1.75 to $2. Bananas continue very firm. Quotations are higher, some dealers asking as much as $3 for the best stock they have in store. Oranges and lemons are in fair demand.

New dates, per lb	0 07
Bananas, fine stalk	2 00
" jumbos	2 50
Cocoanuts, per bag	4 00
American Apples, bbl	6 00
Lemons	3 75 4 25
California oranges all sizes	4 00 5 75
Watermelons, each	0 40 0 45
Raspberries pail	1 50
California Pears, box	4 25 4 50
New figs, per lb	0 08½ 0 12
Limes, crates	1 00
California grape fruit, boxes	5 00 5 25
" grape fruit, half box	3 50 4 00
" peaches, box	2 00
" plums, box	2 50
Blueberries, box	1 75 2 00
Gooseberries, 3 gal. crate	1 00

VEGETABLES.—Fresh vegetables are plentiful and prices are steady, with a tendency to decline in some instances. Tomatoes, corn and potatoes are lower this week. Corn is very plentiful and is selling freely locally. The continued warm weather has resulted in a jump in the tomato receipts, while from now on there will be potatoes galore. Other lines are steady and in ordinary demand.

Parsley, per doz. bunches	0 10
Sage, per doz	0 60
Savory, per doz	0 60
Cabbage	0 20 0 35
New turnips, doz	0 10 0 25
Green beans, bag	0 25 0 40
Celery, doz	0 25
Water cress, large bunches, per doz	0 40
Lettuce, per doz	0 10 0 25
Boston lettuce, per doz	0 25 0 35
Radishes, doz	0 10 0 15
Spinach, per box	0 75
Green peppers, 10 lb. baskets	0 50
Cucumbers, per doz	0 10 0 15
Potatoes, per bag	0 80
New potatoes, bbl	1 50
Beets, doz. bunches	0 40
Carrots, doz. bunches	0 10 0 25
Spanish onions, box	3 00
Horseradish, lb	0 40
Rhubarb, doz. bunches	0 40
Tomatoes, box 30 lbs	0 30 0 75
Corn, doz	0 10

FISH.—Prices have been very firm lately and it will be noticed there have been increases on several lines. Particularly in fresh fish have figures been advanced. Stormy weather is responsible for the advance in haddock and cod. The other lines have been put up owing to scarcity. Dealers report some inquiry for prepared and boneless fish, which have been advanced because of high prevailing quotations for dried fish for export. New pack Labrador herring and salmon will shortly be on the market, and already there is some inquiry for both. Otherwise, pickled and salted fish are dull.

Fresh and Frozen Fish.

Haddock, express, per lb	0 05
Halibut, express, per lb	0 10
Mackerel, " "	0 10 0 12
Dore, "	0 10
Smelts "	0 08
Pike, lb	0 07
Steak cod, lb	0 06 0 07
Weakfish, lb	0 10
Brook trout lb	0 22
Market cod lb	0 05
Lake trout, lb	0 10
White fish lb	0 07 0 10
Sea Bass, lb	0 3
Gaspe salmon, lb	0 20
Flounders lb	0 10
Bluefish, lb	0 15
Lobsters, lb	0 30
Smoked and Salted—	
New haddies, boxes, per lb	0 09
Smoked herring, per small box	0 11
Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 07
Boneless fish, 20-lb. boxes, bricks	0 06
Boneless fish, 25-lb., boxes, per lb	0 05
Shredded cod, 2 doz., per case	1 80
Oysters—	
Standards, bulk, per imp. gal	1 50
Standards, Imp. qt. tins, sealed	0 40
Pickled fish—	
No. 1 Labrador herring, per bbl	5 00
" " per half bbl	2 75
No. 1 N.S. herring, half bbls	2 50
No. 1 Mackerel, pails	2 00
No. 1 sea trout 1 0 lb. kegs	5 75
No 1 sea trout, 2 0 lb. bbls	10 50
No. 1 Green cod, per 200 lbs	7 00
Small " " " "	5 50
Large " " " "	8 00
No. 1 Green haddock, per 200 lbs	6 00

TORONTO.

FRUITS.—Ontario plums, pears and peaches are now in fair supply but expectations are for high prices and low stocks throughout the season. Plums promise well, however, from some districts. Cherries, red currants and raspberries are about cleaned up, blueberries, as a consequence, attracting more attention. Lemons are steady with prices firm.

Oranges—		
Late Valencias (California), extra fancy, 96's	4 00	5 25
" " " 126's	5 00	5 75
150's, 176's, 200's, 216's	5 75	6 00
Ovals, 80's 100's, 150's, ½ boxes	2 25	2 50
Sorrentos, 20 's		3 50
Lemons, California, 240, 300, 360, 420	6 00	6 50
" Verdellis (new crop) 300's extra fancy	5 25	5 50
" 240's " choice		5 00
" 360's	5 00	5 50
Apples, per basket	0 35	0 50
Bananas, Jamaica firsts, per bunch	1 65	2 50
Bananas, jumbo bunches	2 00	2 25
Bananas, 9 hands, green	1 20	1 35
Bluebe ries, per basket	1 40	1 75
Cantaloupes (California), per case	5 50	8 00
Limes, per crate		1 00
Watermelons, Florida, each	0 30	0 45
Black Currants	1 75	2 00
Raspberries, per box	0 15	1 16
Peaches, per box, Crawford's	2 00	2 75
Peaches, Canadian per basket	0 75	1 00
Plums, per 4-basket crate	2 50	3 50
Plums, Canadian per basket		1 00
Pears, Bartlett s, per box	4 00	4 50
Pears, Canadian per basket	0 60	0 75
Lawton Berries	0 11	0 18

VEGETABLES.—There is a scarcity of Canadian new potatoes and prices are firmer. American news are easier, but supplies are scarce and unequal to the demand. Cucumbers are five cents lower and Canadian tomatoes have dropped to forty cents. Trade as a whole has been only fair.

New potatoes, per bbl., American	3 50	3 75
New potatoes, Canadian, per bshl	1 35	1 45
Onions, green per doz		0 15
Onions, Spanish, per case	3 00	3 25
Cabbage, Canadian, per bbl		1 50
Beets, new, per doz. bunches	0 25	0 25
Carrots, Canadian, per doz. bunches	0 25	0 35
Lettuce, Canadian leaf, per doz. bunches	0 25	0 40
Radishes, Roseland, per doz		0 25
Cucumbers, Canadian, per bask	0 25	0 35
Cauliflower, per doz		1 75
Beans, green, per basket, home grown	0 35	0 40
Green peas (Canadian), per basket		0 40
Tomatoes, Canadian, per basket	0 30	0 40
Parsley, per doz		0 25
Egg plant, per basket		1 00
Corn, new, per doz. (green)	0 13	0 15
Celery, Canadian, per doz	0 50	0 60
Celery, imported, per doz	0 40	0 50
Vegetable Marrow, per doz		1 00

FISH.—Prices are unchanged from last week, but halibut is expected to advance very shortly. The wholesalers claim that there is no money in this line under ten cents, but that the keen competition has so far prevented higher prices.

Perch, large, per lb	0 06	0 07½
Blue pickerel, per lb	0 06	0 07
White fish, Georgian Bay, per lb	0 10	0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb		0 07
Herring, medium, per lb	0 05	0 06½
" jumbo, per lb	0 09	0 10
Sea salmon, per lb	0 18	0 20
Trout, fresh, per lb		0 10
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 07	0 08½
Halibut, fresh caught	0 08	0 09
Shredded cod, per lb		0 08
Shredded cod, per doz		0 90
Halifax fish cakes, case		2 40
Live lobsters	0 18	0 22
Bluefins, small white, per lb		0 06½
Mackerel, mediums, each		0 12

Fred Mathewson, Mathewson's Sons, Montreal, is back from Netis, where he spent his holidays.

500 Bags French Peanuts
Keen prices for cash buyers.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS,
Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

We extend a hearty invitation to
Exhibition Visitors
to inspect our new premises
Cor. Church and Front Streets
the most centrally located and finest in Canada.
WHITE & CO., Limited
Wholesale Fruit, Produce and Fish
Branch at Hamilton **TORONTO**

What's the Answer?
Tracuzzis' brands were practically the only Lemons that landed in Toronto this summer in sound condition—"ST. NICHOLAS," "HOME GUARD."
W. B. STRINGER & CO., TORONTO

If you want to buy or sell
APPLES BY THE CARLOAD
Write us
THE DAWSON COMMISSION CO., Limited, - TORONTO

FOR FANCY TRADE
CALIFORNIA LEMONS, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.
THE BEST ORANGE GROWN
is
"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.
WATER MELONS, Big sellers this weather.
Send us your orders for anything in Fancy Fruit.
HUGH WALKER & SON
Established 1861 ***Guelph, Ont.***

THE BEAN SITUATION IN KENT

(Special Correspondence of Canadian Grocer.)

On account of the fact that the bean crop this year is from two to three weeks behind, it is more difficult than usual to furnish an estimate as to the outlook. On the whole, however, dealers and growers take quite an optimistic view of the situation. In most localities, provided the weather between now and harvest time is favorable, the prospects are that there will be a fairly abundant crop.

Save that it is, as previously stated, some weeks behind, the crop is in pretty good condition. Prior to the frost of July 2, the outlook pointed to a record crop of beans. The frost did considerable damage, but to a certain extent this has been made up by replanting.

A conservative estimate is that beans throughout Kent will be probably 80 per cent. of a crop. There was a good acreage to begin with, quite equal to if not exceeding that of last year. The heavy frost of July last damaged about 30 per cent. of the crop. Of the damaged portion, about one-half was ploughed up and of tnis half, fifty per cent. was replanted in beans. The other half of the damaged bean acreage was left, and will in all likelihood return half a crop.

The main factor of course is the weather. As previously stated, the crop is two weeks or more late, and this will throw the harvest over into the period of the equinoctial storms. Consequently, unless the farmers are favored with remarkably good weather, they will have trouble this year to save their beans from the wet.

A fair estimate is that, with favorable weather, an 80 per cent. crop may be looked forward to.

Replanting after the big frost was quite general, local dealers reporting a brisk demand for beans for this purpose. The replanted beans, however, run a larger risk than the regular crop, and in any case will probably yield a smaller bean.

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

SALT

Season advancing.

YOUR STOCK ?

Avoid usual Fall delays by securing it now.

VERRET, STEWART & CO.
LIMITED
MONTREAL

CENTRAL CANADA FAIR.

Recently the Central Canada Exhibition Association directors decided to issue a special exhibition ticket at a reduced rate. This ticket will give six admissions either to the grounds or grand stand for $1. These tickets are now ready and may be secured until the opening of the exhibition by writing the secretary, 26 Sparks St., Ottawa. Parties who desire to club together and have one person write for them may do so, and this person will have the privilege of securing all required for parties interested. As the saving will be considerable, doubtless a large number will take advantage of the offer and send for this special ticket.

Wm. Galbraith, of Wm. Galbraith & Son, Montreal, returned from a business trip to the west this week.

W. J. Wilson, of S. H. Ewing & Sons staff, has returned from a successful selling trip to the Maritime Provinces.

J. Albert McLean, of the Canadian Cocoanut Co., Montreal, has just arrived home from the eastern part of Canada, where he spent some time on business and pleasure bent.

CLINCH THE PAYING TRADE

Quality always costs money, and it has taken considerable money to make

SHIRRIFF'S *Highly Concentrated Fruit Essences*

the acme of perfection, but it has paid us and thousands of grocers all over the Dominion. If you are out for the paying trade, stock

Shirriff's Flavoring Essences

THE IMPERIAL EXTRACT CO. 18-22 Church St. TORONTO

ACADIA

BONELESS CODFISH

Can't help being popular

People can't help liking nice things to eat

ATLANTIC FISH COMPANIES LTD NOVA SCOTIA

The Popular Line is Always the Profitable Line for the Grocer to carry. Moral :— Stock Our Jams and Jellies.

The purest, wholesomest and the best, because prepared from carefully selected fruits in the most up-to-date factory in Canada.

The Grocer who wants more business should make it his business to stock our Jams, Jellies and Marmalade.

Once people know the real goodness of our Pure Apple Juice they will have no other.

The Belleville Fruit & Vinegar Co.
LIMITED

BELLEVILLE, ONT.

Ask Your Wholesale Grocer
for
Brunswick Brand

KIPPERED HERRING
FINNAN HADDIES
HERRING in TOMATO SAUCE
and
SARDINES

and you will be sure to get A1 stock.

Connors Bros., Limited
Black's Harbour, N. B.

CO-OPERATIVE COLLECTION SYSTEM NEEDED BY MERCHANTS

Regarding the proposed Retailers' Association for the Province of Ontario, I am sure it would be a mistake to divide the forces, as is sometimes suggested, by having a grocers' association and also a dry goods association. I am sure all the general stores, grocery stores, dry goods stores, etc., should be included in the one organization. The country should be organized as well as the town or city.

Let me show briefly from my own experience where such an association would shine. Although this is a country village I find there are accounts owed me by people in Vancouver, Winnipeg, Galt, Windsor, Walkerville, Rodney, Hensall, Ridgetown, Thamesford, and by several whose addresses I cannot find, and we have been careful too in the matter of credit. The question might be asked, What good would an association do? Well it ought when a man leaves this town owing me, and going say to Chatham, to be my privilege as a member of the Provincial or Dominion (should be Dominion) Association to write the secretary there blacklisting the dead-beat. At the same time I ought to be able to get the following information regarding the person in question:

1st. Is he working?
2nd. Is he steadily at work or is he shiftless?
3rd. Whom does he work for?
4th. What wages?
5th. When paid?
6th. Married or single?
7th. Name of good collector at a fair rate?

For lack of the above information there are thousands of bad accounts on merchants' books in Canada.

A dollar or fifty cents per year from each retailer would be sufficient to make the association a success; it could be made a huge protective collective society and could exist by proving its usefulness. No merchant would sell a newcomer in a town, when a quiet notification by mail warned merchants of the advent in their town of a fellow who simply would not pay.

An Occasional Correspondent.

SHOULD EAT MORE CURRANTS.

Representatives of the Greek Privileged Company are in Canada.

Two gentlemen of much more than ordinary interest to the grocery trade were callers upon the leading wholesalers in Canada last week. They were E. Bowron, London, a director, and P. Burlumi, a commissioner, of the Privileged Currant Company of Greece. They spent Tuesday in Toronto, where they were introduced to the trade by J. L. Watt, of J. L. Watt & Scott. They called also at the office of The Canadian Grocer. The two gentlemen, both prominent factors in the currant trade, are in America, not in the interest of their own firms, but as representatives of the Privilege Currant Company, to lay plans for increasing the consumption of currants on this side of the Atlantic.

The Privileged Company is not a merchant corporation. It does not sell currants except on the rare occasions when the supplies outside their stores are inadequate to meet the demand.

To understand the position of the company a little history is necessary. The currant areas are part of the Government domain in Greece and the growers pay a rental for the use of the land. The industry is one of vital importance to the country and when a few years ago it was at the verge of ruin by over production, Government regulation was tried. The retention law enacted then has made way for the Privileged Company, which is chartered by the Government and financed by English and French capital. Every grower must deposit with the company 35 per cent. of the currants sent for export. The Government rental has been computed at 4,000,000 drachmas and that the Government must pay. In addition every grower pays to the company a small tax in return for which the company provides warehouse accommodation and insurance, and must take measures for improving the quality of the fruit and stimulating consumption abroad. The main obligation of the company remains to be stated, however. It is bound to accept all the currants offered by growers at a fixed minimum price, which means that the price of currants can never fall below that price. The company can only sell currants for export when the price rises considerably above

How the Grocer Can Increase His Business and Corner the Paying Trade.

You can increase your business steadily by stocking a brand of tobacco talked about all over the Dominion by the men who pay the bills. Every lover of the pipe who knows the real, genuine, soothing goodness of **T. & B.** will smoke no other tobacco.

T. & B.

is by all odds the best pipe Tobacco on the Canadian market. The Grocer who is wise enough to appreciate tobacco quality and its influence can easily make more money by stocking **T. & B.,** Cool, fragrant, delightful— not a nip in a ton of it. And

T. & B. sells more than Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

normal, a condition experienced this year because of the shortage of fruit crops. The enormous quantities of currants which remain with the company it manufactures into wine, alcohol and other commodities. It is very much in the interest of the company and of the currant grower that these currants should be consumed in the ordinary way. Hence the mission of the gentlemen in question. Canada consumes somewhat less than a pound and a half of currants per capita per year. In Holland the consumption is seven pounds, so that there remains a considerable margin for the improvement of the interests of the Privileged Company in Canada.

Both Mr. Burlumi and Mr. Bowron are in the dried fruit business in a large way. Mr. Burlumi's representative in Toronto is Fred Dane and together they visited a number of the leading wholesalers.

NEWFOUNDLAND NOTES.

T. T. Cartwright, representing Magic Baking Powder, is once again amongst us. Mr. Cartwright's many friends were glad to see him looking so well. He reports a hard time on the west coast of Newfoundland, owing to fog and contrary winds.

Thos. Winter has been appointed trustee of the insolvent estate of Martin Bros., lumber and P.E.I. produce dealers. This is the worst failure in Newfoundland since the bank crash.

M. P. Cashin, of Cape Broyle, is meeting with great success at the fishery this year. In one day Mr. Cashin landed over 300 quintals of fish.

Prices of fish opened high. The best informed predict a speedy decline in the price. The catch to date is over the average.

Reports from the Labrador report the fishing as good. Several of the large firms have wired for more salt.

C. A. Masters, representing Diamond Dyes, has just finished his semi-annual trip, and reports business as very good.

Jas. Ryan, of Bonavista, has been in St. John's in connection with his business. He left by the Portia for home, but will return in a few days.

Philip Templeman, the Bonavista merchant prince, has been compelled to move his residence to St. John's, owing to his business increasing so largely as to demand a large share of his time in the city. His large interests at Bonavista and elsewhere are looked after by his sons and brother. He has just opened a large business premises at La Sue.

Levi Templeman, of Bonavista, is on the Labrador in the interests of his brother's large Bonavista business.

E. Kennedy, of Avondale, had his gear supplies and men taken to the Labrador by the SS. Aggie, of which Capt. D. Barnes is master.

J. Moore, St. Anthony, left by Portia to attend to his large business on the French shore. Mr. Moore reports fish as plentiful up their way.

The F. P. Wood Co. have been compelled to enlarge their factory owing to the enormous demand for their goods. Their Crown Brand of aerated drinks add drinks are large sellers.

J. A. Dolan, secretary-treasurer of Lynch Bros. & Dolan Co., Sydney, N.S., manufacturers of biscuits, etc., is in the city after working the west coast. He reports business as good.

The new butter factory seems to be an assured fact, and negotiations are now working that promise to bring it to a close at an early date.

C. D. Chetwynd, tea expert, has left on his annual trip to the outports in the interest of Harvey & Co. Mr. Chetwynd's tea business has grown to large proportions.

L. Moore, representing James Urquhart, Newfoundland representative of Red Rose Tea, has returned to the city after a trip to the outports.

One of the former large tea firms have hauled down their sign in this country. The local men are too much for them. Time was when their representative was at the top of the ladder in the tea business.

George Neal, the wholesale merchant, is importing large quantities of produce this season. He is a very busy man, but always finds time to extend the glad hand to the traveller

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all the Wholesale trade

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scot.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

JOS. COTE
IMPORTER AND WHOLESALE TOBACCONIST
ESTABLISHED IN 1887
Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes
Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.
Warehouse: 119 St. Andrew Street,
Office and Sample Room: 188 St. Paul Street, Phone 1272,
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097
QUEBEC.

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

who calls to see him. George is very popular with the knights of the grip.

John Ryan, the genial representative of the Royal stores, severs his connection with them the first of the month to enter the employ of a Canadian firm. Mr. Ryan will work Newfoundland.

J. Jones, manager of A. Goodridge & Sons' Hants Harbor business, was in the city for a few days. Mrs. Jones accompanied him. He reports business as exceptionally good.

Capt. J. Elliott, of Change Islands, reports the fishery around Tilton Harbor as the worst in years.

D. G. Curtin, manager of the grocery business of J. J. St. John, has left for a pleasure trip to the old country. Dan will be away about two months, and will visit England, Ireland and France. We anticipate a treat when he returns, for few men have the gift to describe a trip like he has. His write-up of the trip he made around Green Bay.

W. E. Bearns, Haymarket Square, has made some fine alterations in his business premises. Mr. Bearns carries a fine stock of high class groceries.

H. P. Dickson, representing Wampoles, was a visitor in the city lately, and reports business as fully up to last year's.

A. Lodge, manager of the Catalena branch of P. Templeman, has been in the city buying goods. Mr. Lodge is a very popular business man, and has worked up a fine business for the firm in Catalina. His branch carries the finest stock of goods in Catalina.

W. Moyes, formerly manager of Wampoles, paid his many friends a short visit the past week. Mr. Moyes is one of the most popular ambassadors of commerce that visits these shores.

Hay is worth $31 per ton in St. John's. The hay crop promises to be large in Newfoundland this season.

Molasses has dropped to 29 cents per gallon.

Oatmeal and rolled oats are again away up in price.

Pork is still very high, and dealers predict no lower prices this year.

VALUE OF RICE AS A FOODSTUFF TO BE EXTENSIVELY ADVERTISED

For the first time in the history of the trade, rice is to be advertised in a systematic manner and on a comprehensive scale, says the New Orleans Times-Democrat.

It has long been a source of discouragement to all engaged in the rice industry, from the farmer who raises this article of food to the merchant who sells it, that its merits are less known in the country where it is produced than in far distant lands. For instance, reliable statistics show that the per capita annual consumption of rice in Europe is fourteen pounds, while in the United States it is only three and a half pounds, or exactly one-fourth as much, and this amazing fact is attributed to a failure to skilfully advertise a cereal that, according to high authority, is the best known food for man.

During the course of an examination before a congressional committee, Dr. H. W. Wiley, Chief of the Bureau of Chemistry of the Department of Agriculture at Washington, in answer to Mr. Littlefield's question: "What do you consider the best food for man to eat?" replied:

"I think a man ought to choose his own ration. Lots of people are vegetarians. I think we eat too much meat for health. For the sustenance of physical exertion if you have hard work to do there is nothing better than starch or sugar. The cereal-eating nations can endure more physical toil than the meat-eating nations. This is not the accepted view, but it is true. You cannot tire out a Japanese who eats rice. He will draw you all around the town on a pound of rice, and he is as fresh at the close of the day as when he started. You could not do that on a pound of meat to save your life."

Outside of Louisiana the consumption of rice by the masses of the United States is comparatively limited, for the reason that they are ignorant of its merits. To remedy this defect Charles E. Cormier of New Orleans, an enthusiast on the subject of the use of rice, has organized a publicity campaign to make rice better known to the people of the United States. The instrument to be used to make the campaign effective will be known as the American Rice Packing Co.

The company is capitalized at $500,000, and Mr. Cormier is its president. W. C. Gilmore of New York, eastern representative of Louisiana and Texas rice mills, is vice-president, and Mortimer S. Bate of New York is secretary and treasurer. Its purpose will be a double one, to advertise rice and to sell it. An experienced advertising firm has been engaged to do the advertising, and a new system of handling rice has been devised to make it popular.

As is well known, rice is now handled in burlap bags, involving leakage and short weight and the risk of spoilage by frequent reshipments and exposure to long delays on filthy wharves. After the retailer receives it it is dumped into a barrel and scooped out as occasion requires. No attempt has ever been made to inclose it in a neat package of small dimensions, ready for delivery to consumers, like canned goods, for instance. To obviate this difficulty the new company will put up rice in packages to be sold in two sizes—one at ten cents and another at twenty-five cents. These packages will be thoroughly sealed, dustproof and secure from contamination in transit.

Depots for distributions will be established at New Orleans, New York, Chicago, Kansas City and Denver, and by this method, backed by liberal advertising, it is hoped to make rice a household staple in every family in the land.

This publicity and education system may probably solve the problem that has long worried rice farmers: How to get the American public to try rice as an article of diet? Once tried, the battle is won, they think, and the trade is looking forward with interest to the result of the work to be done by the proposed rice-booming company.

NEW AGENCIES IN WINNIPEG.

The Carman-Escott Co., Winnipeg, have recently secured the agency for Williams Bros., Detroit, pickles, sauces, etc. and for the Alpha Salad Cream Co., Boston, Mass., manufacturers of salad dressings.

A Cigar Proposition

No grocer will turn down a good line which is going to net him large profits.
That's why we are selling so many

ROYAL SPORT and HOGEN MOGEN CIGARS

In them we have got a mighty interesting proposition that we're very anxious to tell you about if you are not handling our cigars.

Write us to-day about it, because there's money in it for both of us.

The Sherbrooke Cigar Co., - Sherbrooke, Que.

BUSINESS MEN IN PUBLIC LIFE

No. 27.

John McCorvie, Chatham

Few men are better known in business or municipal circles in Chatham, Ont., than John McCorvie. Though just in his prime, he has for thirty-five years been associated with the grocery business in the Maple City, while for many years past he has taken a keen interest in municipal affairs.

John McCorvie is a native of Kent county, having been born near Mull, in the Township of Harwich, in the year 1852. He received his education in the public school, which was situated on his

John McCorvie, Chatham.

father's farm, 10th concession Harwich. At the age of 15 he, with his brother Edward, took charge of the farm, which they worked for the next five years. At the end of that time Mr. McCorvie, wishing for a wider sphere of action, moved to Chatham and took a position as clerk in the grocery store of John McKerrall, Sr., in North Chatham, where the King Edward Grocery is now situated. He continued in Mr. McKerrall's employ till the year 1879, when, on that gentleman's retirement, Mr. McCorvie, forming a partnership with Wm. Foreman, under the name of McCorvie & Foreman, purchased Mr. McKerrall's business and goodwill. The partnership continued for some five years, when Mr. Foreman retired, and J. D. McKerrall took his place in the partnership which, under the name of McCorvie & McKerrall, continued until 1900. In that year Mr. McCorvie retired from the firm. After a three months' rest, he went into business on King Street in the I.O.O.F. Temple, his present stand. Two years ago he took his son, Wilfred N. McCorvie, into the business.

Mr. McCorvie has had a large share in the municipal life of Chatham. In 1888 he served as a member of the town council under the old ward system. For a number of years thereafter he took no active part in public life, but in 1899 the persuasions of his many friends induced him to stand as a candidate for the position of school trustee for Ward Five. On the school board he proved a diligent worker for the best interests of the schools as a man of progressive and up-to-date ideas. As a result he held the post of trustee for six successive years, in the last of which, 1904, his colleagues recognized his services by electing him to the position of chairman of the board. On the conclusion of his term as chairman, he retired, but when last January the new board of education was instituted, Mr. McCorvie was induced to be a candidate. In a contest against a number of very strong candidates, Mr. McCorvie went in with flying colors, standing third on the list, the heavy vote given him being a striking tribute to his popularity among all sections of the public.

Mr. McCorvie has for twenty-four years been a member ol the I.O.O.F., and has filled every position in the gift of the local lodge, being on several occasions representative to the Sovereign Grand Lodge. He is also a prominent member of Chatham Encampment No. 10. He usually takes the Noble Grand's work in the subordinate lodge and the High Priest's work in the encampment.

CANADA'S GREAT EXHIBITION.

Next Week Sees The Opening of This Interesting Event.

Next week promises to be a busy and a lively one in Toronto for the city will be full and overflowing with visitors to the annual exhibition, the greatest of its kind on the continent. Grocers from all over Canada will be present in abundance during the next two weeks and they will be amply repaid for their visit, not only by the general attractions of the exhibition, but particularly by the exhibits of pure food and provision products which department will be larger than in any previous year.

It is the same with almost all the other departments of the fair. Indeed, the $50,000 offered in premiums is an assurance of exceedingly large entry lists. New buildings, including the gigantic new grand stand, on which almost half a million dollars has been spent during the year, will be a large factor in the success of this year and the special lighter attractions of an outside nature will be of most excellent character. The visit of a modern passenger-carrying airship is a much-talked-of event and is something entirely new to Toronto. This and the other features of interest will make up an exhibition which it is worth crossing a continent to visit.

C. L. Yeats, Sarnia, has sold his business to C. T. Smith.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

SITUATION Wanted as Butterman, Egg tester or Manager, in Grocery Stores; Wholesale or Retail; Englishman. A. S. Parkin.

WANTED by well known London firm, smart man to call on jobbers dealing with Dry Goods Stores, Grocers, etc., to introduce an excellent new line used in every home; quick seller; good profits. Give fullest particulars of previous engagements and terms to Squire's, c/o T. B. Browne's Advertising Offices, 7 East Forty Second Street, New York, U.S.A. [34]

FOR SALE.

FOR SALE—A splendid Grocery and Boot and Shoe Business in a thriving manufacturing town; Mid-West Ontario; stock can be reduced to figure to suit purchaser; Present owner retiring owing to ill health. Apply John W. Charles, c/o H. P. Eckardt & Co., Toronto. [34]

SITUATION WANTED.

SITUATION WANTED—Grocery Clerk with 7 years experience desires position with good firm in North West; can furnish best references as to character and ability; age 24. Box, 156 Canadian Grocer, Toronto.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

THE RISE OF JAMES BUTLER.

The New York Herald.

When James Butler left Ireland, thirty-one years ago, his only assets were a ticket to New York, a rugged constitution, smiling blue eyes and an ambition to make his mark. When he went back to Ireland thirty years later to see the friends of his boyhood he was the owner of more than three hundred grocery stores, millions of dollars' worth of New York city real estate, the promoter of a scheme to own grocery stores in every city in America and the possessor of one of the finest trotting stables in the New World.

In these days of swollen fortunes and phenomenal business rises the achievements of Mr. Butler do not attract as much attention as they would have done in other periods, but his career is none the less interesting. At present he is conspicuously in the public eye because of the winning fight he has made to compel the Jockey Club to give consent for him to have racing at the Empire track, which he owns.

All his energies were centred in this fight, and its outcome created no surprise among those who have watched him in other battles. For three years he tried to get the "runners" at the Empire track, and he went to the courts, with the result that the Appelate Division of the Supreme Court in Kings ruled that the State Racing Commission should give him a license. There remained another hurdle, the Jockey Club, and his peace with it assures racing at the Empire track next month and during forthcoming seasons if Mr. Butler so desires.

Efforts to obtain from Mr. Butler facts bearing on his early career proved fruitless. He will talk about his horses and he will talk about the future, but himself and the past he declines to discuss. One of his friends said that he never looks back, but perpetually keeps his eyes on the future, and is always dreaming of things to be done, not things that have been done.

As a horseman he is among the country's foremost breeders and drivers, and his horses at East View Farm, on the Hudson, are among the best known trotters in the country, many of them sons and daughters of the famous stallion Direct. He knows a horse from the hoofs up. He knows how to drive as only a man who loves horses and understands them can drive, and he would rather win a race with one of his own trotters than do anything else in the world. It is interesting to note in this connection that a short time ago at the Empire track, he personally drove five winners, three of them being by his own horse Direct. This was a record which has not been equalled.

It was only by accident that Mr. Butler did not become a hotel owner instead of a grocer. That was his first ambition after he got settled in America. But fate—a kind one, it has developed—threw him into the grocery business, and to-day he owns more stores than any other man in the world probably, and expects to own hundreds more before he retires from commercial activity. As he is only fifty-one years old now, and is as rugged and youthful in spirit, as he was when he drove his first race, it is probable that he will not retire for a long time.

Mr. Butler came from a little place called Russeltown, Ireland, where his family had lived on one piece of land for fifteen generations. He came to this country with his parents, with whom he lived a short time in Massachusetts, going to Chicago a short time later, at the age of twenty, and returning to New York in a year or two to work in the steward's department of the Windsor Hotel. He had no fixed ambition at that time, but was determined to learn a business, and he picked the hotel business as a first venture. From the Windsor he went to the Murry Hill Hotel when that place opened, and while there formed a friendship with the proprietor, which continues at present.

Having been taught by his parents, hardy, prosperous countrymen, that part of one's earnings should always be saved, he started as soon as he began work to lay aside some of his weekly wages. His little nest egg grew until, about 1882, he had money to lend. It was at this period that the turn came in his life.

Mr. Butler had boarded for a long time with a woman named O'Connor. She had a son whose health would not permit him to do heavy work and whose ambition was to own a grocery store. His mother encouraged the notion, but there seemed no way of getting the necessary capital to start business. Mr. Butler saw an opportunity for investment, and he offered to lend $2,000 to young O'Connor, the two to form a partnership in the management of the store.

From the first the store prospered. O'Connor proved a good manager, and in a few months Mr. Butler raised money with which to open a second store. This also paid, and pretty soon a third was opened. Profits flowed in from this one, and after a time still another was opened. The possibilities of the business appealed to the young business man, and he bought out O'Connor and laid the plan for establishing a string of stores all over New York city.

It did not occur to him at that time that he might also extend his business to other cities; indeed, it was only recently that he decided to begin business in Cleveland, Cincinnati, St. Louis—in fact, in all the principal centres of population in the country.

At present the James Butler Grocery Company owns 178 stores in New York city and is capitalized at $10,000,000. Mr. Butler owns the company. He also owns a heavy interest in a company which, under the name of James Butler, owns more than one hundred stores in Philadelphia and seventy in Pittsburg. Every one of them pays a profit; every one of them is conducted in exactly the same manner.

In addition to his grocery business he is a heavy owner of real estate and is continually increasing his investments. It is a subject of comment among real estate men that in all his deals he pays spot cash. This is the more notable in that one investment, the purchase of the Seminole and Ormonde apartment house in upper Broadway, the consideration was more than $1,000,000. For many years it has been his custom to buy corners on which his stores stand and his holdings have increased greatly in value. While Mr. Butler will not discuss the value of his real estate, persons who have associated with him declare that his fortune in real estate alone is well up in the millions.

His country estate is about two miles and a half from Tarrytown and is known as East View Farm. It is here that he spends much of his time in the warm months and here that he keeps his horses. The farm consists of 350 acres of rich meadow and upland, lying on both sides of the turnpike road between White Plains and Tarrytown, in a circular valley through which ripples a sparkling little river known as Sawmill Creek.

While he was a boy Mr. Butler's love for horseflesh had its beginning. He aspired to own a horse, and during the years that he was buffeted about before he found himself in business it never occurred to him that he would some day be one of the best known breeders of trotters in the country and would have a stable ranking with the very best. It was not until his business success had been assured that he started in to own

trotters. In fact, there had been no recreation until he had placed his business on a solid foundation.

Before that he worked practically night and day. But when he found himself in possession of a comfortable fortune and with an income of growing dimensions he decided to branch out as a horseman. The first trotter he owned was a bay, bred by James B. Haggin. In honor of the town from which the Butler family migrated he named the filly Russel T. He won races with this filly in 1894, and from that time his interest in the sport quickened and his string of trotters began to increase.

For the runners Mr. Butler has no great love, although he likes to see a race. His desire to have running races at his Empire track is due to a wish to have the property put on a paying basis. It was bought in for about $300,000 and he has spent a large sum in improving it. Its value is now placed at $1,000,000.

William H. Clark, once Corporation Counsel, built the track for runners, but he died before any races were held on it. There was one meeting for the benefit of Mr. Clark's widow. John B. Sexton and Frank Farrel bought the track from the Clark estate for $210,000, but the court reversed the sale and it was purchased by a syndicate in which Hugh J. Grant and C. K. G. Billings were heavily interested. Mr. Butler acquired an interest in it, and after a clash with Mr. Billings came out as the owner. He set out to have running races, but each season was balked by the State Racing Commission, which refused to grant a license on the ground that the track was not well equipped for running races.

Determined to have his way, Mr. Butler continued his efforts before the State Racing Commission, but met with failure until, in despair, he applied to the courts, with the result that an order was issued compelling the Racing Commission to give him a license.

Although possessing a handsome fortune and in a position to have as many luxuries as any man, Mr. Butler always has lived in an unpretentious way. He has been to Europe several times and has traveled about this country with his family, to whom he is devoted, but he has always done it in an unostentatious manner. During the winter months he spends practically all his time at his business, and in the summer, while spending much of his time on his estate near Tarrytown, he is always in intimate touch with all the details of his business.

In fact, so closely is he in touch with it that it was once said of him:

"Wake him up in the middle of the night and he can tell you just what he is worth at that particular moment."

His capacity for work is unlimited, and his grasp of detail is remarkable.

HOW APPEARANCE COUNTS.

A Montreal grocer was talking on things generally the other day, and in the course of the conversation the name of a certain packing concern was brought up. Their goods, travellers and methods of doing business were discussed, and it developed that while the grocer had been buying from the house for two or three years he had never seen the factory of the concern, although it was located in the same city within half an hour's car drive from his store. Nor had he ever come in contact with the chiefs of the firm.

"Their goods are the real article," said the grocer, "and they shall have a place in my store and be sold to my customers as long as their present standard is maintained. Take their lard, now. It is put up in a very attractive manner, and when presented to the customer it looks nice and clean and fresh, creating a good impression at once. Everything is cleanly. The goods are sold at a higher price than those of many another house, but it is easy to obtain the extra money owing to their neat appearance, and the goods themselves are above reproach as to quality. When the goods come into my store they are neatly packed and create a good impression upon my mind. The company's delivery vans are always, apparently, newly painted, quite lacking that old and worn out look which betokens antiquity. Everything about the concern breathes modern progressiveness and go-ahead methods. Yes, sir, their goods are The goods."

This is a little sermon that may be taken to heart by many a retailer who may be lax in his methods. How do your groceries look when delivered to your customers? Are they nicely put up, and are they cleanly in every respect? If they are not, it is up to you to change your methods, because every day you go ahead as you are now doing you are losing money. Your trade will fall away from you. People will go to your competitors where they get things more fresh and dainty, and where the service is above yours in more respects than one.

For many years—in fact, up to five years ago—he personally managed his own affairs from a corner in a little office. He did all his buying—and he buys by the shipload and carload—looked after the deliveries from the main warehouse and looked over the reports of his scores of store managers.

But he doesn't attempt to do that now. The business has grown to such proportions that no one man could manage it. He has divided it into departments and at the head of each one he has placed a man who grew up with him in the business and who knows his ideas. He is the directing head. He knows more about the affairs of each department than the man in charge of it and keeps them constantly on their mettle. He is just as likely to drop into one of his stores in the northern end of the Bronx as he is into one of those in the heart of Manhattan. The managers are always looking for him and they never know when he is coming.

When he is in his office there is a stream of managers coming to him. He listens to them for a moment, answers their questions almost before they have finished putting them, and beckons to the next. He never hesitates, and he decides matters of utmost importance with lightning speed. Asked what qualities have aided Mr. Butler most in building up his enormous business and at the same time creating a fortune which promises to rank with the biggest of New York within a short time, one of his oldest associates said:

"His indomitable will and his persistence. When he starts out to do a thing he does it, if it takes him years."

Mr. Butler is not talkative when speaking of himself or his business affairs, but he consented to discuss briefly the opportunities at present for young men.

"All the advice I would give young men starting out in any line of business," said he, "is to persevere. Don't spend too much time in recreation. I do not say that no time should be set aside for play, because a little diversion makes a mind clearer for the problems of business life. But work while you work and always learn all there is to know about the subject in hand. Don't get a smattering of a thing and let some one else supply your information. Know what you are doing and than you won't make mistakes.

"There are more opportunities for success in business now than there ever were. That is because there is so much more business. There is no reason why a young man with good health and brains should not be able in these days to make a comfortable fortune. Ambition is the first essential; then comes perseverance. One should not be in too big a hurry about it. Go slowly, then you will be thorough."

If you have to do a

Credit Business

why not make it as easy and convenient as possible?

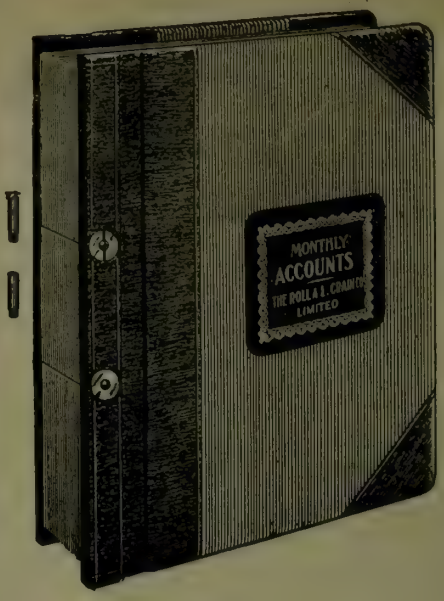
The Crain

Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you al information.



The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: *18 Toronto St.*

Montreal: *28 Alliance Building.*

Winnipeg: *11 Nanton Block,*

COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

Boston Special

Absolutely Automatic

The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

The Best Laundry Soap

Calling a soap the best on the market does not make it so. We are willing to prove that

CANADIAN CASTILE SOAP

is so much superior to the next best brand that there is no competion.

Stock it **NOW.**

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.
Toronto

DO YOU KEEP PROPER BOOKS?

"Any man who fails and who has not for five years before his failure kept proper books, shall be liable to a fine of $800.00 and one year's imprisonment."

That's the law.

You will notice that the law makes distinctions— it assumes that there is a difference between properly and improperly kept books.

The law distinctly specifies that a man must keep proper books.

* * * * *

Business Systems mean proper bookkeeping.

BUSINESS SYSTEMS LIMITED — SYSTEM THE SECRET OF SUCCESS — TORONTO

Business Systems prevent errors creeping in, and make it possible for a man to tell where he stands at a moment's notice.

Business Systems form the line that separates failure from success—show you how everything is going and enable you to provide for any contingency which may arise.

* * * * * *

You can ask us more about this without having to buy.

A post card will bring you detailed information.

BUSINESS SYSTEMS LIMITED
85 SPADINA AVENUE
TORONTO - - - CANADA

861

TO MANUFACTURERS' AGENTS :

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
CANADIAN GROCER
Montreal and Toronto.

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

EVERYBODY WILL BE WELCOME AT

UPTON'S

EXHIBIT OF

Jams, Jellies and Orange Marmalade

in the Manufacturers' building at the

TORONTO EXHIBITION.

Every grocer is specially **invited** to make himself known, so that we may have the pleasure of showing him samples of the many kinds of absolutely pure Jams, Jellies and Orange Marmalade preserved by **UPTON.**

UPTON'S Compound Jams, Jellies and Orange Marmalade,

properly made and labelled, are well and favorably known to the grocer, and a full line of them will be on exhibition.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 23, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$3 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
½ "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ¼ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Beverages

JOHN HOPE & CO. AGENTS.

Cantrell & Cochrane's aromatic ginger ale, cases, 1 doz	1 30
Cases, 1 doz	1 25
Dry Imperial ginger ale, pts, cases 5 doz	1 40
Dry Imperial ginger ale, ½ pts., cases 10 doz	1 00
Club soda water cylinders, casks 10 doz	1 25
Club soda water cylinders, cases, 5 doz	1 30

Not less than full package.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

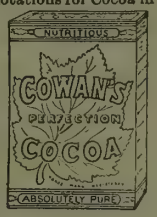
Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18
London Pearl per lb.	0 25

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ¼-lb. cakes, 12-lb. boxes per lb.	38
Vanilla, ½-lb. cakes, 12-lb. boxes per lb.	35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s 12 lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, 2c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 4 doz. in case per doz.	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb.	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 5-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " "	2.40
½ " " 2 " "	4.75
1 " " 1 " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley. Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case.	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	39c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	40c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins	41c.
12-lb. boxes, 6 boxes in case	41c.

Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	32c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	33c.

Milk chocolate—	
50 5-cent pieces to box, per box	$1.65

Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.65
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	28c.
6-lb. bxs.. 12bxs. in case, ½-lb. pkgs.	28c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	24c.
6-lb. " 12 " " ½-lb. "	24c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
¼ and ½ lb. "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 31

Bulk—

In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated cream—

"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocca	$0 31
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

D. MARCEAU, Montreal.

	Per lb
"Old Dow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15 year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

Next to bread and meat, man's necessity to life, comes Milk. In the average household the first two may be dispensed with—Milk never.

BORDEN'S BRANDS

"Eagle Brand" Condensed Milk and **"Peerless Brand"** Evaporated Cream

are safe and indispensable at all times

WM. H. DUNN, AGENT

27 Front Street East, TORONTO.

394 & 396 St. Paul St., MONTREAL.

(Unsweetened)

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

		Per case.
Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	20 " " 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 1tcc. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, sc ew top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
3-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 3 and 2 pails in crate.....per lb.	0 07
7 and 14-lb. wood pails.....per lb.	0 07
30-lb. wood pails ..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
7-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07
30-lb. wood pails..... "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces		$0 11½
½-bbls.		0 11½
Tubs, 60 lbs		0 11⅝
Pails		2 33
20-lb. tins		2 23
Cases 3-lb.	"	0 12⅛
" 5-lb.	"	0 12
" 10-lb.	"	0 11⅞

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks.....	0 75
Dulce large cent sticks, 100 in box...	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz		2 90
Pint	" 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz		2 90
Pint	" 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	4-lb. tins.....per doz.	$1 40
"	½-lb. tins "	2 50
"	1-lb. tins "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F. D	½-lb. tins.....per doz.	0 85
"	1-lb. tins..... "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
	½-lb. tins.....per lb.	$0 35
	¼-lb. tins..... "	0 35
	1-lb. tins..... "	0 32½
	4-lb. jars.....per jar	1 30
	2-lb. jars..... "	0 [illegible]
"Old Crow," 12-lb. boxes—		
	½-lb. tins.....per lb.	25
	¼-lb. tins..... "	0 23
	1-lb. tins..... "	0 22½
	4-lb. jars.....per jar	0 70
	1-lb. jars..... "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's ...	$5 75
" pts. 24's ...	6 50
" ½-pts. 24's...	4 25

JOHN HOPE & CO., AGENTS.

Barton & Guestier Olive Oil—	
Quarts, 12's...	$ 8 50
Pints, 24's...	9 50
½ pints, 48's...	10 50

Less 5 per cent. discount.

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz...	1 75

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.		0 90
Pint	" 3 doz....	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.	
Case of ½-lb. (containing 120 pkgs. per box, $3 00.	
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.	
Case of 5c. pkgs. containing 96 pkgs.), per box, $3	

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages		$2 75
No. 2,	" 120 ½-lb. "	2 75
No. 3,	" {30 1-lb. " / 60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 cases.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Glorioia soap.....	"	12 00
Straw hat polish....	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 06½
No. 1 " " 3-lb. "	0 06½
Canada laundry.....	0 05½
Silver gloss, 6-lb. draw-lid boxes.	0 07½
Silver gloss, 6-lb. tin canisters....	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal....	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06
Benson's enamel....per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons. boxes of 40 lb.....	0 05½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 06½
Barrels, 200 lb.....	0 05½
Kegs, 100 lb.....	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
6-lb. toy trunks, 8 in case.....	0 07½
6-lb. enameled tin canisters, 8 in case.....	0 07½
Kegs, ex. crystals, 100 lb.....	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb....	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs.. per case	
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60

Wood's Package Ceylon Teas

MAY QUEEN, PRIMROSE, GOLDEN ROD and FLEUR DE LIS are packed in full weight, air-tight tin cubes—the most practical and satisfactory package for the Consumer.

From the finest product of the world the Teas are culled for these delightful packages—whose Trade-Mark guarantees unchallenged Purity and Superiority.

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 05½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb .	0 07
Durham corn starch, 40 lb.	0 06

Laundry Starches—

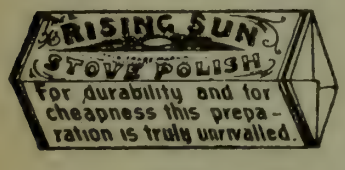
No. 1 White, 4-lb. cartons, 48 lb..	0 06½
" 3-lb. cartons, 36 lb..	0 06½
" 200-lb. bbl.....	0 05½
" 100-lb. kegs.....	0 05½
Canada Laundry, 40 to 46 lb.....	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.....	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb..	0 07½
Arbon Gloss 1-lb packages 40-lb	0 06
Coldwater Ivorine Starch, per box, 40 pkgs.....	2 50

OCEAN MILLS.

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 00
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03 per lb.
Half-barrels, 350 lbs...	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 15 each
3 " " 38½ lbs....	1 60 "

Plain tins, with label — Per case.

2 lb. tins, 2 doz. in case.....	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can.....	4 40
1 " " per case.....	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—	
Cases 24, pts.. 2 50	Cases, 24 qts.. 4 80
Cases 12, ½-gal 4 80	" 6 gals.. 4 50
" 1, 5-gal 4 00	

54 lots prepared up to 40c. rate.

Empire Golden Syrup—

Cases, 24—2's. 2 25	Bbls, per lb. 0 03
" 12—5's. 2 55	½-bbl. " 0 03½
6—10's. 2 50	Kegs " 0 03½
3—20's. 2 45	Pails, $1.50 and $1 60

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lb.....	1 15 each
3 " " 38½ lbs.....	1 60 "
2-lb. tins, 24 in case, per case ..	2 25
5-lb. " 12 " " .	2 55
10-lb. " 6 " " ..	2 50
20-lb. " 3 " " ..	2 45

Teas.

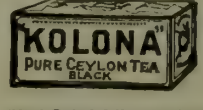
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

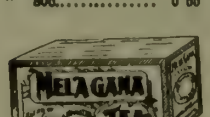
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19



Ceylon Tea in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.....	0 23	
Green Label, " 40c.....	0 28	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 42	
Gold Label, " 80c.....	0 55	

MOTHER'S FAVORITE MELAGAMA TEA.



put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.....	0 20	0 25
" " ½ lbs.....	0 21	0 26
Black, green, mixed, 1 lbs. & ½s..	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s..	0 20	0 25
Crimson "	1's and ½'s...	0 22	0 30
Green "	1's and ½'s..	0 25	0 35
Blue "	1's, ½'s, ¼'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s...	0 36	0 50
Gold "	1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ¼'s.....	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb..... ...	$0 35	
" " 60 ½-lb....}	0 35	
" " 90 1-lb....}		
" " 120 ¼-lb.....	0 35	

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½.....	$ 0 35	$0 50
Blue Label, 1-lb. and ½.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.....	$....
" II 40-lb. boxes..... ..	....
" III 80-lb. boxes.....	....
EMD AAA Japan, 40 lb " at.....	....
" AA " 40 "	....
Blue Bay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes.....	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 80-lb. "	....
"Condor" XX 80-lb. "	....
XX 80-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s	
60-lb. cases .....retail,	0 27½ at 0
Grey Label, ½s, ¼s and 1s,	
60-lb. cases .....retail	0 30 at 0 33

"Condor" Ceylon black tea in lead packets

Yellow Label, ½s and 1s,	
60-lb. cases .....retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 50 at 0 34
White Label, ½s, ¼s and 1s,	
60-lb. cases .....retail	at 0 40

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30½
No. 3 ..... "	0 25
No. 4 ..... "	0 20
No. 5 ..... "	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb . ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-d -Lis.....	0 30	0 40

Pack in ¼-lb caddies. All grades—either black, green or mixed

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 8s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 50

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine, per dozen.....	6 00
Absorbine Jr., per dozen.....	9 00

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	$0 32½
Condor, pure distilled.....	0 27½
Old Crow.....	0 23½
Special prices to buyers of large quantities	
White Wine, proof.....	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case....	1 10

1. Whole Fruit
2. Delicious Flavor
3. Attractive Glass Jar

"Batger's"

Strawberry Jam has all these, and other points, also, that have made it so popular with the GROCER and the CONSUMER alike.

Try a case of 4 dozen

Strawberry Jam

Agents:
ROSE & LAFLAMME
Montreal and Toronto

GENUINE MERIT

and good value are the reasons why all women prefer to buy

Paterson's Worcester Sauce

All grocers should sell it—if they don't, they miss sales.

ROSE & LAFLAMME
Agents, Montreal and Toronto

Mr. Grocer: It is always safe to stock the goods you know to be best, because you have proven them to be so. Few grocers there are who do not know that

RIVERDALE BRAND

Canned Fruits and Vegetables

is the best by any test on the Canadian market. There are reasons for the superiority of the famous brand which most grocers know and all should know. Our goods are grown in the best fruit and vegetable district in the Dominion. They are manufactured by modern machinery and process, and

Once a customer, always a customer.

The **Lakeside Canning Co.**
LIMITED
WELLINGTON - - ONTARIO

Pernot Biscuit

5 Factories, 40,000 sq. yards

Obtained highest awards at Worlds Fairs:

Grand Prix—Hanoi, 1902—India
St. Louis, 1904—U.S.A.

SPECIAL AWARDS (Out of Competition)
Liege, 1905—Belgium
Marseilles, 1906—France
Milan, 1907—Italy

Leon Fontanel & Co.

General Agents

6 St. James St., - Montreal

Responsible agents wanted in the larger cities.

LEON FONTANEL & CO.
General Agents
6 St James St., - MONTREAL

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Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Beer—Non-Alcoholic.
Kops' Breweries, London, S.W.

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Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Lea Pickling & Preserving Co., Simcoe
Napanee Canning Co., Napanee.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

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Empire Tobacco Co., Montreal.
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Tuckett, Geo. E. & Son Co., Hamilton.

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Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

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Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

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Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

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Dawson Commission Co., Toronto.
Duff & Co., Hamilton, Ont.
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MacLaren Imperial Cheese Co., Toronto
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Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co. Toronto.

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Connors Bros., Black's Harbor N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

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Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto
Fisher, Frederick, & Sons, London, Eng.
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Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McBride, John T., & Co., Montreal.
McWilliam & Everist, Toronto
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Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto

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Bell, Thos., Sons & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
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Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

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Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

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Keen, Robinson & Co., London, Eng.

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Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
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Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
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Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Holmes, W. G., & Co., Calgary, Alta.
Jarvis, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
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Watt, John J., Toronto

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Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

BUSINESS CHANCES

Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices

A Pleased Customer is Your Best Advertisement

To please your customers **sell** only **Canned Fruits** and **Vegetables guaranteed** by the **Canadian Canners**, Limited. Brands as follows:

"Aylmer," "Little Chief," "Auto," "Log Cabin," "Horseshoe," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," and **"White Rose."**

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

THE INCREASE IN SALES OF "SALADA"

during the first seven months of 1907 over the corresponding seven months of 1906 amounted in all branches combined to 20¾ per cent.

The Toronto branch alone (Ontario and the North-West) had an increase of 22½ per cent. during the same period.

The Montreal branch's (Quebec and the Lower Provinces) increase during the same period amounted to 16¼ per cent.

Doesn't this prove conclusively that it pays to serve the public with the very best?

"SALADA," Toronto, Montreal, New York, Chicago, etc.

PHENIX WASHING POWDER

THE GREAT SELLER

Owing to its recognized superiority over cheap makes of washing powder, ***PHENIX*** is always used by the housewife after the first trial.

Then, the price is another consideration. Despite the high quality of ***PHENIX,*** the price is most reasonable, 5c. for ½ lb. package, or 10c. for the 1 lb., are the retail selling figures.

First quality and the right price mean profit for the retailer.

Are YOU selling PHENIX?

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

Sole Canadian Distributing Agents

Now it is all ready for a brisk fall trade, your stocks will not be complete unless well assorted in

STERLING BRAND PICKLES AND RELISHES

These made-in-Canada goods are favorites with the people from the Atlantic to the Pacific.
Ask your jobber or write direct.

The T. A. LYTLE CO. Limited

TORONTO, - CANADA

Y. & S.
SCUDDER } **STICK LICORICE**
M. & R.

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.
Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - - KINGSTON
GEO. MUSSON & CO. - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
CARMAN, ESCOTT CO. - - WINNIPEG
C. E. PARADIS, - - - - QUEBEC

When Buying Your

Valencia Raisins

Ask your Wholesaler
for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & CO." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They Will Please You

AGENTS—
ROSE & LAFLAMME, *MONTREAL TORONTO*

When Buying Californian
Prunes,
Evaporated Fruits,
Seeded Raisins,
Loose Muscatels
Etc.

Specify

"Pansy" and "Daphne"

Brand **Brand**

Always of the Highest Quality

Packed by **Guggenhime & Company,**
San Francisco, Cal.

Agents:
Rose & Laflamme, Montreal
MacLaren Imperial Cheese Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N.S.
G. B. Thompson, Winnipeg.

STRAIGHT POINTERS

Dealers who are in the market for Canned Goods will find it distinctly to their advantage to order the **"Essex Brand,"** based on these prime facts:—

—We are located in the finest garden section of Canada, where Corn and Tomatoes grow to perfection.

—We own one of the largest, newest and most perfect canning plants in the Dominion, with every facility for doing things right.

—We claim for the "Essex Brand" a higher standard of quality than is usually considered necessary. The finest of ***Fruits*** and ***Vegetables,*** gathered at the right stage of ripeness and packed fresh from the field under the most careful conditions, warrant the statement that the "Essex Company's" goods will give a larger measure of satisfaction to your customers than any other within your reach.

Stock up with the Best, it costs no more.

The Essex Canning and Preserving Co. LIMITED

28 FRONT STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

BOWMAN & COLE

THISTLE BRAND

Coffees
Spices
Extracts

Wholesale Grocers

28 and 30 Water St.

St. John, N.B.

HEADQUARTERS FOR

Ramgalla Tea
40c. Blend
The Home Favorite

KANGRA TEA
35c. Blend

Importers "Scotch" Granulated Sugar in Bags.

Mail Orders receive prompt and careful attention.

We are booking advance orders for Nuts, Figs, Raisins, Peels, Currants, Dates and "Old Homestead" Canned Goods.

TO ALL OUR CUSTOMERS

who purpose visiting the city during the Exhibition we extend a hearty welcome, and shall be pleased to have you call and see us at 49 Front St. East.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st, this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

"Since my last advices there has been no change in the market. I have just to hand several lines of desirable Teas. Kindly ask for samples and particulars."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Tartan BRAND

SIGN OF PURITY

WAGSTAFFE

THE ONLY

PRESERVES, JAM and MARMALADE

The finest in the world and **made in Canada.** Pure Fruit and Sugar only. Buy your year's requirements while you can. Write, phone or see our travellers for further information.

Wagstaffe's Fig and Lemon,
to sell at 15c.

Long Distance Phone 596.
Free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Come-again Customers.

These are the people you want to please — the good sound steady folk that are the backbone of your business. Don't disappoint them when they ask for —

"CAMP" COFFEE

Give every customer the opportunity of learning how really excellent is this — the best of bottled Coffees Remember there are others eager to sell "Camp" —keep even with them.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents:
ROSE & LAFLAMME,
MONTREAL.

The Fastest Seller
Is
The Biggest Profit Payer
"ROYAL CROWN"

Witch-Hazel

SOAP

makes more money for grocers because they sell more of it. It's a toilet soap that everyone likes. And that's the soap to build trade on.

Write for prices.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto
Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St. Montreal
Agent for Quebec and Lower Provinces

E. NICHOLSON. D. H. BAIN

CABLE ADDRESS: NICHOLSON, WINNIPEG.

CODES, A.B.C. 4TH EDITION WESTERN UNION: ARMSBYS 1901.

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS:

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY **WINNIPEG** **EDMONTON**

ESTABLISHED 1882.

The Best By Actual Test

That's a pretty bold statement to make regarding my product, but I never make an assertion which I am not ready to prove. So when I declare right over my name that

E. D. S. Brand
JAMS and JELLIES

are the purest, wholesomest and best manufacturered in the Dominion, you can rest assured that I am able to back my words by the strongest evidence. If you have the slighest doubt, it will pay you well to mail a postal to me asking for the proofs.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S., J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

KOPS REFRESHMENTS
Some NON-ALCOHOLIC Summer Specialties

Kops Ale
Non-alcoholic and warranted pure.

Orange Wine
Pure and non-intoxicating.

Lemon Squash
Made from high quality fruit.

Numerous Others.

Send for List and Sample Labels.

Kops Stout
Non-alcoholic and warranted pure.

Champagne Cider
A splendid refresher.

Orange Champagne
Delicious and exhilarating.

KOPS BREWERIES, *LONDON, S.W., ENGLAND*

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS BELL, SONS & CO., Montreal

NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre—none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

EXPORTING RIDGWAYS TEAS FROM CEYLON

Ridgway's Celebrated Teas

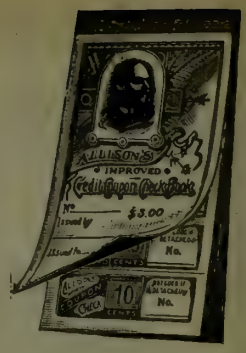
Sold in ¼, ½ and 1-lb. Tins, also 3-lb. Canisters

Capital Household,	40c.	In very attractive tin packages
Five o'Clock Tea,	60c.	
Her Majesty's Blend,	1.00	

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To John Robertson & Son, Ltd.
41 Common St., MONTREAL
SOLE AGENTS FOR CANADA

Allison Coupon Books



Are the ball-bearings that will make almost any business run smoothly. Here's how they work:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with $10.00; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. Then he pays for the book and gets another one. No pass books, no charging, no lost time, no errors, and no disputes. Allison coupon books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

The EBY, BLAIN CO.
Canadian Agents

Manufactured by

ALLISON COUPON CO.
Indianapolis, Indiana.

TEA;
Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of

Price $2.00 Postpaid

12mo. Bound in Cloth.

TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,
10 Front St. East, - - TORONTO, CAN.

GREIG'S
WHITE SWAN
SPICES

are absolutely dependable goods. They are up to the highest standard of purity and are guaranteed in every respect. We import all our goods direct from the country of growth; do all our own grinding and so are able to guarantee every pound sent out. **Quality is pre-eminent with us.**

An important point, too, is that we can sell on close margin and give better values, as no single one of our several departments is called on to bear the entire cost of our business.

Our complete Catalogue will be sent on request

The Robert Greig Co.
Limited

White Swan Mills - TORONTO

Are Your Profits Reasonable and Secure?

Quite an important question - one every shrewd grocer constantly asks himself.

Commercial prosperity demands a reasonable and lasting profit on all lines handled.

This goes far towards explaining why most progressive grocers insist on

Burlington Brand
Canned Goods

because that brand clinches both reputation and profit at the same time. Only high-grade, first-quality fruit can ever reach our canning department and BURLINGTON BRAND retains all that is good, nourishing and invigorating about succulent fruit and mature, fresh vegetables.

Note:—The Best Trade Demands BURLINGTON BRAND.

Burlington Canning Co., Ltd., - Burlington, Ont.

PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells ***the best.*** You will find the ***market leader*** in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing ***Order Without Delay***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either from import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

GET READY

now for a good, steady demand for Stove Polish. The best in Black Lead is

"JAMES DOME"

and Black Lead is the best form of Stove Polish

W. G. A. LAMBE & CO., Canadian Agents.

It's Time You Were Buying Your Syrup Supply

for the coming season, which opens soon. Imperial Maple Syrup, the standard of the market, increased 100 % last season. Did you share some of the good plums ?

The syrup with the good name ! Always sold at the same price.

Book your orders with your wholesaler.

Our specialty traveler will see you shortly, and tell you of the good qualities of Imperial Maple Syrup, and of its winning points.

Imperial Maple Syrup Company
Montreal

DIEU · ET · MON · DROIT

Pure Food is Essential to Good Health

Wagstaffe's

New Season's Goods

If you wish to secure some of these celebrated goods see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

Stock the Best.

"KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

For prices and all particulars, write **KIT Coffee Ltd., Govan, Glasgow.**

You Must Have the Best Spices

to GET and KEEP your spice trade, and, incidentally, make a good profit.

Red Feather

means the highest grade in spices every time—ask our travellers.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

When visiting the City we invite you to make your down-town head-quarters at

36 YONGE ST.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

J. FRANK CROWE CO. Limited

Wholesale

Grocers,

HALIFAX, N.S.,

Offer a very large and varied stock of **Heavy and Light Groceries** at lowest market prices.

Special attention given to the lines of **Tobacco and Cigars.** Write for prices.

YOU CAN SAVE MONEY—LOTS OF IT.

MR. GROCER. Doesn't it stand to reason that every cent you pay for freight charges robs you of so much profit? Place your orders for

Staple and Fancy Groceries, Dried Fruits, Fish, etc.,

with a Sherbrooke House of national reputation. We pay the freight as far as Sherbrooke, and our prices compare favorably with Montreal prices. If you are doing business in the Eastern Townships **YOU CAN SAVE MONEY—LOTS OF IT**—by placing your orders with us.

T. A. Bourque & Co., Wholesale Grocers **Sherbrooke, Que**

MOLASSES

We have a full s ock of all the best grades

Fancy Barbados **Choice Grocery Barbados**
Extra Choice Porto Rico **Extra Fancy Trinidad**
Choice West Indian

Packed in puns., tcs., bbls. and half-bbls.

CROSBY MOLASSES CO., LIMITED

DIRECT IMPORTERS

St. John, - - New Brunswick

AGENTS—D. Stewart Robertson & Son, Ottawa, Ont.; D. Stewart Robertson & Son, Kingston, Ont.; Alex. Wills, Montreal; Mitchell & Whitehead, Quebec; Frank H. Wiley, Winnipeg.

Every pound of

Crystal Granulated Sugar

is guaranteed to be unsurpassed by any sugar in the world for PRESERVING PURPOSES.

Insist on getting CRYSTAL granulated

MANUFACTURED BY

The Wallaceburg Sugar Co.
LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

W. A. SIMONDS,
ST. JOHN, N.B.

Agents for POLISHES
- **Day & Martin's** Full line polishes
- **Hoffmann's** U.S. Metal Polishes
- **James A. Wright & Co.** Silver Cream
- **York Metal Polishes** Silver Polish

PICKLES, JAMS and JELLIES
- **Lipton's** Full line.
- **E. D. Smith's**

White, Cottell's Pure Malt Vinegar
Diamond Crystal Salt Co., Shaker Salt
Radnor Water, Sussex Mineral Spring Co.
Tobler's Swiss Milk Chocolate
Dr. Johnson's Euducator Crakers
The G. H. Hammond Co., Canned Meats

GET
Balmoral Scotch MARMALADE
ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE
WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

You can make more money
if you sell
Our Matches
The "Laurier" and "Togo" brands are made to sell and give satisfaction.

We save you money on freight. Drop a post card for particulars.

The Improved Match Co., Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

Nabtha SOAP

MADE IN CANADA

THE WELCOME SOAP CO., ST. JOHN, N.B.

Sell The Best

That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package). Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.

J. L. MATHIEU CO.,
Proprietors, SHERBROOKE, P.Q.

G. H. HUMPHREY

IMPORTER AND ROASTER

BEST COFFEE

ST. JOHN, N.B.

(Charlotte St.)

Samples upon Request

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

CHEESE BUTTER EGGS

Consignments solicited. Highest market prices paid for first class shipments.

Poultry, another of our specialties.

Purveyors of **Ice Cream.**

If you are a seller, we are in the purchasing market; if you are buying, we can supply you at attractive figures.

Write us for further particulars. We can both do business to mutual advantage.

MARITIME DAIRY CO., LTD.

Manufacturers Wholesale Dealers and Exporters.

SUSSEX, N.B.

SYDNEY, HALIFAX, ST. JOHN, WOODSTOCK

REAL FRUIT FLAVOR

Think what that means to your customers! It's included in every jar of our product—regular bottled deliciousness.

Jams, Jellies, Marmalade

Pure Apple Juice

That's one of the reasons for the big sales of these goods. Are they on your shelves?

The Belleville Fruit & Vinegar Co.
LIMITED

BELLEVILLE, ONT.

A Leather Food Shoe Polish

is bound to build up the business of any grocer wise enough to stock it. Since there are so many fake and unwarrantable shoe polishes on the market you should make it your business to push

2 in 1

easily the best by any test on the Canadian market.

☞ ***You can't ruin the shoes of an entire family and expect to hold that family's trade.***

Send off that order, and mention The Grocer

The F. F. Dalley Co.
LIMITED

Hamilton, Canada. Buffalo, U.S.A.

An Incomparable Starch

For a long time starch manufacturers stood still. They did not improve their product. In fact all starch was of the most commonplace kind until

IVORINE

was placed on the market. Then competitors began to wake up. The particular women of Canada demanded IVORINE because it was better and cost no more. Your profits will be reasonable and you'll secure the paying trade by handling IVORINE.

ST. LAWRENCE STARCH CO.
LIMITED

PORT CREDIT, ONT.

Keystone Brand Solid Back Brushes

now recognized as the standard.

The proof of the quality of these Brushes is to be found in the IMMENSE INCREASE IN SALES, necessitating the erection of LARGE NEW ADDITIONS with floor space of 35,000 square feet.

If you want the Best,
Buy Keystone Brand.

MANUFACTURED BY

Stevens-Hepner Company
Limited

Port Elgin, Ontario

Thos. McCready & Son
LIMITED

St. John, N.B.

Bonded Vinegar and Pickle Manufacturers.

PICKLING VINEGAR

XXX, XX, X, Cider;
W. Wine,
Pure Malt,
Goverment, Vinegars.
Mixed and Bottled Pickles.
Fruit Jams and Syrups.

Thos. McCready & Son
LIMITED

St. John, N.B.

FOR THE PICNIC SEASON!

BRANSON'S

CONCENTRATED COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.

CONCENTRATED COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

Canadian Agents, GREEN & CO., 23 Scott St., TORONTO

VALENCIA RAISINS AND ALMONDS

Do you want to satisfy your customers?
Do you want to make a decent profit?
Do you want to stock the best goods?

F. W. ROWLEY
Canadian Standard—
Quality Extra Fine—Valencias

S. BODI
Finest Selected

These are the brands recognized as the standards for years, and it is pretty safe to stock them in such belief.

You take no risk in ordering these brands, but insure an increase in your business.

How About Shelled Almonds?

In 14 lb. and 28 lb. boxes. We have the real goods.

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents:

Wm. C. Christmas, 22 St. Francois Xavier St., Montreal
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.

What Are You in Business For?

Money or Glory.

If the latter, it's not very particular what brand of canned goods you sell, but—if YOU are out for money, a paying trade and a lasting reputation, it's strictly up to you to stock and recommend

FARMER BRAND CANNED FRUITS AND VEGETABLES

because people who know—the particular housewives of Canada—demand THE BRAND which is distinctly superior in goodness to any other brand on the markets of the Dominion.

There are more than a few strong reasons for the popularity of Farmer Brand. Both soil and climate are ideal for growing the best fruit and vegetables. We have reduced the canning industry to an exact science and **Farmer Brand contains all that is good, wholesome and nourishing about ripe fruit and fresh vegetables.**

CAN YOU MEET THE DEMAND?

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

THOMAS J. LIPTON

The World's Largest Tea Merchant

Heartily welcomes the grocers of Canada visiting Toronto Exhibition, and cordially invites them to make **Lipton's Tea Room** at 91 King St. West their headquarters, where very convenient writing, rest and check rooms have been provided for out-of-town merchants, and where an exhibit of **Lipton's Tea, Lipton's Coffee** and various other lines will be made, and **Lipton's Tea, Lipton's Coffee** and **Lipton's Jellies** served **Free** to those attending. Be sure and take home a Lipton souvenir.

Note the address—91 King St. West, Toronto

The Phillips & White Company LIMITED

ST. JOHN, N.B.

Manufacturers of

High-Grade Chocolates,
Phillips' Buttercups,
Phillips' Menthol and Honey Drops

and other fine Bottle Goods ; also a big variety of Drum Goods and other specialties.

13½ Dock Street and 36 Nelson Street

St. John, N.B.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well-Known

CLIMAX SOAP

A HIGH-CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, etc.

NO PREMIUMS PRICES RIGHT

SAMPLES AND PRICES ON APPLICATION

98 St. Charles Borromee Street, - Montreal

MATHEWSON'S RED VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

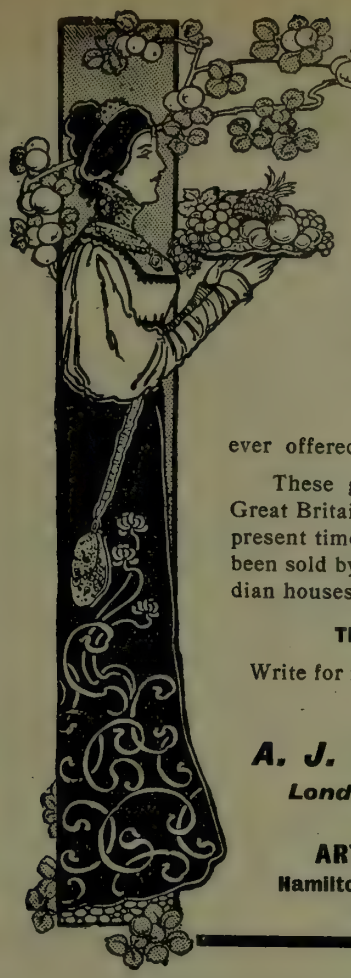
The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL



THE

MOST BEAUTIFUL

Line of

Xmas Cracker Novelties
Table Decorations and
Xmas Stockings

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.

London, W.C., England

ARTHUR E. BOWRON

Hamilton, - - Canada

Canadian Agent

The Profits Please Him

A soap may be pure and yet neither economic nor good.

Wonderful Soap

is appropriately named, because the housewife considers it the most effective soap she ever used, and hence the cheapest, while the profits please the shrewd grocer.

THE GUELPH SOAP CO.

Diamond Brand Maple Syrup

Twin Block Pure Maple Sugar

Maple Cream Hearts

Marmalade, Jams, etc.

Sugars, Limited Montreal

Up for the Exhibition !!

All feet are pressing toward Toronto
to see Canada's Greatest Exhibition.

It's a great Exhibition doubtless.
But—

What will interest you, Mr. Grocer, is **MINTO BROS.'** fine stock of **NEW TEAS.** The **NEW SEASON'S PICKINGS** are arriving fast and are opening up better than early samples.

MINTO BROS.' NEW JAPANS are a picture; they are one of the "Exhibits" of Exhibition Week.

If you are in Toronto you are welcome at our extensive demonstration booth or at our warehouse. If not, write us for samples.

Minto Bros. of Melagama Tea Fame

55 Front St., East, TORONTO

Sold in 1 & ½ lb pickgs retailing at 25, 30, 35 & 40¢ per lb.

RED CLOVER TEA

Is a PURE INDO-CEYLON TEA.

BULK TEAS A SPECIALTY.

SPECIAL ATTENTION given to import orders.

Charles H. McDonald Direct Importer

ST. JOHN N.B.

1907 FRENCH PEAS

Inst. in store best packing French Peas

Moyens, Fins, Extra Fins and Sur Extra

Our travellers have full information.
If they don't call, wire or write.

JAMES TURNER & CO., Limited, Hamilton, Ont.

ABSORBINE

will reduce inflamed, swollen Joints· Bruises, Soft Bunches. Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use: does not blister under bandage or remove the hair, and you can work the horse. $2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Cures Varicose Veins, Varicocele Hydrocele, Strains, Bruises, stops Pain and Inflammation.

W. F. Young, P.D.F., 204 Monmouth St., Springfield, Mass
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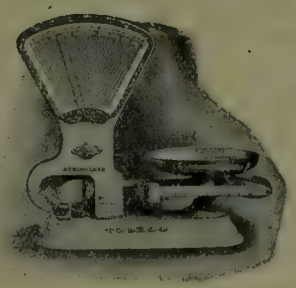

Stop Calculating
Mr. Grocer
Toledo Computing Scales
Will do it for you

They'll save you time, trouble and mental worry. They'll save money—more of it than you think. Let us tell you how.

The Toledo Computing Scale Co., Hamilton, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

MANUFACTURED SINCE 1849
Supplied under contract to British and Indian Government

Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

Accounts Won

——permanent accounts, too——wherever White, Cottell's Vinegar is sold. Get in a stock.

WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.

The UNITED ALKALI CO., Ltd.

ST. HELENS

LIVERPOOL - - - ENGLAND

THE LARGEST MANUFACTURERS OF CHEMICALS ON THE CONTINENT

SHIPPERS OF

Greenbank Caustic Soda or Lye SOLID, 1-lb tins

98%

Red Heart Powdered Caustic Soda

98%

½s, 12 oz. and 1-lb. tins.

Greenbank Chloride of Lime

The best Disinfectant, ¼s, ½s, 1-lb. tins, 25 and 50-lb. Drums.

All the above goods are standard the **WORLD OVER**

There are imitations everywhere, but the genuine is

"GREENBANK'S"

Spring CLEANING, Summer, Winter

Sold all over the Dominion by

Wholesale Grocers, Wholesale Druggists, Wholesale Hardwaremen

Inquire of Your Jobber. Prices and Samples on Application.

L. CHAPUT, FILS & CIE.

Montreal

Established 1842 **DISTRIBUTORS**

EASTERN GROCERS!

A good many of you are handling our famous goods, and those of you who are, know what trade-winners they are; but there are a few who have not yet tried our brand of maple syrup and maple sugar, the famous

PRIDE OF CANADA

These are the grocers we would like to correspond with particularly.

We feel convinced that the HIGH QUALITY of our PRIDE OF CANADA goods will appeal to them, and all that is required is a trial. If you are not sharing in the profits write us to-day.

IT PAYS

THE MAPLE TREE PRODUCERS ASSOCIATION

WATERLOO, QUE.

BEE BRAND

Jelly Powders

Six

For a Quarter

¶ It has taken us years and cost us thousands of dollars to bring our ***Bee Brand Jelly Powders*** up to their present high standard, but we are satisfied with the result—***Quality.***

¶ Grocers all over Canada are well satisfied, too, as they find ***Bee Brand*** the line that pleases the housewife, and brings in good profits to them.

¶ The housekeeper can obtain Raspberry, Strawberry, Pineapple, Lemon, Cherry, Nutto, or any other flavor, and the price is so reasonable that ***Bee Brand Jelly Powders*** are constantly used by all classes.

IT'S A LINE YOU SHOULD HANDLE

SNOWDEN, FORBES & CO.,

MAKERS.

449 St. Paul St., - - MONTREAL

HIGH-CLASS SPECIALTIES

FOR THE

GROCERY TRADE

We represent some of the most prominent manufacturers of specialties for the grocery trade. We respectfully call the attention of the trade to the following list of the best firms in high-class goods. The quality of these goods and our prices will convince the buyers that we lead in these special lines.

Societe Anonye "Le Soleil"	*Malines*	*Canned Goods*
Clement Obier	*Perigneux*	*Potted Geese Livers*
A. Mialane	*Roquefort*	*Cheese*
Societe Nouvelle Roquefort	*Roquefort*	*Cheese*
Blanc et Fils	*Valence sur Rhone*	*Macaroni*
H. E. Boulle et Cie	*Dijon*	*Olive Oil*
J. Tourasse	*Marseilles*	*Castile Soap*
Kinet Chemical Co., Limited	*Montreal*	*Cough Syrup*
French Pasteurized Fluid Beef	*Montreal*	*Vita*

Write, telephone or telegraph at our expense

LAPORTE, MARTIN & CO.

LIMITED

MONTREAL

Battery of Roasters (incomplete) in Chase & Sanborn's New Factory. Two more Roasters to be installed.

The Coffee Requirements of over 2500 Grocers throughout the Dominion are supplied from this up-to-date roasting plant—because Purity, Uniformity and Even Quality have begotten Confidence in Chase & Sanborn's High-Grade Coffees.

CHASE & SANBORN

COFFEE IMPORTERS

9 and 11 St. Helen St. - - MONTREAL

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

EDMONTON.

The man who walks up Jasper avenue, Edmonton, and other business streets of this city, noting the substantial buildings, the busy activity of stores, and the large amount of city improvements, fails nine times out of ten to note what it all means to the future of Edmonton. The many advantages which the city possesses, such as an unlimited supply of fuel, transportation facilities, abundant raw material in various forms, etc., must be noted to appreciate what its future will be. Those resources are right at the doors of the city, and what is more, Edmonton has at her back a rich farming territory extending hundreds of miles in every direction. With all these advantages, with her present industries, with those also under course of construction, Edmonton is bound to be in future one of the most important business and industrial centres in the Canadian west.

The new packing plant which is to be built in this city will mean much to its progress in the near future, as such a gigantic $1,000,000 industry cannot but do for Edmonton what similar industries have done for Kansas City and Omaha. For instance, the latter city owes her prominence to-day to the packing industry, although at the start the town itself was against the building of such factories. A large plant was located outside the town, which afterwards became the city, and the city proper to-day stands as the old town. This new plant and factory for Edmonton will be situated about two miles east of the city on the Canadian Northern Railway, and at a point where the Grand Trunk will cross the C.N.R.

The ground has been reserved for the plant, and the factory will cover 150 acres, all of which will be used by the company.

Already the excavations are completed for the first building, and temporary buildings have already been put up, such as offices, cooking houses, sleeping departments and a large, spacious dining room that will accommodate over two hundred men that are working on the excavations.

The estimates on the brick alone for the main building, from the foundation up, have been estimated at over two millions, while orders have already been filed for twenty cars of cement, one hundred cars of gravel, and a hundred cars of sand for present use. The lumber will be of the heavy kind and has been ordered from British Columbia. It will take in all over a hundred cars to ship this lumber to its destination.

The capacity of the plant will be largely in excess of the supply of products, but the company, seeing the possibilities of the surrounding territory, are preparing their plant to meet the requirements of a large, populated district.

This means that the company will take all the products handed in to them, which will be a ready market for all the farmers to sell their stock of cattle, sheep, hogs, butter, eggs, etc., and no matter what quantity, this enterprising packing plant will be in a position to handle it all.

The company will carry on its business under the name of J. Y. Griffin & Co., who have large houses in Winnipeg, Vancouver, Seattle, and also a plant at Calgary. More plants will be installed in the near future, according to the amount of business that the territory warrants.

The company will build a large public stock yards, which will be used for marketing stock, selling, and feeding all kinds of stock that are in transit. There will also be a stock exchange and commission house, where all kinds of stocks and agricultural products from the farmers, such as is at present in operation at Winnipeg, Chicago and other large places. The company will sell all kinds of fresh meats, such as beef, pork, mutton, poultry, butter and eggs. In manufacturing, the company will have the largest plant in Canada for the manufacturing of smoked and cured hams, bacons, etc., lard, butter and all kinds of greases will be another of their manufacturing departments.

This will mean that the company will have to handle a box-making plant to produce the thousands of tins for their compressed meats.

In connection with this plant there will also be a soap factory, which will take in all the rough grease for soap manufacturing throughout this part of the country. This alone will be no small affair, and means that in a short time Edmonton will have a much-needed soap factory of her own.

The company to operate this large plant, will need at starting over fifty men in the stock yards alone to assist in the loading and unloading of cattle, etc., while there will be employment for butchers, carpenters, tinsmiths, packers, shippers, clerks. Other branches of their plant will take from two hundred to two hundred and fifty more employes, but this number will be increased as business progresses.

A visit to the point of operations reveals quite a busy community. Cars are unloading, temporary buildings are under construction, excavations are going on for several buildings, and the many teams are at work. All gives an appearance of busy activity. In a short time walls will be seen rapidly advancing, and molding into a factory. Employes' houses will be built, residential places will go up, which will be bound to attract business houses, and in a very short time there will be a suburb to Edmonton, with one of the largest manufacturing and packing industries in Canada, and one that will help to place Edmonton amongst the foremost cities of the west.

GUELPH.

A pleasant at-home was given the executive committee of the Clerks' and Salesmen's Association, on Wednesday night last, by the President, Wm. Hood, (by the way a good grocer), at his residence on Quebec street. The executive committee deserves great credit for being able to put ginger enough behind the association to bring a possible loss into one of the most successful years of its existence. The party, although a small one, spent a most pleasant evening in games, etc., and dispersed with a high opinion of the hospitality of the president.

* * *

Bringing in the sheaves is a great deal more important to the farmer these days than a trip to the city. Consequently, the woman folk again had command on Saturday. There was a splendid attendance of buyers and things went with a hustle. The outside market was practically dead, a couple of loads of hogs being the only thing in the way of business. Inside, butter went out of sight. After all the butter was picked up, all kinds of fancy prices were heard of; 28c per lb. being the limit, but the stores were fairly well supplied at 23c, and right here we might add when creamery butter can be had for 24c a lb., the grocers don't need to run after dairy at 28c a lb., which is the case at present. On the fruit and vegetable market, which is much earlier, there was considerable fun. Some merchants had bought tomatoes as low as 20c a basket on Thursday and came down about 5 a.m., but did not buy at 25c, and before six o'clock could not buy for any price, as every tomato in the ten loads was sold at or near 35c, and, instead of four for $1 as on Thursday. It was a case of asking 45 and 50c for choice stock.

* * *

Well now! who said the Merchant's Association was dead. Just look at the row over the council proclaiming the 12th of September a holiday, on account of the opening of the new C.P.R. road from Guelph to Goderich. Then along comes the Trades and Labor Council with its objection also. The Mercury says:

"The Executive Committee of the Retail Merchants' Association yesterday afternoon expressed strong opposition to the city council's decision to proclaim a holiday on 12th September, on the occasion of the Guelph Musical Society's excursion to Goderich, to formally celebrate the opening of the Guelph-Goderich Railway. The opinion which actuated this, most probably, was that the merchants and their employees wanted to join with citizens generally in making a red-letter day on that occasion. The operation of the new road promises so much for Guelph, not only in the way of increased trade, but in contributing enormously to the civic exchequer, that

it was felt they would willingly forego the day's trade. With fine weather, the chances are that there will be very few people left in the city with whom to do business, even if the stores should be kept open. The occasion, the exceedingly low fare of $1.25 from Guelph to Goderich and return, with stop over privilege, the fact that people along the line are going to join in the celebration, and the desire to participate in it, will take the crowd from Guelph. We have had Thursday half-holidays all summer, and a special Thursday whole holiday in the first half of September, before the fall trade has set in, is not likely to prove a serious matter for anybody under the circumstances.

* * *

The geocers in the lower end of the city rest much better now at nights since the gang of car thieves have been caught and sent down, but this gang were not the kind that touch stores, but we are glad to get rid of them. They have proved one thing, our police force are not what they are cracked up to be.

Jas. Hewer, flour and feed merchant, has returned after a successful pleasure and business trip out west.

* * *

There were about 10 loads of tomatoes on the market Tuesday, and the price asked was 35c. a basket, but it is likely to drop, as the buyers are holding off.

Plums keep high at $1 a basket. Watermelons keep far too high. We have to pay 35c. each and are not worth touching, as 40c. is all that can be got for them.

CHATHAM.

A new bakery has been opened at Wallaceburg, in the stand adjoining the North Bridge, formerly occupied by Mr. Evans. The proprietors are Wm. E. Howard, of Tupperville, and Bert Abray, of Detroit. The new shop will be known as the Star Bakery, and its product as the Star Brand bread.

* * *

The Wallaceburg canning factory begins operations this week, canning tomatoes, which promise a good yield. It is stated that the factory's output this year will be larger than that of last year.

* * *

Fred. Harmor, for some time past with R. P. Adams, Tilbury, has left for Chicago. Mr. McDonald, late of F. Lee's butcher shop, succeeds him.

* * *

The Canadian Packing Co., of London, have notified local buyers that as about 25 per cent. of the hogs they receive are heavy, over-kept animals, they will be compelled, in self protection, to dock buyers 25 cents per 100 pounds on all hogs over 220 pounds up to 240 pounds, and 50 cents straight on all over 240 pounds. The packers state that heavyweight hogs are no longer sought by packers or middlemen, and that in England and Canada alike such meat is almost unsaleable.

* * *

Geo. Taylor, the Wallaceburg grocer, has purchased the property opposite his store, formerly occupied by the Commercial mills and sheds. The block of land is quite a large one. Mr. Taylor has not yet announced his intentions regarding it.

* * *

Reports from Blenheim state that the farmers along the ridge have commenced the pulling of the 1907 bean crop. This is the pioneer bean growing district of Ontario, and has always been the leading section for this crop. Parties who have been along the line report that prospects are good for an abundant crop. Tilbury reports state that the crop in that vicinity, having been badly nipped in the July frost, will prove only a partial one. Local prices advanced 5c per bushel last week.

* * *

John McCorvie visited his old home at Mull last week.

GALT.

The grocers and grocery correspondents throughout the Dominion will probably have noticed that the usual conglomeration from Galt has been missing for some weeks. The omission was not due to the fact that Galt had deteriorated in a business sense, as it continues to add daily to its position of importance in the business world. The vacant space that once represented Galt was caused by reasons best known only to the scribe who has the honor to represent The Grocer in this Scotch settlement. However, now that affairs have been amicably arranged (and a house secured) we hope that Galt will be once more regularly represented.

* * *

The Galt Old Boys' reunion has come and gone and it was, undoubtedly, the best reunion ever held in Ontario. There were nearly 10,000 visitors present every day, and everyone had an excellent time. The decorations were handsome and the illuminations particularly gorgeous. The Galt merchants, grocers in particular, did themselves proud, Deans & Walker, of the Red Front, having an exceptionally creditable electric display. It is thought that when the finances are finally figured out that there will be a surplus of nearly $2,000 to be divided among local charities.

* * *

Trade is rather quiet after the impetus given it by the reunion, although business is hardly less slack than is usual at the present season.

* * *

The fruit trade in this vicinity this year has proved a failure. A local grocer remarked this week : "The fruit season this year hardly created a ripple in the trade. The lateness of the season, the dry weather, and the shortage in all fruit crops all united to make the usual rush conspicuous by its absence." Plums and peaches are now coming in, but as these luxuries are only a partial crop the state of trade will not be visibly affected. Peaches are very scarce, and the price will, consequently, be almost beyond reach of the ordinary householder.

* * *

First-class bulk and comb honey is now offered for sale in the local grocery establishments. The quality is excellent, but the price will be rather high on account of the shortage in the crop. The late spring is said to be responsible for the shortage.

* * *

New potatoes are also much in advance of the usual price at this time. They are selling at from $1 to $1.25 per bushel, an advance of 25 per cent. over last year. The reason is hard to find, as the crop is a fair one.

* * *

As a sample of the quality of goods sold by local grocers, it might be well to state that a young lady who supplies the Red Front with butter, recently captured first and second prizes in the butter-making contest at the Winnipeg exhibition, and is now showing at the Toronto exhibition.

* * *

Mr. Oliver Chapman, who for the past three years has been connected with the staff of Sloan Bros.' grocery, has severed his connection with that firm, and intends fitting himself for the Baptist ministry, His many friends in Galt will wish him every success.

* * *

The Galt market is growing rapidly, and is becoming generally recognized. There was a large attendance of both producers and consumers on Saturday.

* * *

A peculiar fact in connection with the grocery business in Galt is that none of the local groceries handle fish, either fresh or salt, to ant extent.

* * *

The first shipment of Australian raisins ever received in Galt is now offered for sale at the Red Front. They are said to be fully equal to the Spanish article.

HAMILTON.

Our last Wednesday half-holiday is over, and how we have enjoyed them, the changes—something different every week—now on the boat for five or six hours, next week on the trolley through the country, then to the Beach for a fishing trip, then up the incline and over the mountain, then for a long drive through the country, truly, these Wednesday afternon holidays have been a blessing to the grocers. About Sunday, before the children begin to plan for the outing: "Where will we go this week for our half-day?" Grocers, these are bright spots for you in the struggle of life, and they are also red letter days for the wife and little ones. It is during these summer half-days that the little ones begin to know what their father looks like, and to realize that he is not such a bad fellow after all. Once a week, for a few hours, in the hot summer months, is, at best, a poor vacation, but it certainly is better than none at all. You may worry a little about the fellow that won't do as you do, and close up, but never mind. On the first of the year you will be better off than him, because the change has put some life into you. You are better fitted, physically and morally, to hang on to your business and draw more than

the fellow who goes from bed to store, and from store to bed, losing interest in his family and his business, and, finally, in himself. Stick to the summer half-holidays, and take a few more if you can. You will never get quite all of the other fellows to close, as there are always men who are crooked and cross-grained in every walk of life. Some of the poor grocers are not really responsible. They can't help it. They are born that way. This reminds me of what appeared in an English paper recently in regard to an agreement to close at a giventi me. One poor grocer agreed, but added to the end of his notice the following:

"No objection to serving customers after business hours."

He simply couldn't stand the pressure. His meanness had to crop out. The Hamilton people are attending the Exhibition at Toronto in great numbers. Reduced fares and special transportation facilities brings the Fair very close to us, as it were, and the people come home delighted with what they have seen.

Very complimentary remarks are made about the Shredded Wheat Co.'s display, and just here, I would like to say, that the grocers as a body deserve to push the sale of this first-class article. They are the only manufacturers of cereals who have tried to protect the retailer and give him a profit. Grocers ought to think of this, and push the goods for people that help them. Let this be known, and the other manufacturers will waken to the fact that the retailer has some rights that need recognizing.

LONDON.

Business is fair in wholesale lines and quiet with retailers. The latter feel that the big excursions hurt them and the market dealers more than any other class. On Saturday last over 4,000 Londoners went to Niagara Falls. Probably one-half of these people are accustomed to visit the market and grocery stores on Saturday, and each person will spend on an average a dollar or more. That means at least $2,000 which ordinarily finds its way into the pockets of the local food providers is spent in other ways outside the city. Then there are the other dealers throughout the city, such as butchers, bakers, etc., whose businesses also suffer on such occasions. A large proportion of the single people who take in the picnics usually board in restaurants and have meal tickets, which means that the price of a day's meals is spent elsewhere. There was a time when people carried their own lunch baskets to picnics. Now, as a rule, when the excursions are to places where cheap meals can be easily obtained, the custom has practically been done away with. When baskets were carried, local grocers, butchers and bakers, of course, benefited by the sale of picnic goods. Now these dealers hate to see picnics advertised.

So scarce have been bananas during the greater part of this season that retailers of the fruit have found it difficult to supply the demand, which, owing to the shortage of home-grown fruits, has been unusually great. More than that, grocers declare there is no profit in them. One grocer declares he is sick of handling bananas. Said he: "People think we are robbing them if we charge more than 15 cents per dozen. Yet we pay 12½, and when you allow for loss in handling, there is quite as likely to be a loss as a profit." A wholesale dealer, speaking of the scarcity, said: "We have been getting only three cars a week where we used to get five and six. Last week we got only two cars. The car we have now is one that came to us by mistake. If I were a grocer I would quit selling bananas at 15 cents, for there is no profit in them at that." To add to the troubles of the fruitman, an unusually large number of watermelons have "gone bad" this year. This is the tail-end of the melon season, and a certain amount of loss is always expected. This amount, however, has been far exceeded. "All fruit is unusually scarce," remarked one of the big dealers this morning. "With the banana scarcity we have a crop of pears less than one-third what it ordinarily is, and peaches are similarly fixed."

* * *

At a meeting of the Retail Grocers' Association on Thursday night, a strong committee was appointed to see that the huckster bylaw is properly enforced, and a communication was sent to the city council asking that the market clerk be instructed to see that the bylaw is strictly adhered to.

* * *

To-morrow afternoon will be the last of the summer mid-week half-holiday, and the local grocers have made arrangements for a big outing at Springbank Park. There will be a boxing contest in barrels, a watermelon eating contest and other unique features, besides a baseball match. Walter Nichol, the Sunlight Soap man, who has donated a box of soap as a prize, will be present, and, dressed as a "rube," will furnish the comedy. Local wholesalers will act as judges.

* * *

The question of light-weight bread being sold in the city has been brought to the attention of the Trades and Labor Council, which, at its last meeting, discussed it for some time. It was decided to take the matter up with the inspector as soon as possible to prevent bread being sold at short weight.

* * *

About a thousand of the employes of the McCormick Manufacturing Company and their friends attended the thirty-seventh annual picnic held by that company at Port Stanley Saturday. The day was an ideal one and everything was done by the company and the committee to make the picnic one of the most successful ever held. The greater part of the day was taken up by a large programme of sports and games.

* * *

The remarkable increase in the price of hay from day to day during the past two weeks has been the source of many comments among the dealers as to the cause of such sudden advances. Many attribute the increase to the farmers being so busy at this season of the year so that the demand is not supplied as it should be and when a load comes in a half a dozen purchasers stand around to bid it in at a fancy price. As high as $16.50 has been paid for a load that a month ago would not have brought more than $10 or $11. It is said farmers are storing their hay, waiting for still higher prices.

* * *

About 600 young farmers from London and surrounding points left this morning for the western provinces to assist in the harvest. Many of them intend taking up their homes in that new country.

MIDLAND.

Trade in groceries and provisions is somewhat quieter. The weather, having taken a cool turn the past week, it is affecting to a certain extent the demand from the tourist quarters. Many people are out of town holidaying and this, too, makes a noticeable difference in trade. Butter and eggs continue scarce and high. Fruits are likewise in big demand, with supply quite inadequate to meet it. Prices rule firm. Canned meats and fish are moving fairly well, though, perhaps, not as lively as in past seasons.

Osborne & Ferrier, house boat and supply company, report a fairly brisk trade, their tourist business making strong demands on their grocery and provision section. The past month especially has tested their house boat accommodation and consequently made heavier their supply trade.

The season has been much shorter, however, than past ones, but the reason is explainable through the fact that cooler weather has prevailed and doubtless owing also to the late, backward spring.

Mr. Osborne, in conversation, said: "Our first house-boat engaged last year went out on July 9th; this year our first call being the first week in August; this, you see, shortens up the season considerably and people are already hustling off home, as they cannot enjoy themselves out of doors, as the air has become too cool."

MONTREAL.

"It's pretty dull, all right, but I am good and busy studying my business."

This is what one retailer greeted me with when I dropped in upon him. Trade certainly was not brisk, orders being few and scattered. Lots of grocers and other business men, when trade is quiet, sit around the front door, or just simply loaf any old place. Here was a grocer making mighty good use of his time.

* * *

No one could help being interested in this man's conversation. He told me

how he worked through the summer. July and August barely paid expenses. Most of the good customers were out of town and sales were very small indeed, compared with the other ten months of the year.

* * *

Because he did not have to give so much attention to sales, this grocer looked after other things. "I have two clerks more than I need," he said, "but I am keeping them on, instructing them in the business, and preparing for the fall. I find they quickly pick up my ideas, and when the busy holiday season comes on I find myself well repaid for the expense I was under in keeping them during the two dull months."

He was having his office newly painted and fixed up generally, and while superintending the work and the running of the store he also found time to study out ideas for the fall trade, which will shortly begin.

"Another way I am busy," he continued, "is in trying to find out where I am losing money. Every grocer is losing money somewhere, and it is few of them that have any idea how much they are losing or where they are dropping it. I myself have a hard and fast rule to sell nothing under 20 per cent. profit, and on some lines I run up to 25, 30 and 40 per cent. I figure the average is about 25 per cent. My expenses amount to 12 per cent. I find, nevertheless, if, at the end of the year, I realize 6 or 7 per cent. I consider myself fortunate. Where's the other 6 or 7 per cent? That keeps me busy. I am trying to find out all the spare time I have.

In other words he was looking for leaks. He told me he was finding out things all the time, and he was able to stop some leak or other every once in a while. The man who does not search for the leaks does not find them, and his business is like a tin bucket: one little leak will not suffice to put it out of commission for a long time, but a new leak and another, and still more, will very shortly be the cause of that bucket being consigned to the ash heap. It will be no more. So with the grocery business. Too many leaks mean failure. So it is up to the grocer to search for leaks good and hard—and to use plenty of solder when they are found.

* * *

In some stores one of the greatest leaks is breakage. It is hard to stop this, but extra care will keep it down. Of course, in a large store where there are six or a dozen clerks it's pretty hard to watch everybody, and there is always somebody who "doesn't care." One grocer told me he calculated upon losing $25 a week on breakage. That's pretty stiff.

* * *

Dishonest clerks lose a grocer more money than any merchant can stand. In the country this trouble is not experienced to the same extent as in the city. This is not casting any reflection on city clerks individually. There are a lot of expert clerks in the average city who know their business right down to the ground and who are as honest as the scales of standard make, but there are a great many clerks of the riff-raff variety who drift from one thing to another—fellows who have no ambition, and only too often the retail grocer, through circumstances, has to employ these. They are expensive clerks. I know of one man in the grocery business who figures he loses $500 a year over and above the clerks' salary in this way. Little things going out of the store every now and then. Still he keeps the clerks. Others might be worse.

* * *

A good clerk, one who can be depended upon, an honest, hard worker, is worth money, and no one knows this better than the grocer who has learned by experience.

* * *

Walter Paul expects to have a branch store operating on University St. about the middle of September. Mr. Paul has an excellent connection in Montreal, and his trade is of the best.

* * *

Messrs. Hutchins and Young are two additions to the clerking staff of John Robertson & Son.

* * *

John Slattery, one of Almonte's progressive grocers is in Montreal this week attending the C.M.B.A. Convention. He reports business first class in the Ottawa Valley.

* * *

Walter Paul who was away on his holidays, has returned to town.

* * *

Mr. Legault of A. Dionne & Co. is out of town for a few days rest.

WINNIPEG.

August has been a comparatively quiet month in the retail stores, especially among those catering to the better class of trade. So many people are out of town that the best stores find a serious temporary decrease in the number of their customers. Had all these customers paid their monthly bills before leaving for the summer resorts, there would be no particular reason for complaint, but, unfortunately, for the grocer, who stays at home to attend to the trade that is left him, and to meet his wholesale bills, very many of the best people in town forgot their grocer's bills. Perhaps the experience of the Winnipeg grocers does not differ in this respect from that of grocers in other cities, but it is annoying, nevertheless, particularly in these days of tight money, when it is so hard for business men to get accommodation at the banks. Practically all these accounts are good and the grocer fears to press for payment when he knows that they have been left unpaid only through thoughtlessness. In the aggregate, they amount to large sums, and every summer this is a serious matter. Concerted action by the Grocers' Association should find a remedy before another summer.

* * *

Another grievance should have the early attention of the Grocers' Association. At the present time there is an early closing by-law, which makes it unlawful for a retail store to remain open after 6 p.m. or 10 p.m. on Saturdays, and nights preceding holidays. With this by-law the grocers of Winnipeg are in hearty sympathy, but they feel that in the exceptions made to its observance they are done considerable injustice. "Restaurants" are not subject to the provisions of this by-law, and, accordingly, they are open early and late. Every restaurant carries fruit and confectionery, and very many carry a stock of canned goods and general groceries. With the best restaurants, groceries are an incidental side line, but there are very many places in town which seldom serve meals, but which keep up a lunch counter in order to serve as a technical excuse for keeping open after hours and on Sundays. These small stores cut very seriously into the legitimate business of the bona fide grocery stores, as they sell canned goods and other groceries when the legitimate grocery stores are compelled by law to remain closed. A few months ago the hardwaremen of the city complained that the druggists were selling cutlery, and other lines of hardware after 6 o'clock. They had a real grievance, but they got little redress, either from the City Council or from the Manitoba Legislature. It is doubtful, however, whether they have so serious a grievance as have the Winnipeg retail grocers against the small lunch counters and restaurants throughout the city. Combined action by the associations of hardwaremen and grocers in Winnipeg should remedy this evil. It is manifestly unfair that legitimate grocery stores paying a heavy business tax should be treated in this way while little lunch counter dives, paying a much smaller tax, should be given favored treatment.

Speaking of the business tax, there is considerable discontent and grumbling among the trade at the collection by the city of a heavy business tax in the slow month of August. Ordinarily this tax is collected in December but this year the city is hard up and the call was sent out several months earlier than usual. The basis of taxation is somewhat different this year, and there are some manifest injustices in the amounts collected. But the principal complaint heard is about the collection of the tax in August. It is a heavy tax on the business men and coming in a hard year, and in the slowest month, it has in many cases seemed like the last straw. It is interesting and instructive, however, to note that a large proportion of Winnipeg business men took advantage of the discount offered for payment before the middle of the month.

Markets and Market Notes

QUEBEC MARKETS

POINTERS:

Fish—Revised.
Sugar—Firm.
Teas—Strong.

Montreal, August 29, 1907.

Business is not overly brisk just now. Crops are being harvested and not a great deal of attention is being paid to groceries. Orders received are for goods required immediately, and no buying ahead worth speaking of is being done.

Collections are reported very satisfactory in most instances.

Canned goods are not selling as well as might be wished, owing to the high prices. Grocers are not taking hold at all. They are buying in small lots and trusting to luck for future supplies. Sugars are firm, the raw market being very strong.

There has been no material change in the tea situation since last week. Prices are well maintained, and supplies are not large. Valencia raisins are likely to be lower, while currant prices will be very good for buyers from what can be seen to-day. Beans are dull. Cheese and butter are both firm, while eggs are still costing good money. Smoked meats and lard are selling freely for the season. A falling off in the demand for many cereals is reported.

SUGAR—Some jobbers report a continued disappointing demand for sugars, considering that this is the sugar season, and no improvement appears in sight. The raw market is firm this week and the tendency of the market locally is that way. An advance is possible.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—For the season, syrups are in strong demand, manufacturers being scarcely able to cope with the business coming in to them. Molasses deliveries have been practically all made, and trade in this is dull.

Barbadoes, in puncheons	0 29	0 31½
" " fancy	0 30½	0 33½
" " extra fancy		0 35
" in barrels	0 31½	0 33½
" in half-barrels		0 34
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 2½ lb pails		1 60
" 25 lb pails		1 15
Cases, 2 lb tins, 2 doz per case		2 25
" 5-lb. " 1 doz. "		2 55
" 10-lb. " ½ doz. "		2 50
" 20-lb. " ¼ doz. "		2 45

TEA—All teas continue very firm and prices are extremely high in some instances, and remarkably well sustained. Ceylon and Indian greens are strong, while Japans are as scarce as ever, with demand heavy. No reports have been received from Japan lately worth speaking of, except despatches to the effect that the latest teas harvested are not of as good quality as previous pickings, which is nothing more or less than might be expected.

Japans—Fine	0 29	0 31
Medium	0 21	0 23
Good common		0 20
Common		0 19
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15½	0 20½
India—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingauey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

FOREIGN DRIED FRUITS—Since last week there has been no material change in the fruit situation. It now is practically certain that Valencia raisins will be cheaper, as crop reports are good, although over-estimates have been made by some. No particular developments are reportable in the currant situation, while in California conditions have not changed. Locally, quite a few prunes have been sold at figures which seem low, because of the fact that the stock will be hard to replace at figures anywhere near the selling price. Marbot walnuts have been advanced ½c, and are now quoted 12c to 13c. Taragonna almonds are also higher, they being unobtainable under 14c to 15c. Brazil nuts are now selling 16c to 17c. It appears as thought there would be no shelled walnuts here before the middle of November. Prices are firm, dealers quoting 24c to 25c.

Valencia Raisins—		
Fine off-stalk, per lb		0 08
Selected, per lb	0 8½	0 09
Layers, "	0 8½	0 09
Dates—		
Hallowees per lb		0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50

LAST MINUTE PROVISION MARKETS.

Montreal, August, 29.

BUTTER—Market slightly firmer, owing to shortage in make.

CHEESE — Firmer. Prices higher in country.

EGGS—Very strong at unchanged prices.

PROVISIONS—Steady, but featureless.

California Raisins—		
Fancy seeded, 1-lb. pkgs		0 13
Choice seeded, 1-lb. pkgs	0 12	0 13
Loose muscatels 3 crown	0 10½	0 12
" " 4 crown	0 11½	0 11
Prunes—	per lb.	
30-40s		
40-50s		
50-60s		0 07
60-70s		0 06½
70-80s		0 06½
80-90s		0 05
90-100s		0 05
Oregon prunes (Italian style), 40-50s		0 07
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07
" " 90-100s		0 06½
" " 100-120s	0 05	0 04½
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 09½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown		0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb	0 15	0 20
" stuffed figs " " box	0 25	0 30

BEANS—Beans are still selling at last week's figures, but transactions are not numerous. Really good soup peas are not now obtainable, but new goods will be coming in shortly, and these will doubtless be eagerly picked up.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 25	2 30

COFFEE—There is the usual consumptive demand for coffees; otherwise the situation is unchanged.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

EVAPORATED APPLES — Nominal quotations range from 8c to 10c, but business is almost nil. These figures are too high to interest the trade. New evaporated apples will be arriving shortly and there will probably be more interest displayed in this line then.

SPICES—Trade is fair at unchanged prices. The market situation has not altered since last report.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Coohin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

MAPLE PRODUCTS—Pure maple sugar is in strong request and prices are higher this week. Other maple products are dull.

Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 08	0 09

RICE AND TAPIOCA—The rice situation is quite unchanged since last week. Jobbers report a good, steady trade. Tapioca is firm, both in the primary market and locally, while demand is slight owing to the high figures asked.

B rice, in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 7½	0 08

CANNED GOODS

Montreal.—Further reports on the canned goods situation show that the pack this year will be very short on many lines. The canners have announced that their pack of gooseberries, 2's, will be but 65 per cent. ; gallons, but 35 per cent. ; deliveries of black raspberries, 1's, 25 per cent ; red raspberries 2's, but 55 per cent ; gallons, standard, red raspberries, 25 per cent. Various other lines are short, and all things considered, the trade will be fortunate in getting 50 per cent. to 65 per cent. deliveries. Corn and tomatoes are reported short among other varieties. Jobbers say business is not very good, the grocers being afraid to take hold at the high prices prevailing. Canned lobsters continue good property, being scarce and in strong demand.

TORONTO—No special features have developed in the canned goods situation during the past week. Wholesalers are not succeeding to any remarkable extent in placing orders for future delivery, these latter gentlemen appearing to be pretty generally of the opinion that prices are too high.

Speculation as to the probable prices and quantity of the tomato pack are still being indulged in by those who have the time, but the general feeling among the retailers seems to be one of saddened resignation to whatever the future may bring forth.

ONTARIO MARKETS.

POINTERS:

Sugar—Acadia, down 10 cents; other prices firm.

Dried Fruits—Sultana raisins, high opening prices.

Canned Goods—Retailers holding off.

Toronto, Aug. 30.

The grocery markets have been on the quiet side during the past week, and the general opinion is that the month just ending compares unfavorably with July, from the standpoint of business transacted. The chief interest appears to be in canned goods, but the retailers are not buying except on a purely hand to mouth basis, their motto evidently being, "It Pays to Be Canny." The wholesalers, so far, have not succeeded in placing many orders of any size for future delivery and things are about stationary.

The sugar situation is unchanged from last week, except for the fact that on Saturday last the Acadia Company put down prices on refined, 10 cents. This action, however was taken simply in order temporarily to stimulate consumption and the decline is not likely to be permanent.

On general grocery lines prices are stdeay throughout. The Sultana raisin crop has had a set back by rain and opening prices are said to approach those of last year.

TEA—The market is quiet locally, the demand being for the cheapest grades of tea, which are quite unobtainable in any quantity and mail advices from London, dated August 15, say:

"Although for reasons previously explained, home consumption has been remarkably well maintained during the past few months, the steady falling off in re-export trade has not been without its effect on the statistical position and this, combined with heavy imports during July, has resulted in some addition to stocks, which now stand at 88 millions, or only three millions less than last year. The high basis of common tea makes it rather difficult to forecast the future course of the market, which must naturally largely depend on the Indian outturns during August and September.

SUGAR—The feature of interest during the past week was the action of the Acadia Company in lowering prices 10 cents all round on Saturday last. It is stated that the change was made in order to increase consumption and the feeling among the trade is, that it will not be permanent.

The New York market in raws was featureless in the early part of the week, no offers of sugar being made, and refiners keeping their position. Willett & Gray say of raws:

"The market has ruled quiet but steady throughout the week under review.

"The probabilities are that buyers will pursue more of a hand-to-mouth policy than usual for some time.

MOLASSES AND SYRUPS—Trade is quiet and quotations are unchanged.

Syrups—		
Dark	....	....
Medium	0 33	0 35
Bright	0 38	
Corn syrup, bbl., per lb.	....	0 03
" -bbls "	....	0 03
" kegs "	....	0 03
" 3 gal. pails each	....	1 60
" 2 gal. " "	....	1 15
" 2-lb. tins (in 2 doz. case) per case	....	2 25
" 5-lb. " (in 1 ") "	....	2 55
" 10-lb. " (in ½ ") "	....	2 50
" 20-lb. " (in ¼ ") "	....	2 45
Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Imperial qts	....	0 87½
1-gal. cans	....	0 95

DRIED FRUITS—Latest reports say that the Sultana raisin crop, which, up to within a week or two ago, was expected to be almost double that of last year, has lately suffered considerable damage owing to heavy rains, and while no accurate estimate of the loss sustained has yet been received here, it seems practically assured that the crop will be again much below normal. Opening prices, because of the damage, have advanced sharply, and while probably not quite on a parity with those obtaining at last season's opening, are not far behind, and the situation as a whole is not encouraging.

The retention on the currant crop for 1907 has been fixed. Cables from Patras, giving the proportion as 35 per cent. in kind on 66,000 tons. "The retention," says the Journal of Commerce, "while it is said to provide for a larger quantity for market purposes than was provided last year, insures a strong support to this season's operations and permits the trade to figure confidently upon the future. In the spot market the supply is held to be barely sufficient to cover ordinary trade requirements until the first new crop fruit arrives, which will not be before the end of next month."

In the New York market some interest is being shown in new crop Persian dates. Opening prices are not yet fixed, but orders are being freely booked subject to approval of prices when announced.

RICE AND TAPIOCA—A shipment of medium pearl tapioca is said to be on its way to this market, which is now practically bare of stocks. Rice continues firm, especially in the high grades.

	Per lb.	
Rice, stand. B.	0 03¾	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05½	0 05½
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	....	0 07½
Carolina rice	....	0 10
Tapioca, medium pearl	....	0 08

BEANS—The crop is being harvested, but the yield being variable in different locations, it is difficulty to get an accurate line on prospects until matters are further advanced.

Beans, hand picked, per bush	1 75	1 80
" prime No. 1 "	1 60	1 65
" Lima, per lb	0 07	0 07

HIDES AND WOOL—Pulled wools, both extra and super quality, are lower, and this easiness applies also to inspected hides and wool rejections. Lamb skins are higher. Locally the situation is unchanged from the quiet tone prevailing last week.

Hides, inspected, cows and steers, No. 1	....	0 08
" " " " No. 2	....	0 07
Country hides, flat, per lb., cured	0 06½	0 07
Calf skins, No. 1, city	....	0 13
" " No. 1, country	....	0 11
Lamb skins	0 50	0 60
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb.	0 05½	0 06
Pulled wools, super, per lb.	....	0 25
" " extra	0 25	0 26
Horse hair, per lb.	0 28	0 30
Wool, unwashed	0 12	0 13
" washed	....	0 23
" rejections	....	0 17

> Sir Thomas Lipton, who has made $50,000,000 in twenty years, attributes his success to printers' ink employed in the advertising columns of the newspapers.—Boston Herald.

NOTES.

L. Campbel, general, store, Gunton, has sold to W. Jefferson.

Black and Shaw, grocers, of Calgary, have been succeeded by Ross and Shaw.

T W. Little, Dungannon, is offering for sale en bloc his stock of groceries and boots and shoes. He is removing to Cobalt to look after his interests there.

W. A. Forbes, of Snowdon, Forbes & Co., Montreal, has returned from a successful selling trip to the Maritime Provinces. Mr. Forbes reports "Bee Brand" goods in greater demand than ever.

Grocers wishing to obtain Roquefort cheese, should secure Laporte, Martin & Co.'s prices. They represent some first-class houses.

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The

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JOHN BAYNE MACLEAN - - *President*

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MARITIME BOARD OF TRADE.

The annual meeting of the Maritime Board of Trade is one of the important gatherings of businessmen in Canada. Representing every section and every commercial interest of the three seaboard provinces, these men assemble and discuss, as the president says, "a wide range of interesting and live topics." The venerable secretary, Chas. W. Creed, was able to report that last year practically all their resolutions and recommendations had received consideration in Parliament. While this was satisfactory it was no more than right. The board is enthused by public spirit and ambition for the welfare of the provinces. It is made up of the ablest business men, men whose success has demonstrated their fitness to offer wise counsel in regard to matters of paramount public interest. Their deliberations and conclusions are worthy of the most serious consideration of every man in public life.

The people of the Maritime Provinces have felt that their part of the Dominion has not shared to the extent it should the wave of prosperity that has swept the West. They feel that the possibilities for success in the East are as large as in the West. They want to keep their own people at home and secure a share of the many immigrants crowding into Canada from Europe. It is to help solve such problems, to gather up and focus public opinion and business counsel, that the board holds its annual meeting.

Through the efforts of the board we hope some day to see a union of the three provinces that will far more than combine their present influence in directing the destiny of the great Dominion.

TAX ON TRAVELERS.

If retail grocers would carefully consider the practice of holding up travelers for subscriptions and to buy tickets in aid of local undertakings, church, charity or sport, they would quit it. Fifty dollars a year is a low estimate of a grocery traveler's expenses on account of such demands. The Editor of the Grocer meets a great many travelers, and he is constantly hearing complaints of the practice, and if the merchants knew what the travelers think of it and of the men and women who hold them up in this way, they would hesitate for that reason alone, to make the levy. Tickets for entertainments, church socials, bazaars, lotteries, are a constant drain upon a traveler's purse, and his good-nature, and a drain, too, upon his respect for his fellow men. Many travelers are asked to buy membership tickets in local clubs, bowling, tennis, curling, and others which cannot possibly ever be of the slightest use to them. Some good ladies on the Finance Committee of their church society, will regularly ask a subscription of the traveler who calls to sell her husband goods. Many a traveler's dollar has gone to help defray a church debt, and the debt is all he ever knows about.

There are a great many thoroughly valid reasons why a merchant should not make these demands upon the men who come to him to sell goods. Take the case of the church. The traveler has his own church at home to help support. Why should he, a man of very moderate means and modest income, be called upon to contribute to the funds of churches all over the country? A man would have to be a miniature John D. Rockefeller to keep it up. It isn't once in a hundred times a traveler can use a ticket he buys, and some grocers have objected because a traveler gave away a ticket he had bought. Then the practice engenders bad feeling. The traveler feels it is a hold-up; he gets no return for the money, but can't refuse for fear of offending a customer. There are some travelers with the backbone to say "No," and withstand all such unjust demands upon them, and they are usually among the most successful men on the road, but most men submit to it. Another reason is that the wise merchant will not put himself under obligation to the traveler or the wholesale house. It is the boast of many successful merchants: "We never asked a favor of a wholesale house yet." That is the right attitude in business. The practice of holding up the travelers is unfair. It is taking advantage of a man when his living is at stake. Some merchants solve their consciences by the assumption that, "Oh, the house pays it." The other day a man got a dollar from a traveler for a church fund, then turned over a page in his book and showed where he had got ten dollars from the house which the man represented. Sometimes, no doubt, the tax goes down as expenses, but more often, especially with city travelers it comes out of the traveler's own pocket.

THE EGG SITUATION.

Lately there has been some talk in the provision trade of a possibly good business in eggs being transacted between Canada and the Old Country this winter. It is hardly likely, though, that trade will get any further than the talking stage. About this time last year there was going to be a great deal of export business but it did not develop and prospects this season are not very bright.

Conditions regulating the egg market this year are not ordinary. Owing to the high price of meat, butter, cheese, milk and the plainer foodstuffs, consumption of eggs has been larger than ordinarily is the case, while receipts on the other hand have not been greater in proportion. Parties keeping hens are forced to pay more for their keep than formerly, and in many cases they have killed off a number. Grain prices have been high and feed has been dear for months.

Conditions have been such, all together, as to make the supply less than the demand, and this being the case, prices have been very firm, with an advancing tendency.

Regarding business with the Old Country, since receipts are barely sufficient to supply the local trade, it is hardly probable that dealers will go to the trouble of selecting, paying cartage, freight and insurance, in order to ship the eggs to the Old Country houses, when English buyers are not interested in eggs costing more than is obtainable for them here. Selling locally, dealers have a minimum of expense, as compared with selling in an export way, and profits are more satisfactory.

Maritime Board of Trade

Splendid Annual Gathering of the Business Men in the Provinces by the Sea—Many Matters of Importance Discussed—Not Jealous of the West, But Determined That the East Will Make Good, Too—Demand for the Improvement of Transportation Facilities—The All Red Line.

The annual meeting of the Maritime Board of Trade was held last week in St. John, on Wednesday, Thursday and Friday, Aug. 21, 22 and 23. Last year's meeting at Amherst was thought to be high-water mark of success for a meeting of the amalgamated boards, but this meeting marks a new record of achievement. The attendance at this, the 13th meeting of the Maritime Board was large and representative and included many leaders of commerce and industry in the provinces. Promptly at 10.30 Wednesday morning President Fisher called the board to order, and addresses of welcome were delivered by President McRobbie, of the St. John Board of Trade; Mayor Sears, of St. John, and President Fisher. The most striking matter of the opening of the meeting was the passing of a resolution endorsing the recommendation of the colonial conference for the All Red Line. This resolution was carried unanimously. The meeting was held in the cosy rooms of the St. John Board of Trade, which had been specially fitted up for the meeting and which were also elaborately decorated with flags and flowers.

His worship, Mayor Sears, after a few preliminary remarks of welcome said he thought in looking over the list of subjects to be discussed that technical education was one of the most important matters for their consideration. He referred to the recent visit of His Excellency the Governor-general to the Elinor Home Farm, and while it might not come under their jurisdiction he thought this was a matter of much importance and that many more such institutions should be founded. He extended on behalf of the city a cordial welcome and trusted their deliberations would result in a great benefit to business men throughout the province. His worship's remarks were heartily applauded.

Programme Committee.

President Fisher then appointed the following committee to arrange the list of subjects for discussion: Rev. A. E. Burke, J. H. McRobbie, M. G. De Wolfe, Hector McDougall, A. M. Bell, F. C. Whitman and W. B. Snowball.

The Delegates.

Following is the list of delegates by provinces:

Nova Scotia.

Annapolis—F. C. Whitman, Geo. E. Corbett.

Amherst—E. B. Elderkin, R. Robertson.

Berwick—D. C. Crosby.

Bridgewater—R. Dawson, G. W. Godard.

Canso—E. C. Whitman.

Digby—H. B. Short, L. Peters.

Halifax—E. A. Saunders, A. H. Whitman, N. McHall, J. E. De Wolfe, W. A. Majot, A. Y. Wilson, A. M. Bell, G. S. Campbell and H. O. Smith.

Kentville—R. H. Dodge, C. O. Allen, E. J. Ward, M. G. De Wolfe, J. C. Anderson, E. W. Webster, Robert Harrington.

Kings County—A. E. McMahon, J. A. Kinsman, Geo. R. Pineo, E. Seaman.

Lunenburg—D. Frank Matheson, J. Frank Hall.

Oxford—Geo. F. Bissett.

Truro—C. E. Bentley.

Weymouth—Rev. Chas. R. Cunning.

Yarmouth—E. H. Armstrong, A. W. Eakin.

Sydney, C.B.—H. F. McDougall.

New Brunswick.

Chatham—W. B. Snowball, J. L. Stewart, Jas. Beveridge, W. S. Loggie.

Newcastle—John Morrissey, Geo. F. McWilliam.

Sackville—W. W. Andrews, F. B. Black.

St. John, the Ambitious City of the Atlantic Seaboard—Where the Maritime Board of Trade Met.

Woodstock—J. P. Maney, J. E. Sheasgreen.

St. John—John H. McRobbie, W. E. Foster, W. H. Throne, T. H. Estabrooks, Jas. Pender, W. M. Jarvis, W. F. Hatheway, J. A. Likely, J. N. Harvey, J. Hunter White, W. F. Burditt, H. B. Schofield, F. W. Daniel, F. E. Dykeman, G. F. Fisher, T. H. Somerville, W. H. Barnaby, Geo. Robertson, M.P.P.; R. O'Brien, John Sealy, Wm. Kirkpatrick, A. H. Wetmore, Wm. Pugsley.

Prince Edward Island.

Alberton—Rev. A. E. Burke, Jas. E. Birch, W. H. Turner.

Charlottetown—Hon. Geo. E. Hughes.

SECRETARY'S REPORT.

Chas. M. Creed Presents His Statement of the Year's Work—Advances Made.

The venerable and able Secretary-Treasurer, Chas. M. Creed, presented his report, as follows:

To the President and members of the Maritime Board of Trade:

Gentlemen: Your Secretary-Treasurer begs herewith to hand you his report for the current year.

All the recommendations and resolutions passed at the last annual meeting were forwarded to the Ministers of the various departments of the Federal Government, those concerning local Governments were forwarded to the Premiers of same, copies of the Canadian Grocer, containing the proceedings of the annual meeting were forwarded to the Ministers of the Federal Cabinet, also to the Premiers of the local Governments. to Boards of Trade and to delegates who attended the meeting. On Nov. 8, copies of the Grocer, also all resolutions, were forwarded to the following Maritime Province members in advance of the opening of the Federal Parliament: W. S. Loggie and Dr. J. W. Daniels, New Brunswick; J. J. Hughes Prince Edward Island; Dr. J. B. Black, H. J. Logan, B. B. Law, and A. K. McLean, Nova Scotia, in order that they could become familiar with them.

On Dec. 3, shortly after the opening of the Federal Parliament, copies of the the Grocer and also all resolutions were forwarded to all members and Senators from the Maritime Provinces. The correspondence with the same being, as also with various Boards, too voluminous to read, are now on the table for the inspection of members.

Annual Meeting at Amherst, N.S.

The annual meeting at Amherst, in August last. was a success, the subjects were well debated and nearly all the resolutions passed were brought forward and discussed at the Federal Parliament with good results.

Technical education has had the attention of the local Governments, and the Government of Nova Scotia are now about securing a site for the institution in this Province, and also have established a Bureau of Immigration and Publicity.

Annual Report.

The annual report was not published this year, the Canadian Grocer having such a full report of the proceedings of the annual meeting, it was used instead, at a cost of $25, for 500 copies, it has been found quite satisfactory, has been appreciated, and quite a good sum has been saved thereby.

New Board.

Boards have been formed at Oxford and Weymouth, N.S., and have affiliated. One has also been formed at Shelburne, N.S. It has not yet affiliated, but I hope it may do so during the coming year.

Unaffiliated Boards.

The Boards of Trade not yet affiliated have had every attention paid them during the year, and I am pleased to report the Boards of Bridgwater and Lunenburg, N.S., have affiliated; also the Board of Woodstock, New Brunswick.

Reorganized Boards.

The Boards of Pictou and New Glasgow have been reorganized. Pictou Board has affiliated, and the Board at New Glasgow, it is hoped, will soon follow.

Correspondence With Board.

This has been conducted with vigor. During the year some of the secretaries have promptly responded to notices and letters, while many of them have been very slow, which has been the means of delaying the work, and it makes quite a rush as the annual meeting approaches. It is hoped, however, the secretaries will take notice and be more prompt the coming year.

Notices of Annual Meeting.

The subjects for discussion at the annual meeting were mailed to all Boards on Aug. 10, with notices of the date, place of meeting and railway arrangements for delegates, and also to the delegates from each Board.

In conclusion, during the past year as usual, everything has been done by me for the enlargement and advancement of the Board, at the same time doing all posssible to assist your worthy President, in which I had the able assistance of M. G. De Wolfe, Esq., of Kentville as also that of W. E. Anderson, Esq., Corresponding Secretary, at St. John, N. B.

Accounts for the Year.

The accounts for the year are all prepared, but as several Boards will pay their per capita tax before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted.

CHARLES M. CREED,
Secretary-Treasurer.

Following is a list of the Maritime Boards of Trade:

Affiliated Boards:

Nova Scotia.

Annapolis, Amherst, Antigonish, Berwick, Bear River, Bridgewater, Canning, Canso, Chester, Caledonia Digby, Dartmouth, Halifax, Kentville, Kings County, Lockport, Liverpool, Lunenburg, Oxford, Pictou, Truro, Wolfville, Windsor Yarmouth, Sydney, North Sydney, Weymouth.

New Brunswick.

Chatham, Moncton, St. John, Sackville, St. Stephen, Woodstock, Newcastle.

Prince Edward Island.

Charlottetown, Summerside, Souris. Southern Kings (Montague), West Prince (Alberton).

Unaffiliated Boards:

Nova Scotia.

Middleton, New Glasgow, Shelburne, Pugwash, Glace Bay.

New Brunswick.

St. Andrews, Fredericton, Campbellton.

Visits to Industries.

President Fisher, informed the delegates that invitations had been received from the following industrial enterprises, to go through their premises: The Partington Pulp & Paper Co., Andre Cushing & Co.'s sawmill, The Cornwall & York Cotton Mills, T. S. Simms & Co.'s brush factory, and others. He said that letters of regret at their inability to attend had been received from the Boards at Bangor, Portland and the State of Main Board of Trade. Forty-nine Boards were represented in this body.

Facilities would be provided, the President said, to take any members who might desire to go to the west side to view the harbor improvements.

The Secretary read a number of letters of regret at inability to attend from Sir Wilfrid Laurier, the Governors of the Maritime Provinces, Lieut.-Col. J. B. McLean, Secretaries of the Montreal, Toronto and Ottawa Boards of Trade, and the Canadian Manufacturers' Association, and several western newspapers.

PRESIDENT'S ADDRESS.

Review of the Commercial and Industrial Situation in Canada.

President W. S. Fisher then delivered his annual report. He said:

"Gentlemen of the Maritime Board of Trade:

"I would like to add a word to what you have already heard from the Mayor of the city and the President of the St. John Board, to express the pleasure it gives me in common with all our citizens, to welcome to this city and meeting so representative a gathering of the commercial, professional and industrial interests of these Maritime Provinces.

"I also wish to express my appreciation of the honor conferred upon me in electing me as your President; and hope that the same kindly feeling which has prompted this, will also incline you to overlook my shortcomings.

"Boards of Trade have been aptly termed the Business Men's Parliaments; and while they have no power to enact laws or to put into effect such legislation as they may consider desirable, yet their influence in creating public opinion and directing attention to matters along lines of public interest is very considerable and is being more and more recognized.

"The opportunity afforded by such a gathering to exchange ideas concerning the problems that face us all cannot fail but have a stimulating effect, not alone upon each individual present, but also upon the community in which he lives.

"The list of subjects that we will be

called upon to discuss covers a wide range of interesting and live topics, and are such as to demand most careful consideration before decisions are reached, in order that they may stand the test when fairly discussed by the public, in the press and before the legislative bodies to whom they will be submitted and who alone have the power to finally put them into effect.

"The Secretary, in his report, will deal with the work accomplished during the past year. I will, therefore, not attempt to discuss it; but in passing wish to pay a tribute to the zeal and earnestness he has shown in following up the work and in keeping it well before the members and Ministers of both the Federal and Provincial Parliaments.

To the West Indies.

"I also wish to place on record the hearty appreciation of the liberality of Messrs. Pickford & Black, who so kindly sent at their expense delegates from different sections of Canada to the West Indies for the purpose of discussing with the merchants and others there the development of trade between the two countries. That good results will follow there can be no doubt. As this subject is on the agenda, we will hear further particulars at a later stage.

"Our main concern now is with the present and the future. We are here to determine what can be done by mutual co-operation to improve conditions; to find the weak spots and suggest the remedies.

"The turn of the east to share in the great progress and prospects of the country, while somewhat delayed, is surely coming; and as the west fills up, attention wil be drawn and capital invested to a greater degree in the development of the great natural resources of the section in which we live.

"It behooves us to help this along by being alert to every opportunity; to keep our case well to the front; to prevent our advantages being overlooked; and so hasten the time when through this development our population and wealth may be increased and our young men made to realize that there exists for them in the east as good an opportunity for advancement and progress, as good a prospect for the intelligent man who is willing to put his shoulder to the wheel and work, as there is in any part of this broad Dominion.

Advantage of Difficulties.

"The Governor-General is just completing his tour of the Maritime Provinces and while here has given us many inspiring thoughts and has referred specially to the general prosperity and absence of poverty in evidence on every side.

"Among other things, he drew attention to the Dutch, a people who by their patient, untiring industry have overcome tremendous natural drawbacks.

"This suggests two thoughts: First, that those individuals and countries succeed best who have many difficulties to encounter; and, second, that our natural advantages are very great, greater than perhaps we realize; and that while we have many difficulties to overcome, they are small in comparison with those that have been surmounted by others in the past.

"The lumber and pulp industries have been very prosperous for some years, and there is a much greater recognition of the increasing value of our forests, as well as a disposition through reforestation, protection from fires and, in many other ways, to preserve and increase their value as a source of future wealth.

"A new feature in this trade is the fact that a considerable quantity of spruce lumber is now being shipped to Ontario, owing to its growing scarcity in that Province.

"This fact is suggestive, as showing the possibilities in that connection and the widening market for one of our principal products.

Fruit Farming.

"Fruit farming is attracting more attention each year and there seems no reason why it should not develop enormously, situated as well as we are to cater to the export demand.

"If one might make a suggestion regarding this branch of industry, it would be a co-operative movement on the part of growers and shippers with a view to such a system of grading and packing as will ensure absolute confidence on the part of buyers.

"In the American States of Oregon and Washington, co-operative apple growers' associations exist, and have accomplished a great deal for their members in establishing a uniform standard of quality, and, as a result, securing the very highest market prices.

"The establishment of evaporating factories now under way at different points in the apple growing districts, will help this very much by providing a market on the spot for the poorer grades.

Cold Storage.

"Another movement marking a distinct advance is the establishment of cold storage facilities at central shipping points, which will prove of great advantage in handling fruit, fish and other products specially.

Fishing.

"The fishing industry, which employs many thousands of our population, is of great importance, as shown by the statement that the annual yield is valued at fourteen millions of dollars. On the agenda paper several topics under this heading appear, which will, no doubt, be so fully debated as to throw much new light on a topic of such deep interest.

Mining.

"The coal industry of Nova Scotia has grown with great rapidity during the past few years, the output for the past season being in the vicinity of six million tons. Unfortunately, labor and other troubles exist at present in some of the most important centres, which, let us hope, will soon be settled in such a way as to ensure prompt resumption of work and such an agreement for future operations as will be fair and equitable to all interests.

"In New Brunswick the past year or two has seen considerable increase in the quantity and improvement in the quality of coal produced; and it is said the prospects for future development are excellent.

Transportation.

"Canada, forming as it does a long and comparatively narrow strip of country, the question of cheap and rapid transportation is one of the utmost importance. With one complete line of railway from ocean to ocean, which, with its ramifications makes a total of over 10,000 miles, and two other trunk lines in course of construction, the interior development is being well provided for.

"To supplement this excellent work and to complete these chains of communication so as to make it possible to carry on the entire commerce of the country over its own rails and through its own ports with the maximum of despatch and the minimum of expense, and also to secure that share of the all-round-the-world trade in passengers and freight that our geographical position entitles us to, no effort should be spared and no expense considered too great for the country to undertake in improving our ports and making their approaches safe and easy.

"Much has been done to improve the St. Lawrence route, that most important of Canadian highways. Much still remains to be done. Something also has been done in equipping the ports of the Lower Provinces which afford the only entrance or exit for the Dominion for six months in the year. Much more is required. The United States Government spends millions every year in deepening the channels and improving the harbors of Portland, Boston, New York, Philadelphia, Baltimore and New Orleans; and these ports have captured far too large a percentage of our ocean traffic. If we are ever to become independent of them we must do as they have done. It means much for the future of the country and no question is of greater importance. It is not a matter in which the Maritime Provinces alone are interested; the wellbeing of the whole of Canada is involved. Unless this work is done promptly, it will be impossible to capture the rapidly growing traffic of the Northwest and keep it within Canadian channels.

Building of the West.

"We are deeply interested in and immensely proud of the development and prosperity of the West, and have for many years cheerfully contributed by heavy drafts upon our pockets and upon our population to its up-building, looking forward to the time when we would secure our share of the wonderful prosperity that its growth has brought to the whole country. As Sir

Wm. Van Horne so well put the case a few years ago, when referring to the slow development of our ports, he said: 'We have enlarged the hopper and not the spout.' It is not a safe thing that we should continue to be dependent to so great an extent upon the ports of a foreign country. Therefore let us urge that the cause be removed. The case is strong and the matter important.

"Do the people in Ontario, Quebec and the western portions of the Dominion realize how necessary a link we are? Do they fully recognize that without the Provinces-by-the-Sea there would be no exit or entrance for passengers, mails or freight for six months of the year, excepting through the ports of another country? And that the tremendous development in the foreign trade that is being looked forward to with such promise, would be impossible? If not fully cognizant of the importance of the Maritime Provinces to the full development of the country at large, should this not be made clear?

"There is no need for us to be overmodest in pressing our case. Let us make every effort to impress upon the governing powers that no time should be lost in having our ports and approaches so equipped that the expressed policy of Sir Wilfrid Laurier—that he would not rest satisfied until every pound of Canadian freight should be carried through Canadian ports and over Canadian railways—can be carried into effect.

The All-Red Route.

"Before leaving the question of transportation, brief reference should be made to the All-Red Route, the practical outcome of the agitation for years for a fast mail service on the Atlantic. The great importance of this movement to the country is recognized and the question is absorbing much attention throughout the Empire, and if carried out, as proposed, will be fraught with great results.

"The question of better communication between Prince Edward Island and the mainland, a matter of great moment to those on both shores, appears on the agenda, and will, with the above, be discussed in due course.

Agricultural Development.

"Our agricultural development is not what we should expect or what the opportunities demand. We are not producing nearly enough for our own needs. We are every year bringing in from Ontario and Quebec large quantities of oats, beans, bacon, poultry, beef, onions, cheese, butter, lard, etc.; whereas we should not only be producing all we need for home consumption, but in all these lines and many more we should have a large surplus for export for which we are so admirably situated.

"A glance at the list of Canadian exports or a visit during the winter to the export warehouses in St. John and Halifax, will serve to show the vast quantities of these goods being exported by Ontario and Quebec.

"Why is it that our farmers are so little alive to the opportunities offered them through the excellent market right at their doors, as well as to the still greater market abroad for our surplus products, which, geographically, we are in such an unequalled position to cater to?

"The only Maritime Province that is to-day producing a surplus of food products is Prince Edward Island, mainly owing to the fact that farming there is carried on on a more scientific basis, which proves what could and should be done in the other Provinces as well.

"It is worthy of note in this connection that the counties of Carleton, Victoria and Madawaska, in New Brunswick, are developing a large trade in potatoes with Ontario, where, it is stated, they cannot be grown to so good advantage and where the quality is not so good.

Future of Dairying.

"Another reference in passing might also be made to the development in dairying that is going on in Sussex, where last year several hundred thousand dollars were paid out for milk and cream by one concern alone whose further extension is solely a matter of increased capital. A great deal more might be said to emphasize the need and the opportunities, but this is not necessary as the facts are patent to us all. It would seem that a more aggressive agricultural policy would in a large measure gradually remedy this and by infusing more life into the farmers through agricultural societies and farmers' institutes, awaken a more lively and intelligent interest in their vocation, which is the chief and most important of all and the real basis of our greatest prosperity and progress.

"Much is said and written deploring the tendency of the young people to leave the farms and drift towards the cities because of their apparently greater attractions. With the spread of that practical education referred to elsewhere and the awakened intelligence and interest aroused in farming pursuits in consequence, as well as the better financial returns which will follow, life on the farm will be made much more attractive.

"In addition to this, the extension of the telephone into the rural districts, the advent of better roads, with improved and more frequent mail service, will do much to remove that sense of isolation which is now an important factor in deterring young people from remaining on the farms.

Immigration.

"In the past we have been rich in men, have done our share in providing men of great breadth of thought, who have been important factors in creating, cementing and developing this Dominion. Of this same material we may feel sure the supply will not fail. For many years, unfortunately, quite too many of our young men found it necessary to seek their fortunes in the adjoining republic; and go where you will, you will find they are rendering a good account of themselves. For some time past the current has changed and those of our young men who seek other fields and what appears to them greater opportunities, are finding their way to our own West. While we regret the fact that so many leave the Maritime Provinces, it is a great satisfaction to know that they are helping to build up and develop our own country.

"What can we do to fill up the vacancies thus made and thus maintain a population sufficient to develop our own resources? How can we better do this than by making a greater effort to secure our share of that stream of immigrants who are flocking to our shores, seeking that freedom and opportunity which they fail to find at home? Very few of these know anything of the Maritime Provinces or of the openings that exist for them here, mainly owing to the fact that in the advertising matter issued in the past by the Federal Government little or no reference is made or information given about this section, their effort having been concentrated in exploiting the West.

"Our board has been urging for years that this be remedied and it is gratifying to note that the Dominion immigration authorities have at last awakened to the need, and at the present time have a staff collecting illustrations which it is understood will, with other necessary information, be used in the advertising matter to be distributed abroad in the future. If this is done, and the local government of the Lower Provinces co-operate in offering inducements and in making known what we have to offer, good results must follow.

Co-operating With the Army.

"Within the past year the several provincial governments, co-operating with the Salvation Army, have secured some very good citizens from among those whom this excellent body have been instrumental in bringing across the ocean; but much more remains to be done.

"We have not been alone among the eastern provinces in feeling the drain and consequent scarcity of labor, owing to this outflow to the far west, as in Ontario, also, this became so serious that some years ago the government there, assisted by the Dominion Immigration Department, started a special colonization bureau to procure settlers who would replace those drifting westward, with the result that last year more than 30,000 over-sea emigrants were secured and are now chiefly settled in the agricultural sections of that province. This year they expect a large increase over last; and, as we have as much to offer as Ontario, why should we not take a leaf out of their book?

"There are many thousands among the sturdy, industrious people of Northern Europe whose conditions of life are hard, and who would be glad to come to these provinces and make their home

among us if the proper effort were made to show them what the opportunities are and to give them such encouragement as they need to induce them to come; and when here, to get them started on the right lines.

Technical Education.

"Technical education is a subject of great moment and one that is absorbing much attention. What has been done for years in Germany, Great Britain, and the United States, and what is now beginning to be done in Canada, shows the deepening interest taken by educationalists the world over in providing that practical education which teaches not only the value of dignity of labor, but that theory and practice must go hand in hand in securing that all-round training so needed to develop the best in man. To train boys and girls in merely literary accomplishments to the total exclusion of industrial, manual and technical training, tends to unfit them for industrial work, and in real life most work is industrial. The calling of the skilled tiller of the soil or of the skilled mechanic should alike be recognized, just as emphatically as the calling of the lawyer, the banker or the merchant. The abandonment of the old apprentice system has resulted in a great scarcity of trained mechanics and this lack must be made up by the trade school if we are to hold our own in industrial pursuits.

"Nova Scotia is moving in the right direction through the Government Agricultural Institute already established and the Technical College about to be. Sir Wm. Macdonald has done much for the country in establishing in each province consolidated schools with excellent teachers and departments devoted to manual training, domestic science and school gardens, supplemented by careful indoor studies in agricultural and other lines. We also are aware of the great work he has done at McGill and at Guelph, and is now doing at St. Anne de Belliveau. These are movements that will prove a great boon in fitting the coming generation to grapple with the problems confronting them as they take their places in the ranks of the workers.

Industrial Situation.

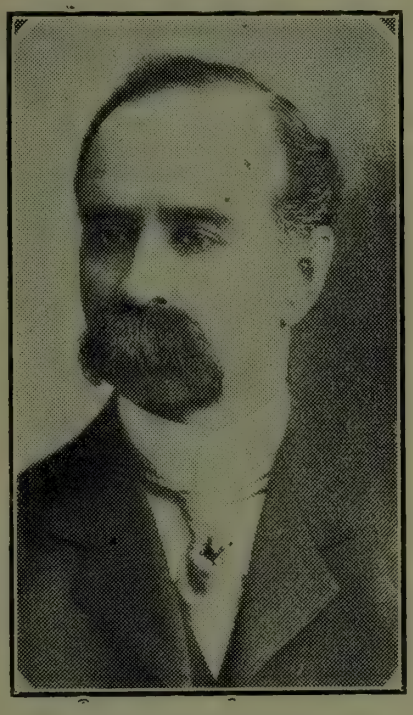
"With raw material such as coal, iron, lumber, etc., in abundance; with a climate in which men can work in comfort at all seasons; with an intelligent people available as operatives; with good facilities for gathering together the necessary raw materials at many points; with good local markets for many lines now imported; with excellent steamship services to the largest markets abroad; with a rapidly growing market in our own West, the opportunities for industrial development are not lacking.

"At the present time more than one hundred manufacturing firms in these Provinces are shipping goods to western points and the number of these is constantly growing. Ten years ago the number of our manufacturers doing business outside the limits of the Maritime Provinces could almost be counted on one's fingers. It means effort and the expenditure of labor and capital to obtain a foothold there; but when we consider the prospect, is it not worth while?

"What is the prospect? The present population of Canada is estimated at six millions in round numbers. The immigration this year will likely exceed 300,000. At all events, we are safe in figuring that during the next ten years it will at least average that number; thus making a total increase during that time from immigration alone of three millions or more. Add to that as a conservative estimate the natural increase after all allowances at an average of one hundred thousand yearly, and we will have a total population in Canada ten years hence of not less than ten millions.

Immigration as Wealth.

"It is estimated that every immigrant is worth to the country not less than one



GEO. E. HUGHES
of Charlottetown P.E.I. the newly chosen 1st Vice-President of Maritime Board of Trade.

thousand dollars, which—if correct—means an increase in our natural wealth from immigration alone, of three hundred millions yearly.

"Think what this vast accession to our population and wealth means in increased demand for every conceivable class of goods, especially when it is remembered that practically all this new population is made up of adult workers who require everything from the ground up. Is it not, therefore, well worth our determining to secure a share of the trade in manufactured goods that this growing market will afford?

"Referring briefly to the industrial growth around us, it is only necessary to mention one or two examples of what is possible. Amherst, where we met last year, and where is seen the result of the work of a few progressive spirits, is again in the van this year in being the first section to carry into effect Edison's scheme of producing electric power at the pit mouth and transmitting it by wire direct to the factory; the Sydneys, where two of the greatest iron and steel industries in Canada have been developed in the past ten years. These might be enlarged upon or others given, but are sufficient as examples of what can be done.

"It is surely very clear that in this, as in the exploitation of all our opportunities, we have touched only the very fringe, and that it only needs men with the requisite knowledge and possessed of the right parts to take hold and secure results.

"For this the money should be easily available. We know from experience that when some well spoken gentleman from a safe distance appears with an alluring promise of high returns and waves his magic wand, the wherewithal is not lacking. If some of this surplus wealth which during the past has been lost in experiments of this kind, had been invested at home, the results both to the country and to the individual would have been much better.

Federal Insolvency Law.

"Before concluding, I wish to draw attention to the need that exists for a general insolvency law that will apply to the whole Dominion, looking to the proper protection of creditors and to the equitable distribution of insolvent estates. This is becoming more urgent as trade between the different sections of the country develops. Those firms who are doing business in every Province find the present system very troublesome, and the number of these is increasing rapidly. The present laws are inadequate. The merchant wants no uncertainty as to his rights and at present there is such, owing to the variety of laws in existence in the different provinces.

Summing Up.

"To sum up, how shall we secure that measure of progress and prosperity which should be ours?

"First, through the development of our rich natural resources; viz.: agriculture in all its branches; mining, lumbering, fishing.

"Second, through the development of our manufacturing industries.

"Third, through being on the highway of the all-the-world-round traffic, and by holding the key to the position as providing the only access from the interior to the Atlantic on Canadian territory for six months in the year.

"Where in the whole of Canada or elsewhere can be found a pleasanter country in which to live, a happier and healthier people, more real comfort and fewer drawbacks, than in the Maritime Provinces? As with men, so with communities; it is the strong, hopeful one that wins. Let us, therefore, strike a more hopeful note. Let us more fully

realize the advantages we possess. Let us abandon any inclination towards pessimism, and with that courage born of faith and common sense, co-operate in securing our share of the progress and prosperity with which this country is being so abundantly blessed."

Mr. Fisher was cheered and applauded as he sat down.

Maritime Union.

The president called upon C. A. Duff-Miller, agent-general of New Brunswick, in London, and Hance J. Logan, M.P. for Cumberland County, N.S., to address the meeting.

Mr. Miller had left the meeting, but Mr. Logan made a few very interesting remarks. He thought there was more business on the list than could be gone through with properly, and said he had noticed that oftentimes matters of importance were rushed through without thought. The Maritime Provinces should be bonded more closely together and not pull so much for the separate Provinces. He was always ready to work in the interests of the Maritime Provinces, not Nova Scotia alone. He referred to the new electrical power plant at Chignecto Mines by which the Amherst industries were supplied with power.

The list of subjects submitted by the committee was then taken up.

The All-Red Line.

The first subject discussed was the All-Red Line project of a fast line to the Orient through Canada. G. M. Campbell, of the Halifax board, introduced the subject. He said he thought it was generally realized that such a line would be a great help to Canada, and in particular to the Maritime Provinces, as the terminus would be down here.

At present nearly all notable people and bodies of men coming to Canada do not see the Maritime Provinces at all. This line would make us better known. In Halifax they had been making strenuous efforts the past few days to induce the British journalists, now touring Canada, to come here for a day, and they had made satisfactory arrangements to that effect. If the proposed line were inaugurated, all such bodies would pass through the Maritime Provinces. He said he wouldn't ask them to endorse Halifax, as the western terminus, but asked that the resolution be adopted in some shape, so that the feeling of the Maritime Provinces might be known.

The resolution was seconded by M. G. De Wolfe, who said he thought the matter a most important one, not only to the seaboard towns, but inland as well.

A. M. Bell, of Halifax, also spoke on the subject, referring to the remarks made by Earl Grey at Halifax, that England had made a colossal blunder in subsidizing the Cunard steamers at the enormous amount that they had given them. He thought the proposed scheme would be a great benefit to the Maritime Provinces and Canada.

Geo. Robertson also spoke on the subject, and the resolution was unanimously adopted.

It reads as follows:

"This convention of the Maritime Board of Trade, believing that fast high-class mail, passenger and express freight service between the British possessions would be of immense material and political advantage to Canada and all ports of the empire, hereby heartily endorses the 'All Red Line' project proposed by the Premier of Canada, and unanimously adopted, at the recent Imperial Conference held in London, and urge the Canadian Government to take all possible steps to hasten the inauguration of the scheme."

The second subject—a national banking system, introduced by the Chatham board, was laid over for consideration later on.

Cold Storage in Steamers.

A resolution favoring the installation of cold storage facilities in steamers plying between ports in the Maritime Provinces and Newfoundland was presented by Hon. Geo. E. Hughes, of Charlottetown, and seconded by Hector McDougall, of Sydney. It was discussed at length by a large number of the members present including Rev. A. E. Burke, Hon. Wm. Pugsley, Hance J. Logan, M.P.; J. E. Birch, J. E. De Wolfe, Joseph Likely and others. Several changes and amendments were suggested, and the sense of the resolution as finally adopted was that the Federal Government should see that subsidized freight steamers plying between the ports of Prince Edward Island and Sydney and of Newfoundland be equipped with cold storage facilities.

There was a lengthy discussion on the question of some changes in the Canadian coinage, but the matter was allowed to lie on the table.

WEDNESDAY AFTERNOON.

The Railways and Express Rates—Pulpwood Export.

At the opening of the afternoon session, W. B. Snowball, of Chatham, announced that the member from their board who was to have submitted a resolution on "A National Banking System" was not present, and he thought that subject had better lie over.

E. H. Armstrong, of Yarmouth, brought up the subject of the advisability of the Dominion Government taking over the railways of western Nova Scotia and making them a part of the Intercolonial system. He referred to the great passenger traffic at Yarmouth by steamer and also by rail.

If the I. C. R. was to be a government road, he thought the roads in western Nova Scotia should be taken into the system. There were two railways in Nova Scotia, the D. A. R. owned by English parties, and the Halifax and Southwestern owned by McKenzie & Mann. He said that the eastern part of the province and New Brunswick had received more from the government in the I.C.R. than had the western part of Nova Scotia. The I.C.R., he said, was built to bind together the four provinces, Quebec, Ontario, New Brunswick and Nova Scotia. The western part of Nova Scotia had contributed more than its share in the expense of building this road, as it was not served as were the other districts. The I. C. R. had been extended to various towns of the eastern part of the province, and if it was good for the east it was good for the west.

He quoted Hon. H. R. Emmerson as advocating the extension of the I. C. R. by taking in branch lines, and claimed that the pro rata cost of the western railways was below that of any other railway in Canada. If this was so, the I. C. R. could to advantage take over these railways. He then read a resolution, which was seconded by H. B Short, of Digby. Mr. Short pointed out that only three freight trains a week passed between Digby and Yarmouth. He heartily endorsed the arguments of Mr. Armstrong.

W. Frank Hatheway also cordially endorsed the proposal that the I. C. R. should take over these lines. He hoped the resolution would be carried unanimously.

All the Branch Lines.

H. J. Logan, M.P., thought that the resolution should include all the branch railways in the Maritime Provinces. He could think of several in New Brunswick and one or two in Nova Scotia that he did not think the people along the lines would object to having the I. C. R. take over. Many of the roads were unsafe. He was strongly in favor of all these small roads being taken over by the I. C. R.

The resolution was as follows: "That in the opinion of this Maritime Board of Trade, it would be greatly in the public interest and to the advantage of the Intercolonial Railway, if the Federal Government were to acquire by purchase or lease the railways of western Nova Scotia, and also the branch lines connecting with the Intercolonial Railway in Nova Scotia and New Brunswick, and to operate them as part of the Intercolonial system, and that the government be urged to take the necessary steps to acquire such railways, provided, the same can be purchased or leased on reasonable terms, based not merely on the original cost, but also on the earning power of the lines."

F. A. Dykeman also spoke in favor of the small roads being taken over by the government. The resolution, he said, should be changed to take in all branch lines. W. B. Snowball spoke in support of the resolution being enlarged to take in all small railways. He referred to improved conditions on small lines that were taken over by the I. C. R. Frank Black, of Sackville, thought the resolution was too local and should be broadened to take in all lines. He knew, for instance, that people along the line of the Cape Tourmentine Railway would not object to the line being taken over by the I. C. R. Mr. Armstrong, the mover of the resolution, said he was agreeable to changing it to embrace all branch lines if the members wished it. It was then decided that the matter should lie over for a time to see if it could be drafted in more suitable form.

Express Rates.

Hon. Geo. E. Hughes presented a resolution asking for an improvement in the express rates, as now in force in Prince Edward Island. The Canadian Express Company, he said, was now the only company doing business there and

it had a monopoly. Rev. Father Burke seconded the resolution and cited instances of excessive charges for sending away shipments of fresh fish. The result of these exorbitant rates was to kill the trade in fresh fish as far as Prince Edward Island was concerned.

Mr. Wilson, of Halifax, who was interested in the fish trade, spoke of difficulties in getting fair express rates when only one company was doing business in the territory. He cited a number of instances of unfair charges. W. B. Snowball advocated that the resolution be so enlarged that the I. C. R. should grant running rights to all express companies.

H. B. Short, of Digby, spoke of the difficulties experienced at Digby, and urged that the resolution should take in all subsidized steamers as well as railways. A. J. Logan, Amherst; J. E. DeWolfe and G. S. Campbell, Halifax, also spoke on the question.

Position Reaffirmed.

Mr. DeWolfe read a resolution on the subject which was passed at the meeting in Moncton in 1904, and on motion it was reaffirmed. The resolution read as follows:

"Whereas, under the Railway Act all express companies may have same privileges over all railways in Canada, except over the Intercolonial Railway, and

"Whereas, under the contract between the government and the Canadian Express Company, paragraph 15, stipulates that this agreement is subject to the condition that equal facilities and equal terms shall and may be granted to any or all express companies which may contract with his majesty for the conduct of an express business over said railway, or any part thereof, and

"Whereas, over the I. C. R. between Montreal and Moncton, and from Truro eastward in Cape Breton and in Prince Edward Island, there is only one express company permitted to do business, and

"Whereas, the shippers of fish and other merchandise from eastern Nova Scotia and Prince Edward Island, and shippers of fruit from western Canada to points on the I. C. R. east of Truro are handicapped by being shut out from a competing express service and compelled to pay extra rates of carriage, and

"Whereas, numerous resolutions have from time to time been addressed to the government asking that the Dominion Express Company be granted same privileges over government railways as are granted to the Canadian Express Company;

"Therefore, resolved, that this Maritime Board of Trade endorse said resolutions and urge upon the government the early granting of said privileges to other companies than that one now having the monopoly of the express business;

"Further, resolved, that copies of this resolution be forwarded to the Minister of Railways and Canals, Minister of Finance and maritime members at Ottawa."

I. C. R. and Branch Lines.

Mr. Armstrong, of Yarmouth, at this point presented his resolution on the subject of the I. C. R. taking over branch railways, in which he had made several changes as suggested in the discussion previously.

Hon. Mr. Pugsley thought the board should not pass the resolution without inserting a clause that the government should only take over the branch lines on paying a "reasonable" price for them.

Mr. Whitman, of Annapolis, claimed that the board was only offering a principle, and of course the government would use its best judgment in whatever action they took. Mr. Armstrong also spoke along the same lines and urged the adoption of the resolution.

Alderman Baxter thought the McKenzie & Mann roads would not generally be considered branch roads. There was a probability that McKenzie & Mann would build a line down the St. John valley; it would not be a branch road, but probably part of a transcontinental system, and it wouldn't be expected that the I. C. R. should take it over. He thought the resolution should be worded differently.

Hon. Mr. Pugsley said he was strongly in favor of the government taking over branch lines, but he thought that they should put in the resolution the words "at a reasonable cost."

H. J. Logan, M.P., thought there was but little difference between the suggestions, and it might be well if the mover of the resolution and those who desired it changed somewhat, should get together and draft it up in suitable form. On motion of Ald. Baxter, it was decided to allow the matter to stand over until Messrs. Armstrong, Pugsley, Short and Logan will present a new resolution to the meeting, embodying the changes suggested.

Pulpwood Export.

The next matter taken up was "the export duty on rossed pulpwood," presented by W. B. Snowball, of Chatham. The resolution was as follows:

"Whereas, it has been the policy of the Federal Government to encourage and promote manufacture within the bounds of the Dominion by duties sufficiently high to keep out foreign manufacture, and by bounties to encourage the use of home raw material, and

"Whereas, the Federal Government has expended large amounts to promote agriculture and to boom the western country, and to encourage emigration from the motherland and foreign countries; and

"Whereas, we have within the bounds of our eastern Canada as a natural product, spruce pulpwood, capable of providing employment for a large number of our present people, and for many who may come to find homes here at profitable wages, instead of going west and thus populating our eastern provinces; and

"Whereas, this wood is being raised in New Brunswick, Nova Scotia and Quebec, and shipped in that state to the United States to keep their pulp mills running.

"Therefore, resolved, that this Maritime Board of Trade is of the opinion that the exportation of pulpwood should be prohibited by the Federal Government."

Mr. Snowball advocated that a prohibitive export duty be put on pulpwood, so that manufacturers would be induced to come here instead of taking the wood out of the country and manufacturing it elsewhere.

In Chatham, there was a rossing plant that provided more pulpwood than could be used by the mill there now, and other mills should be built there. He thought also that paper should be manufactured here as well as the pulp. No raw materials should be allowed to cross the border.

Mr. Ward, of Kentville, in seconding the resolution, gave some interesting information on the scarcity of spruce in Nova Scotia, which is used for pulp. He thought no rossed pulpwood should be exported, as the forests would soon be depleted.

Pulpwood Silk.

Mr. Andrews, of Sackville, showed to the members a piece of black silk made from pulpwood. He thought there was a possibility, some time in the future, of Canada manufacturing goods of that kind.

James Beveridge, of the pulp mill at Chatham, also spoke on the subject of pulpwood and the manufacture of pulp. He thought this board should support the resolution so ably put forth by Mr. Snowball.

Geo. Robertson, M.P.P., spoke interestingly of the uses to which the product of pulp could be put, and he thought it would be only a matter of time when Canada would be manufacturing clothing, shoes and other products from pulp.

Should Prohibit Export.

H. B. Schofield, of the St. John board, said he hoped the time would come when the exporting of pulp would be prohibited altogether, and all the paper and other materials made from the pulp be manufactured in Canada. J. C. Anderson, of Kentville, also spoke on the subject, and Mr. Dawson, of Bridgewater, urged that the resolution should deal with all pulpwood, not only with the "rossed," i.e. that from which the bark has been removed.

F. C. Whitman, of Annapolis, and Mr. Pineo, of Kentville, also discussed the subject, and it was pointed out that the resolution would prevent individuals from selling their woods as they might wish.

Mr. Snowball said he had no objection to striking out the word "rossed." He did not know that any but rossed pulpwood was exported. Regarding the contention that private owners would be prevented from selling their wood as they wished, he said it was a matter of national interest and they should deal with it in a broad manner. They should not let their private feelings come in a matter of this kind.

J. H. Whitman, of the Halifax board, submitted a resolution to the effect that a fisheries board should be appointed along the lines of the fishing board of Scotland, to act under the department of marine and fisheries for the regulation and control of the Canadian Atlantic fisheries. He spoke at some length on the subject and cited many instances to show that an inspection of fish and packages for shipping them was needed.

Mr. Eakin, of the Yarmouth board, in seconding the resolution, presented another dealing with the lobster fisheries and their preservation.

Some, he said, advocated having a size limit on lobsters of 10½ inches, others advocated closing the fishing for a period of five years. His own view was that pounds might be provided near the canning factories, where a government inspector could measure the lobsters, and all those under size could be put in the pound. For a diet they could be fed on pickled dogfish, and this would help to do away with this dogfish pest. He strongly favored the resolution submitted by Mr. Whitman. He read a paper dealing exhaustively with the lobster question which was heartily applauded.

Mr. Wilson, of the Halifax board, also spoke at length on the subject, and quoted statistics to show that a fisheries board would be a benefit. Geo. Robertson, M.P.P., M. G. DeWolf, of Kentville, and F. C. Whitman, of Annapolis, also spoke on the subject.

As it was then six o'clock, it was decided to defer further discussion until the evening session.

WEDNESDAY EVENING.

The Lobster Fisheries Question—Maritime Provinces as a Home.

At the evening session the debate on the resolution presented by Mr. Whitman, of Halifax, on the fisheries question, was resumed. H. B. Short, of Digby, strongly supported the resolution. He thought steps should be taken at once to protect the lobster fisheries.

W. S. Loggie, M.P., of Chatham, said he could not agree with the gentlemen who had spoken on the subject. He thought the interest in lobster fishing was not waning, and that the government was taking every reasonable precaution to protect the fisheries. He thought a greater danger was the pressure that was being brought to bear by people in Nova Scotia to increase the number of factories. There were factories enough, but they wanted more hatcheries. However, if it was felt that a fishery board would be an improvement to the fisheries he would give it his hearty support.

The president said a letter had been received to-day from E. C. Bowers, a member of the fisheries commission, which had been handed to the gentlemen who had this matter in hand. F. C. Witman then read some extracts from the letter, in which Mr. Bowers advocated the establishment of a fishery board, free from political influence.

Mr. Wilson, of Halifax, read some extracts from a lobster canner in Cape Breton, showing that the supply was falling off. John Sealy, of St. John, followed in a few remarks, in which he advocated the forming of a fishery board to regulate the fishing of this section. The board should be free from political influence.

W. F. Hatheway also spoke on the subject, and among other things said he thought a plant for turning the dogfish into fertilizer might be established between this city and New River. Mr. Whitman, of Halifax, gave some further information on the matter of forming the board as referred to in the resolution.

The motion was then put and carried as follows: "That this meeting of the Maritime Board of Trade endorses the movement for the appointment of a fisheries board to act under the department of marine and fisheries for the regulation and control of the Canadian Atlantic fisheries, and that steps be taken to have this important matter acted upon at the next session of the Dominion Parliament."

The Modus Vivendi.

Mr. Wilson, of Halifax, brought up the matter of the abrogation of the modus vivendi and submitted a report reaffirming the resolution of last year which was referred to a committee to report. This report was read by Mr. Wilson and a letter from Mr. Whitman, of Canso, another member of the committee, was read. Mr. Wilson also read extracts from the speech of A. K. McLean in parliament, giving reasons why

A. M. BELL, HALIFAX.
New President of the Maritime Board of Trade.

the act should be abolished. Mr. Wilson moved the adoption of the report, which was seconded by Mr. Stewart, of Chatham, and carried.

The report was as follows: "Your special committee on the modus vivendi beg leave to report that it is highly in the interests of the Canadian Atlantic fisheries that the Dominion Government abrogate the same, until such time as the Government of the United States is disposed to negotiate a new treaty.

S. Y. WILSON
J. W. STEWART
F. C. WHITMAN."

George Robertson M.P.P., in introducing a resolution embracing a number of the subjects from various boards of trade, spoke of the natural resources of the Maritime Provinces and reviewed conditions of many years ago up to the present time. He deplored the fact that so many of our young men were leaving the country and going to the west. He had many industries but not enough of them apparently to keep the young men here.

Maritime Provinces Neglected.

"We must," he said, "take a grip on this enormous depletion of our Maritime Provinces." The tide of immigration, he said, was setting altogether to the west and the Maritime Provinces were being given the go-by. What the Maritime Provinces wanted was a good class of immigrants from the British Isles. He rose to heights of eloquence in referring to the Maritime Provinces as a home for settlers, and his remarks elicited frequent applause.

F. L. Potts, of St. John, spoke of the flowery eloquence of previous speakers and referred to the fact that the expense of living here had increased fifty per cent. of late years. He was going on to tell that what was needed in this province was more manufacturing industries when he was reminded by the president that the resolution submitted by Mr. Robertson had not been seconded and was, therefore, not yet debatable, and also that only delegates were supposed to speak on the subjects before them.

Mr. Potts apologized for his action and took his seat. The motion was then seconded by Prof. Andrews, of Sackville, and carried.

Maritime Advantages.

The resolution was as follows:

"Resolved, That the Maritime Provinces, with their rich and varied resources, afford in farming, lumbering, fishing, mining and manufacturing, and in commercial life and other spheres of activity exceptional opportunities for the obtaining of a comfortable livelihood, and the making of pleasant homes with all the surrounding essentials to the highest degree of happiness. That there are here great opportunities for development and progress, and that all reasonable efforts should be put forth by the various provincial governments and municipalities as well as by the federal administration, to induce our young men to remain at home, and also to divert to the Maritime Provinces a portion of the ever increasing stream of immigration which is now flowing from the motherland and other European countries to the Canadian west."

Technical Education.

Prof. Andrews, of Sackville, introduced a resolution on technical education, the public support of schools—common, consolidated and technical colleges, the relation of industries of N.S. and N.B. to this question, and the value of such education for provincial revenue. Among other remarks he spoke of the probability of a chair of forestry being established in the U.N.B. Some arrangement, he thought, should be made whereby the three provinces could work together in the matter of technical education.

Frank Black, of Sackville, seconded the resolution, endorsing the remarks of Prof. Andrews.

A. H. Wetmore, of the St. John board, spoke in favor of the resolution, and thought that New Brunswick should do its part in forming a technical college for the three provinces. He was in favor of making the matter national in its character. He referred to the system of technical education in Norway and of the colleges in the United States.

G. S. Campbell said he thought the resolution placed Nova Scotia in an awkward light. Their position in N.S. was now this, that they were about to get what they wanted in a technological college. This resolution would have the effect of asking the legislature of N.S. to discontinue their work on the institution now to be built in Halifax. He suggested that N.B. and P.E.I. should erect schools or that the scholars from these provinces should attend the school at Halifax.

Prof. Andrews said it was not the intention of the resolution to stop the work in N.S., but to get the three provinces interested in having a central college somewhere. He did not want to touch at all on the location.

E. B. Elderkin, of Amherst, spoke in favor of the resolution and thought the matter of location should be left to the authorities of the three provinces. E. H. Armstrong, of Yarmouth, said he would have to take the same objections to the resolution as had Mr. Campbell, of Halifax. Nova Scotia had already provided for the building of a college for a higher technical education. New Brunswick and P.E.I. should also establish colleges of a similar type.

A. M. Bell, of Halifax, said the Halifax board had agitated for the establishment of the technical college because they had been hounded to it by the Mining Association. He thought it would be inconsistent for the board to vote to have consolidated colleges, after they had asked last year that the governments separately should establish the institutions.

Unite the Provinces.

Geo. E. Corbett, of Annapolis, said he would strongly support the resolution of Prof. Andrews, and would give $300 to help carry it out. They wanted to bind the three provinces closer together. "Bury your dirty old politics," he said, "and vote for the resolution."

Mr. Bell, of Halifax, again argued that the Nova Scotia members could not consistently support the resolution, nor did he think the Maritime board should do so. J. L. Stewart, of Charlottetown, said he could see no objection to the resolution going through as read. It would not interfere with what was being done by Nova Scotia.

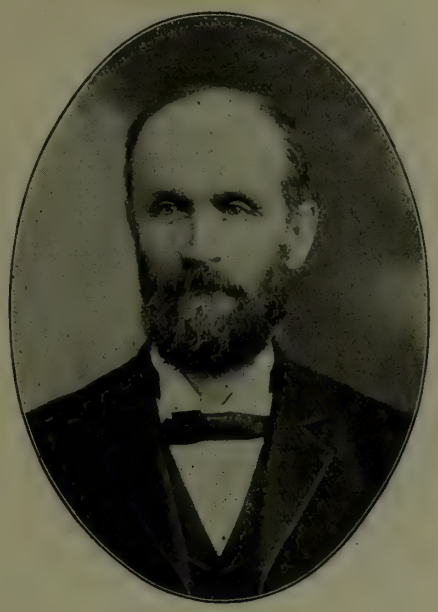
Mr. Armstrong—"What is New Brunswick going to do?"

Mr. Stewart—"I don't think your remark is apropos and I don't feel called upon to answer it." He went on to say that he thought the board should adopt the resolution and that much good would result from the establishment of such institutions.

Mr. Birch, of Alberton (P.E.I.), thought the arguments being used in favor of giving the young men of the provinces a technical education were directly in opposition to the resolution moved by Mr. Robertson that had just been adopted.

As soon as the young men learned the mysteries of some trade, they left their farms and went to the west where they got positions on the railways and so on. They wanted to keep the young men home. "Chickens at a distance," he said, "have very fair plumage, and they want to follow that plumage. It don't look quite so good when they get close to it. Oftentimes when the farmer wakes up in the morning now, he sees his young men disappearing in the dawn on a train for the west." (Applause and laughter.)

He thought manual training or technical education made young men feel that they wanted to go out and find a soft spot on which to lie down. Mr. Birch's remarks were greeted with



W. L. LOGGIE,
Member Executive Committee of the Maritime Board of Trade.

hearty laughter and applause and cries of encore.

Prof. Andrews said that manual training helps to keep the young men here, but anyway, they should give them the best education possible.

President Fisher told of his recent trip to California, where he had visited several technical education colleges and had seen the men at work at forges and other forms of labor. He saw over 500 men at work in these institutions. Such education as this he thought would keep the young men at home, as they would be needed.

The motion was adopted as follows:

"Resolved, That for the sake of greater practical results, we urge the governments of the three Maritime Provinces to confer or appoint a commission to confer for the purpose of devising some plan for consolidating the work of technical education and industrial scientific research in Maritime Canada."

E. B. Elderkin of Amherst moved that a committee of two from each province be appointed to approach the governments of New Brunswick, Nova Scotia and Prince Edward Island, to see what could be done along the lines of the resolution. Carried.

THURSDAY MORNING.

Favor Extension of Government Control of Railways.

When the meeting was called to order on Thursday morning, E. H. Armstrong again brought forward his motion regarding the acquirement by the Government of the railways in Nova Scotia, and it was carried.

Dr. Pugsley supported Mr. Armstrong's resolution. Mr. Loggie, M.P., referred to the fact that the Dominion Government had done a wise thing to take over the Canada Eastern Railway. The great difficulty was that no percentage of dividend had ever been paid upon the millions invested in the I.C.R. Who was paying for this loss? The people, of course, were the ones who paid. He knew that at the present time the people of Canada were unitedly opposed to any extension of the I.C.R., but Dr. Pugsley's suggestion was a good one.

A. M. Bell, of Halifax, thought that the commercializing of the I.C.R. was a most desirable one. He suggested that a committee should be appointed to wait upon the various Provincial Governments with a view to fulfilling Dr. Pugsley's resolution. He read a short resolution to this effect, and it was passed.

Mails at Sydney.

H. F. McDougall, of Sydney, then brought up the question of the landing of mails at Sydney. He referred to the success of the various trials of landing the mails at Sydney, and the speedy distribution of these mails. Sydney, therefore, looked for the support unaminously of the three Maritime Provinces in reference to the use of Sydney as the mail port of call, during the open navigation season.

Running Rights for C. P. R.

He then presented the following resolution:

Whereas, Several experiments have been made in the transfer of the English mails to and from Canada at Sydney harbor;

And whereas, These experiments have demonstrated beyond doubt that by the Sydney route the English and European mails can be delivered to all points in Canada earlier than by any other route;

And whereas, It is the general belief that the Canadian Pacific Railway Company, as well as the Allan Company, are opposed to the landing and embarking of mails and passengers at Sydney, and prefer, during the navigation of the St. Lawrence, landing mails and passengers at Quebec;

And whereas, It is inconsistent with reason that Canada should continue to subsidize a mail and passenger service to run parallel with the Government system of railway over a distance of some 800 miles, and thereby delay for many hours the delivery of mails;

And whereas, The Maritime Provinces are deeply interested in the landing of

mails and passengers at Sydney during the season of St. Lawrence navigation and until such time as a more permanent and definite service is established ;

And whereas, The C.P.R. system is more closely interested and connected with this traffic than any other in Canada, the Sydney Board of Trade, after due consideration, express the opinion that the privilege of running rights over the Intercolonial from St. John to Sydney, to the C.P.R., would greatly facilitate the adoption of the Sydney route.

Therefore, resolved, That this Maritime Board of Trade recommend the granting of such running rights for mails and passengers to the C.P.R. from St. John to Sydney ;

Further resolved, That this Board reaffirm the resolution passed at the annual meeting last year at Amherst recommending the Government of Canada to insist on all mails to and from Canada by the St. Lawrence, to be transferred to Sydney.

The resolution was seconded by M. G. De Wolfe.

Mr. McDougall continued by stating that the resolution had no thought of interfering with any movement regarding the landing of mails at Halifax or St. John during winter. He spoke at considerable length upon the resolution, claiming that Sydney was the only point of call uniquely advantageous for distributing mails promptly and satisfactorily. Sydney would, no doubt, do their utmost to give certain concessions to the C.P.R.; for instance, running rights might be pointed out, and when any other trans-continental road could offer anything like a parallel claim, it should be considered.

Mr. De Wolfe asked if this were the first effort made by Sydney to get recognition.

Mr. McDougall replied that it was the first.

W. F. Hatheway, St, John, referred to a principle established by resolution a year previously, at Amherst, regarding Sydney. He was glad to know that the mail venture at Sydney had proven a success. He suggested that one or two words should be added, such as after "running rights," the words "for mails and passengers."

Mr. McDougall acknowledged that those words should be added.

Mr. Hatheway pointed out that the term "running rights" was vague and to the railway men it was peculiarly broad.

Mr. Loggie urged that the subject matter of the resolution be separated. All would concur regarding the advantage of Sydney as a port of call, but the granting of running rights to railways was another matter. He would oppose the portion of the resolution which would grant running rights to any outside railway.

Mr. McDougall was willing to eliminate the clause re running rights.

Mr. De Wolfe referred to the trouble they had last year over this same question. Halifax Board of Trade and St. John Board had an interest in these mail questions. There was a "nigger in the fence" somewhere, and Halifax and St. John men should come out and say what they thought.

Mr. Campbell said he agreed with Mr. McDougall re the concessions to the C. P.R. The C.P.R. had the fastest steamers on the route of Canadian call, and, no doubt, the hitch was in the possibility of the C.P.R. not getting running rights.

Treated Scandalously.

He thought the Maritime Provinces had been treated scandulously by the mail service passing their doors and then being sent back after twenty-four hours or more. In the matter of passengers, they should be given the privilege of landing at the nearest port. He would urge strongly the resolution being maintained as it stood.

H. J. Logan, M.P., agreed with the resolution in the main, and spoke strongly regarding the carrying of mails away up the St. Lawrence and then returning them to the provinces. It was folly to fear the running rights of any railway. The more trains run over our tracks meant more business. Every railway company should have running rights over the I.C.R. He endorsed the resolution.

The resolution was put and carried.

Mr. Duff-Miller was then called upon. He spoke of his pleasure at meeting the prominent business men of the provinces.

M. G. DE WOLFE, KENTVILLE.
Auditor Maritime Board of Trade, who has not missed a meeting in a dozen years.

The agents-general in all ports required more co-operation from districts, so that information supplied would not be lacking in detail. He illustrated it by a printed form for the labor demand, giving details exhaustively as to kind of work available, how many men were wanted, also the class of men, young or old, married or single. Then such information as farms being for sale, other business chances, etc.

The information regarding the Maritime Provinces was vague. He instanced it, as time after time, immigrants went west, instead of east, in Canada.

The Government should be appealed to to get a special grant for the immigration to the Maritime Provinces. He was anxious to have the literature of the province re immigration, more concentrated.

The Eleanor Home was mentioned in passing, and he believed several others similar in nature would be established at different ports of the provinces.

He mentioned the Anglo-French exhibition to be held in London, Eng., next year, where the provinces should be elaborately represented. The Duke of Argyll had suggested a panoramic view of Annapolis valley, the St. John river and others.

A. M. Bell then moved that a vote of thanks be accorded Mr. Duff-Miller. Mr. De Wolfe seconded it and spoke strongly in approval of Mr. Duff-Miller's work.

West Indian Trade.

The betterment of trade with the West Indies was then brought forward by the St. John Board of Trade.

H. J. Schofield, who had visited the Indies on a trip, accorded by Pickford & Black last winter, on behalf of the St. John board, spoke. He was anxious to find out what we were able to export ta the West Indies that we were not selling at present. He thought there was a large market for manufactured goods, but Canadians were so occupied with the work of filling orders at home, that he believed it would be years before any large attention could be given to the Indies. The Americans had caught the market by pleasing the customers.

The following resolution, moved by Mr. Schofield, and seconded by A. M. Bell, was adopted.:

Resolved, That the interchange of natural products between Canada and the British West Indies with British Guiana should be encouraged in every possible way by preferential tariff in both countries, by the establishment at the seaboard of jobbing houses to handle export and import traffic, and by a more frequent steamship connection as soon as possible.

It was also resolved that the Maritime Board of Trade approves of the exchange of visits between Boards of Trade in Canada and Chambers of Commerce and Agricultural Societies in the West Indies and British Guiana, and extends a hearty invitation to these bodies in the various communities of the West India islands and British Guiana to visit Canada at the earliest opportunity.

Mr. Fisher asked that a vote of thanks should be tendered the delegates of the St. John and Halifax boards, who had, at great expense of time, if nothing else, visited the Indies and had taken such excellent care of the subjects in hand. This was put in the form of a resolution and carried as follows :

Resolved, That the very hearty thanks of the Maritime Board of Trade be tendered to the gentlemen who visited the islands of the British West Indies and British Guianas in the interest of reciprocal trade between Canada and the West Indies, and also to Messrs. Pickford and Black, whose enterprise and courtesy in suggesting the idea and providing free passages made the scheme possible.

The Three Short-Haul System.

Transportation facilities in Prince Edward Island then came up, being presented by H. A. Hughes, of Charlottetown. The following resolution was adopted :

Whereas, The trade of Prince Edward Island has been seriously handicapped for many years past owing to the difficulties of navigation and the excessive freight rates demanded by reason of three short-haul freight rates between points on Prince Edward Island and points on the mainland ;

And whereas, The freight rates prevailing to and from Prince Edward Island are altogether disproportionate with those prevailing from Montreal eastward, as will be seen from the following :

From Montreal to St. John, 9c per 100 lbs., plus 1½c for elevation; distance, 735 miles.

From Montreal to Halifax, 9c per 100 lbs., plus 1½c ; distance, 832 miles.

From Montreal to Sydney, 16½c per 100 lbs.; distance, 977 miles.

Regular rates on grain in carloads from Tignish to St. John, 26c per 100 lbs.; distance, 428 miles.

From Tignish to Halifax, 23c per 100 lbs.; distance, 309 miles.

From Tignish to Sydney, 26c per 100 lbs.; distance, 380 miles.

And whereas, The Province of Prince Edward Island, being a part of the Domioion of Canada, has to contribute its full share of the cost of maintenance of all Government-owned and subsidized railways and steamers, should, therefore, be entitled to equal privileges, mile per mile, with the upper provinces, over all such railways and steamers, due allowance being made for extra handling of freight from cars to and from steamers ;

Resolved, That in the opinion of this board, the Government be and is hereby requested to so equalize the three short-hauls system of transportation of P. E. Island with the continuous haul of the other provinces, with which it is in competition ;

And further resolved, That Prince Edward Island be placed on the same basis as to import and export rates to and from ports outside of Canada as are accorded to the other provinces of the Dominion.

Inadequate Transportation.

The following resolution was also passed :

That whereas, Steamboat passenger rates to and from the Province of Prince Edward Island are excessive ;

Therefore, resolved, That this Maritime Board of Trade respectfully urge upon the Government the necessity of adjusting such steamship rates, whether on Government boats or those subsidized by the Government, so as to permit to the Island Province the minimum rates, mile per mile, charged by the Dominion Systems of Railways.

Mr. Hughes said that they were competing with Ontario and evidently transportation facilities were against them. Mr. Birch, of Alberton, also spoke. The Ontario man, he said, could market his stuff in the provinces at one-third less than the man in Prince Edward Island.

Mr. Logan spoke of the lack of cars on the I.C.R. at certain seasons, and referred to it as a vital issue. The trouble existed all over, but he offered the following resolution, which was seconded by Mr. Elderkin, and carried :

Whereas, The lack of sufficient rolling stock on the I.C.R. is the cause of great inconvenience and loss to patrons of that road, and seriously impairs its earning power ;

Therefore, resolved, That this board strongly urges the Railway Department to purchase as soon as possible sufficient additional rolling stock to meet the rapidly-increasing traffic along the line.

Mr. Logan then continued by referring to the Grand Trunk Pacific. He spoke of the unsuitable selection of the route of the I.C.R., so that the grades of the road in certain points were almost impracticable. He took up the various grades of the I.C.R. to show that the road was unfit to form a part of the Grand Trunk Pacific, and offered the following resolution, which was seconded by A. M. Bell, and adopted :

Whereas, The portions of the Intercolonial Railway, between Moncton and Halifax, and between Moncton and St. John, are under the N.T. Ry. contract to form part of a transcontinental railway system ;

And whereas, The curves and grades on these portions of the line, owing to the location of the road, in many cases, are severe and excessive ;

And whereas, The increasing business will cause a congestion of traffic on a single track ;

Therefore, resolved, That in the opinion of this board steps should be taken at once by changing route where necessary, by reducing curves and grades and by double-tracking to put these portions of the I.C.R. in a proper condition to become part of a great transcontinental railway system.

CHAS. M. CREED, HALIFAX.
Permanent Secretary-Treasurer of the Maritime Board of Trade.

A Tunnel for Prince Edward Islanders.

Rev. A. E. Burke then took up his time-honored proposal of the tunnel. He cited carefully the sufferings of the islanders who were sometimes shut up there without any communication and often at great peril, not only to the lives of the citizens, but especially to the trade of the province. He pointed out that there was a strong request from P.E.I. to have direct and continuous communication with the other provinces. He felt that the justice of the tunnel was growing every year.

Continuous communication with P.E. I. was a part and parcel of the compact of Confederation, and it certainly had not been fulfilled.

Rev. A. E. Burke quoted a poem, which he had printed on a picture post card, which, when held to the light, revealed the tunnel as it existed in his prophetic mind. This caused great amusement. Mr. Logan, M.P., followed in support of the distinguished reverend delegate's proposal. He believed that the Government should keep its promise to P. E. Island, and he believed they would keep it.

The following resolution was then adopted:

Resolved, that this Board does hereby reaffirm its resolution passed unanimously at Yarmouth, in 1905, and reaffirmed at Amherst in 1906, asking for the speedy construction of a tunnel between Prince Edward Island and the mainland.

Rebating on Scheduled Rates.

A. E. McMahon, of Kings County, spoke in regard to the rebating on freight rates in the matter of shipping apples and other farm produce from the Annapolis Valley. He said it was costing about 20 cents a barrel more than it should cost. This was caused by the commission merchants making outside arrangements with the steamship and railway companies. He presented the following resolution which was seconded by Mr. Peel, and adopted:

Whereas, certain steamship companies are receiving subsidies from the Dominion Government to aid them in conducting a legitimate carrying trade and whereas it is known that said steamship companies have made and are still making private arrangements with speculators, foreign apple receivers, or their agents at home or abroad, the same being detrimental to the interest of the growers, and legitimate dealers in the Maritime Provinces.

Therefore resolved that all steamship companies receiving subsidies from the Dominion Government shall be obliged by the Government to advertise rates for carriage of goods to foreign ports and that said rate shall be subject to and under control of the Railway Commission, and that any steamship company departing from said advertised rate shall be deprived of said subsidy by the Government.

Mr. Kinsman then brought forward a resolution in the interests of the growers in Kings County, which was worded as follows:

Whereas, arsenic of lead is taking the place of paris green in the extermination of pests, it is therefore resolved that the attention of the Government be called to this matter, and that the Government be requested to have the duty on arsenic of lead abolished.

This was seconded by M. G. De Wolfe, who mentioned one tree which yielded 27 barrels of Gravensteins in one year. and this was owned by Mr. Kinsman, to whom he offered his compliments.

Grants to Shipbuilders.

Shipbuilding and a bonus was then brought up by the Halifax Board. J. E. De Wolfe, of Halifax, presented the following resolution, which was seconded by Geo. Robertson, and adopted:

"Whereas, the substitution of steel for wood in the construction of ships has reduced Canada from her position as one of the four greatest shipbuilding and shipowning countries of the world to a place amongst the most unimportant;

"And, whereas, her coast line on two oceans of over two thousand (2,000) miles, with enormous lake and river navigation leading to the interior of the continent, has produced not only a great coastwise and foreign trade, but a large population skilled in maritime affairs;

"And, whereas, Canada possesses all the natural facilities and materials for the production of steel vessels, but is prevented from utilizing them by reason of the skill and capital employed in British yards, which have established England's supremacy in this industry, the products of which are admitted free to our coastwise as well as foreign trade;

"And, whereas, the above conditions prove that Canada can never regain her position as a maritime country unless the Government offers inducements by bonus or otherwise to shipbuilding companies to establish that industry;

"And, whereas, several municipalities and Boards of Trade in the Maritime Provinces have memorialized the Dominion Government to grant aid to the industry by means of bonus or otherwise;

"And, whereas, a similar memorial from parties interested in this industry in Canada has also been presented to the Government;

"Therefore resolved, that the Maritime Boards of Trade hereby endorse and approve the principle of a bonus to steel shipbuilding as offering a new and profitable field for the utilization of our steel products, the employment of skilled labor, and, more than all, in the creation of a new mercantile marine, which was formerly a great source of wealth to our country;

"And, further resolved, that this Board urges the Government to pass necessary legislation at the next session of Parliament, granting a bonus to steel shipbuilding within the Dominion."

The Dog Nuisance.

The question of the sheep industry in certain sections being ruined by dog nuisances, was next taken up by D. C. Crosby, Berwick. He backed up his statement by quoting from Mr. Chipman, agricultural secretary of Nova Scotia. Large numbers of farmers had given up their occupation owing to this dog nuisance. He offered the following resolution, which was adopted:

That whereas our country is now overrun by thousands of dogs which are of no benefit to it, but are the cause of much damage in many lines, especially in that of sheep products:

"Therefore, resolved, that the Maritime Board of Trade recommend that the local Governments of the Maritime Provinces at the next session of Parliament, do enact such laws as may be effective in controlling the dog nuisance and ridding the country of this pest.

Prohibitive Postage Rates.

J. L. Stewart of Chatham, brought in the following resolution, which was seconded by J. P. Maloney, and adopted:

Whereas, although the Postmaster-General reports a surplus of receipts over expenditures in his department, the postage on miscellaneous printed matter has been doubled, and,

Whereas, the postage on papers sent by publishers to subscribers in the United States has been increased from one-half a cent to four cents a pound, and,

Whereas, this oppressive and unreasonable tax has caused Canadian newspapers to lose the greater portion of their circulation in the United States, thereby severing the strongest tie between Canada and our expatriated countrymen; therefore be it

Resolved that, in the opinion of this Maritime Board of Trade, these increased postage rates should be reduced to the rates prevailing before the present increase was adopted.

The Steel and Coal Dispute.

H. F. McDougall then brought up the Iron and Steel Company trouble with

W. S. FISHER, ST. JOHN.
Retiring President Maritime Board of Trade.

the Coal Company, and offered the following resolution, which was adopted:

Whereas, the Maritime Board of Trade assembled at St John, N.B., on this the 22nd day of August, 1907, feel a deep interest in the successful development of all industries that have for their object the upbuilding and general advancement of Canada, and more particularly that which concerns the Provinces of Nova Scotia, New Brunswick and Prince Edward Island.

And, whereas, this Board is pleased with the progress of development of our coal and iron industries, and the visible and undoubted prospects for their great future advancement;

And, whereas, this Board learns with deep regret that a dispute has arisen between the two largest corporations engaged in those industries in Canada, namely, the Dominion Coal Co., engaged in the development of our largest coal fields, and the Dominion Iron & Steel Co., engaged in the manufacture of iron and steel—both in Cape Breton—and that such dispute is in respect to the supplying of coal for use in the making of iron and steel, and that such dispute has assumed the form of expensive litigation in the courts, and that such dispute and litigation is now and has from its inception hampered and most seriously injured the trade and commerce, as well as the general financial standing of the communities immediately concerned in the ssuccessful development of these two very important industries;

And, whereas, the facts relating to this dispute are now before the public, taken in sworn evidence before a judge of the Supreme Court of Nova Scotia, at Sydney;

And, whereas, a continuation of this dispute before the courts threatens one or the other, or possibly both, of those corporations with serious loss and injury, and thereby further hamper and retard the advancement of the industries in question and the progress of the business interests of the country generally;

And, whereas, both these industries are in the enjoyment of important franchises from the public through the Parliament of Canada and the Legislature of Nova Scotia in the form of bounties, duties, mining rights and royalties, and are also enjoying municipal assistance in respect to taxation, etc.;

Be it therefore resolved, that this Board regard it the duty of the Federal Government representing Parliament and the people to call upon the two great corporations involved in this unfortunate dispute and insist upon an immediate friendly settlement, and in so doing have the co-operation and assistance of the Provincial Government of Nove Scotia.

And further resolved that in the event of such immediate settlement being delayed for any unreasonable time the disputing corporations be advised that Parliament and the Legislature of Nova Scotia may be called on to consider the advisability of withdrawing in whole or in part the valuable concessions granted to those corporations for the proper development of those important industries.

The Nominations.

The report of the nominating committee was recited and A. M. Bell, the new president, was asked to take the chair, which he did, amid much applause. The committee reported as follows:

For President, A. M. Bell, Halifax; First Vice-President, Hon. Geo. E. Hughes, Charlottetown; Second Vice-President, W. B. Snowball, Chatham; Secretary, E. A. Saunders, Halifax; Permanent Secretary-Treasurer, Chas. M. Creed, Halifax; Auditor, M. G. De Wolfe, Kentville. Committee—A. E. Burke (chairman), W. L. Loggie, E. H. Armstrong, J. E. De Wolfe.

It was recommended that $25 be added to the Permanent Secretary's stipend for present year.

Rev. Father Burke paid a graceful tribute to W. S. Fisher, the retiring President, which was cordially received by a vote of thanks. The whole body rose and sang "He's a Jolly Good Fellow." Three cheers were given for Mr. Fisher, who responded suitably.

M. G. De Wolfe moved a vote of thanks to the Press, and especially to the MacLean Publishing Co., which was carried.

It was decided to meet in Halifax next year.

A special vote of thanks was tendered the St. John Board of Trade for their cordial entertainment of delegates.

The following financial statement was submitted by Mr. Creed and adopted:

St. John, N.B., Aug. 22, 1907.

The Moncton Board of Trade, to Charles M. Creed, Secretary-Treasurer:

Dr.

General expenses	$137.72
Secretary's salary	150.00
	$287.72

Cr.

By balance on hand ....$	71.48	
Salaries paid	265.36	
do., unpaid	57.40	$394.24
Balance		$106.52

Examined and found correct.

M. G. DE WOLFE,
Auditor.

A Pleasant Excursion.

The convention concluded by a well arranged excursion up the St. John River to Evandale, about thirty miles from the city.

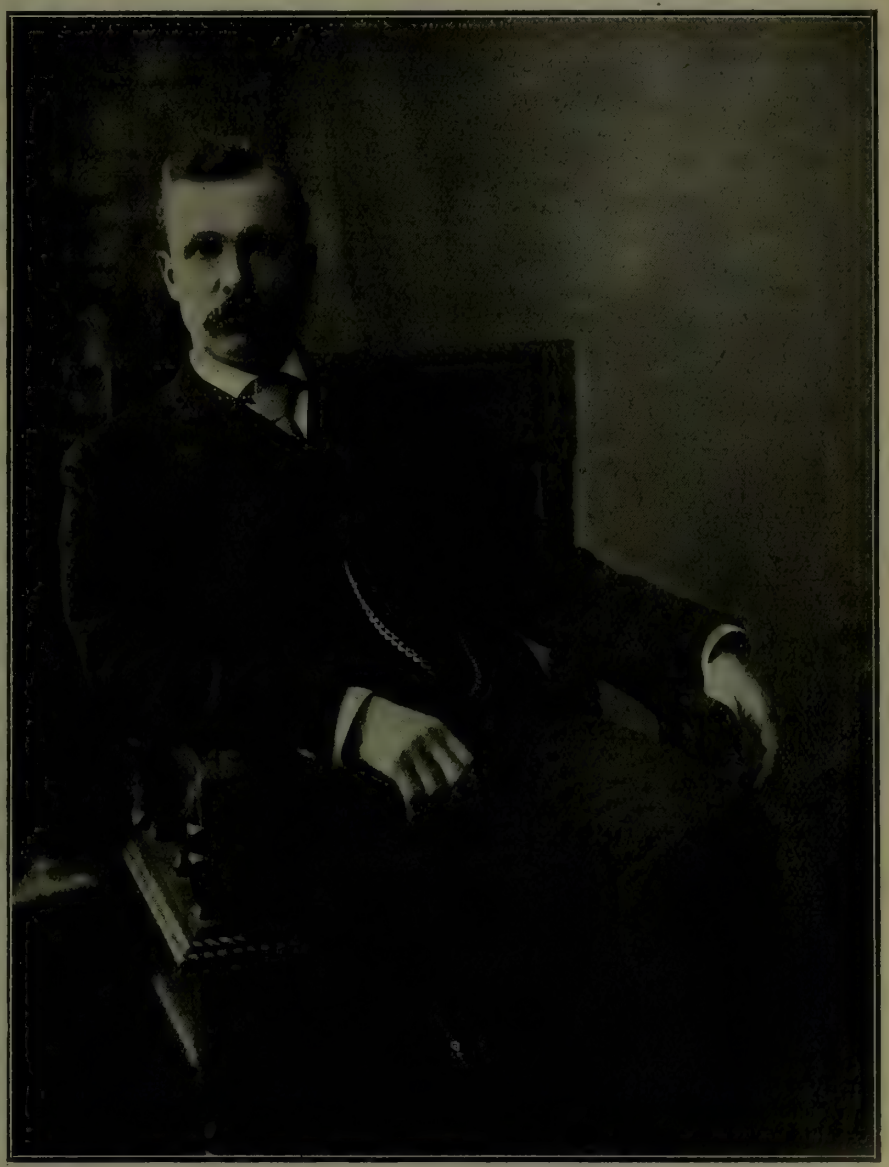
The visiting delegates, and their lady friends were the guests of the St. John Board of Trade. The weather was perfect, the sail and scenery most enjoyable, and the whole event unique from every standpoint. About three hundred guests attended, and dinner was served to part of these on the steamer, and another portion at John O. Vanwart's dining-room, at Evandale. The return trip was made by moonlight, and the scene will not be forgotten easily.

Music was furnished by a first-class orchestra, and songs and speeches filled in the programme. On the way down the majority of the passengers assembled in the saloon, where the witty island clergyman, Rev. A. E. Burke, eulogized the retiring president of the Board, W. S. Fisher. In closing he conferred upon Mr. Fisher "The Order of the Sun Flower," by pinning a handsome life-sized speciman of the flower on his breast. Cheer after cheer, greeted Mr. Fisher, as he rose to respond, "For He's a Jolly Good Fellow" was sung heartily, and Mr. Fisher responded suitably. Among the others who spoke were Mr. Logan, M.P., Hon. Wm. Pugsley, Mayor Sears, of St. John; Geo. Robertson, M.P.P., J. E. Birch, of Prince Edward Island. A. M. Bell, the new President of the Maritime Boards of Trade, was also called upon, but it was said that he was either too modest, or too busy entertaining the ladies. "We do not see him neither do we hear his tongue," said Rev. Mr. Burke, amid laughter.

Rev. Burke also said that he had been asked by the Prince Edward Island and the Nova Scotia Boards to express their hearty thanks for "the magnificent hospitality" of the St. John Board of Trade. J. E. De Wolfe at this point extended a cordial invitation to the Maritime Boards to attend the meeting at Halifax next year, when an effort would be made to reciprocate to some extent the kindness of the St. John Board.

"Auld Lang Syne" and the National Anthem brought to a close an excursion that will leave behind memories as unfading as the sky. The committee in charge of the arrangements were T. H. Estabrooks, H. B. Schofield and Ernest Barbour, who were ably assisted by the other members of the Board.

On the excursion a special committee meeting was held, in connection with the resolution passed at the convention, referring to the purchase of railway branches by the Intercolonial Railway. The following committee was selected to interview the Governments of their respective Provinces on this subject: New Brunswick—T. H. Estabrooks, J. H. McRobbie, St. John; W. B. Snowball, Chatham; John Morrisey, M.P.P., Newcastle; J. T. Hawke, Moncton. Nova Scotia—A. M. Bell, Geo. E. Faulkner, Halifax; F. P. Whitman, Annapolis; P. C. Moore, Sidney; E. H. Armstrong, M.P.P., Yarmouth.



T. H. Estabrooks, St. John, a leading tea merchant of Canada.

Notes.

Never were the funds of the convention so satisfactory. Charlie Creed won great favor by his excellent financial report. The old secretary seems to get younger and more popular every year.

A number of the old guard were noticeably absent. Although there were four past presidents at the convention, there were such time honored faces missing as those of the Hon. George J. Troop, really the founder of the Maritime Board; also W. M. Jarvis, one of the first presidents.

It was stated that when Rev. Mr. Burke gets that famous tunnel constructed the first passenger train will carry only members of the Maritime Board. "More power to the reverend gentleman" was the general wish.

M. G. De Wolfe, the much liked delegate from Kentville, was as usual busy making others happy. He is looking younger every year, and no man does more to keep up the general enthusiasm than this same gentleman. During the life of the Board, Mr. De Wolfe has the honor of not having missed a meeting either of the Board or of the Council.

The Kentville Board sent six delegates, which is a pretty nice showing from a farming community. Each delegate from this section pays his own expenses, which is unique in itself, and thus tends towards the best of representation.

Mr. Anderson, Secretary of the St. John Board of Trade, did spdendid work as an entertainer, and is an ideal official.

The weather for this convention was of the usual brand, "fine," and it is a notable fact that the Board have never had any bad weather during their thirteen years.

"Thirteen" is said to be an unlucky number, but this idea was thoroughly dissipated into thin air by the finest convention in the Board's history. W. S. Fisher will be long remembered for his excellent work. He is a master of the craft of diplomacy.

The influence of the Board is growing every year as was evidenced by the presence of the many Federal and Provincial members of Parliament.

The excellent management of the President and delegates enabled the convention to get through in two days what ordinarily took three and gave practically a whole day for pleasure and sight-seeing.

The Halifax men will have their work cut out for them to equal the St. John convention. Halifax sent a fine delegation and the probabilities are that the Haligonians will acquit themselves nobly.

H. J. Logan, the sturdy M.P. for Cumberland made things lively, as did also Mr. Loggie, the well-balanced member from Chatham.

The St. John ladies took a great interest in the entertainment part and the greatest praise is due them. Mayor Sears is a cordial official, and his well-poised speech on the steamer impressed the visitors.

BEAUTIES OF THE MARITIME PROVINCES

A natural scenic panorama whose beauty is always fresh, and whose attraction never tires.

The charm of the cool summer climate, the magnificent scenery, the endless variety of tourist routes, the unequalled sporting wealth of river and forest, the many places of historic interest are yearly attracting to Eastern Canada an ever-increasing number of summer tourists, and of these, a goodly portion wend their way to Quebec and the Maritime Provinces. The natural Canadian gateways for travel to this portion of the Dominion are Montreal, Quebec, St. John, Halifax and the Sydneys, but to single out one beauty spot for special mention above its many hundred competitors would be a thankless, not to say hopeless, task.

Perhaps with more justice than in the case of any other of Canada's Provinces may the term picturesque be applied to Nova Scotia. It is a land where nature seems to have handed out in most abundance her varied assortment of physical pecularities and glories. Nova Scotia, with all but a few miles of her borders sea-washed, is a land of hill and vale, of lake and river, of waterfall and sunshine; a country of changes, of surprises, of delights. Longfellow has immortalized the glories of old Acadia, the Minas Basin section; but only the Nova Scotia lover who has seen this land from end to end, and revelled in its glories, has any adequate idea of its picturesque beauties.

For the sportsman, for the fisherman, especially, Nova Scotia is indeed the Arcadian land. Visiting anglers are welcomed by the people, and strangers who have enjoyed an outing in this charming country are emphatic in its praise. Some of the best fishing in the Province is within easy reach of Halifax. Tuna fishing, which has made Santa Catalina, California, so famous, may be indulged in at Mira Bay and other places in Cape Breton. July and August are said to be the best months, and a well known sportsman tells of a tuna that he played for over seven hours last season in Mira Bay. A delightful trip through the famous Bras d'Or Lakes may be combined with the fishing by strangers who have the time.

The section from Truro to Halifax includes a magnificent farming district, well watered, and abundantly fertile, a very garden of productivity. West of this lies, too, the famous Annapolis Valley, the land of Evangeline.

Grand Falls of the Nipisiguit.

The beauties of Halifax—the Arm, the Basin, the magnificent harbor, with its islands and its fleets, the distant hills and forests, and the city itself, with the old historic citadel and suggestive breastworks overlooking the busy streets and delightful public gardens—cannot be forgotten by anybody who has once seen them.

God has been good to Nova Scotia. Though it has seen changes of Governments and peoples which have involved untold suffering and which have made history, it is a land of peace and

plenty, a land whose natural features have conduced to the rearing of a sturdy race who are proud of their heritage.

New Brunswick.

St. John, the capital of New Brunswick, has a history which extends back to the days when the land was Acadia and the banner of France waved from the forts of the harbor and river. But the founding of the city dates from the landing of the loyalists in 1783. The latter, and those who took their places, labored faithfully and well to build a city, and thus they continued to labor for nearly a century, when the fire of 1877 came and the greater portion of the city was swept out of existence in a few hours. The destruction was swift and complete. With a surprising energy, however, considering the far-reaching effects of the calamity, the people began their work anew, and the city of to-day is far more substantial and beautiful than the city of former years.

A sail to Fredericton by the St. John River is indeed one continuous panorama of beautiful scenery. Leaving the city, the lower portion reveals some bold scenery with high hills on either side of the noble river. At Grand Bay the reaches widen and on the right is seen Kennebecasis Bay, where the river of that name enters. This bay is a beautiful stretch of water on which a yacht may sail for twenty miles without starting a sheet. Indeed, the whole river between St. John and Fredericton will delight the heart of a yachtsman. Gagetown, Sheffield, Maugerville and Oromocto are among the many attractive places along the river and they are in a glorious farming country. There are commodious summer hotels at the Cedars and Evandale.

The situation of Fredericton, at the head of river navigation for the larger steamers, is most picturesque. Water sports are a feature of the summer pleasures of the Fredericton people, and yachting and canoeing are freely indulged in.

Near Antognish on the I.C.R.

In Rockwood Park, St. John.

The Garden of the Gulf.

The Garden of the Gulf, as Prince Edward Island has been so appropriately termed, is reached in summer, either from Point du Chene, N.B., or Pictou, N.S., on the fast steamers of the Charlottetown Steam Navigation Company. Going by the first-named route the landing is made at Summerside, and Charlottetown is reached by a journey of forty-nine miles on the Prince Edward Island Railway, which stretches from Souris in the east to Tignish in the west. Leaving Pictou, the trip is direct to Charlottetown. There is a daily service on each route.

The run across the Strait of Northumberland on a fine day is a most enjoyable trip. There are times when the water is as calm as that of a placid lake. As the island shore is approached the red of the earth and the bright green of the verdure show a most picturesque effect as a background to the smooth stretch of water, in which is mirrored the glory of the sunlight from the western sky. Under such conditions the first impressions of Prince Edward Island must always be such as will long be remembered.

Charlottetown, the capital, and the commercial centre of the island, has a population of over 12,000. It has a fine harbor, and when seen from the water the city makes an especially fine appearance. Of all the magnificent scenery to be seen in the Maritime Provinces, Prince Edward Island, perhaps, contains more than her fair share. Visitors who have spent a summer or part of a summer, or even a month or a week, in the enjoyment of the remarkable beauty with which nature has endowed the island, return another year with a feeling of intimate affection and admiration as sincere as it is deserved.

Halifax from the Citadel.

Fort Mulgrave.

HALIFAX

A city of expanding commercial importance.

One of the finest harbors of the world and the Dominion's Atlantic gateway.

Some of the more important business houses.

For many years Halifax has been known the world over as one of the important British military and naval stations. This knowledge has largely passed into history, and to-day, Halifax is garrisoned by Canadian troops and is merging into a city of commercial rather than of military importance. It is admirably located for commerce, being founded on a rock and situated on a peninsula. Its time-honored title, "the gateway to the Atlantic," is well-chosen. The Atlantic Ocean appears on the east and west of the city like a tranquil lake, and there forms a harbor unsurpassed in the world. This harbor is open for navigation the year round, and there is friendly rivalry between Halifax and St. John as to which shall be the winter port of the Dominion. At the Maritime Board of Trade Convention this was a live subject, and there is a feeling among the Halifax delegates that their city will yet win out with the government with regard to the mail contract. Halifax is the capital of the province and is provided with excellent railway facilities, including that of the Intercolonial, the Dominion Atlantic and the Canadian Pacific. No guide book of any of these transportation companies can be read without seeing a glowing appreciation of Halifax harbor. This harbor is protected by eleven forts and batteries. At the top of the hill at the base of which the city is built is the citadel. This is 250 feet above the level of the harbor. On it are fortifications begun by the Duke of Kent 100 years ago, and notwithstanding the various improvements made in order to keep pace with the advances in the science of warfare, most of them are now regarded as obsolete. Modern systems of fortification, however, are in vogue all about the city, and a large armament of quick-firing and disappearing guns form part of the equipment.

Nearly every business man in Halifax is wealthy, and his business appears to be more of a pleasure than an aggressive campaign for money. Large manufacturing industries are carried on, including iron castings, machinery, nails, paint, gunpowder, sugar, leather, cordage, boots and shoes, soap and candles, also woodenware and cotton and woolen goods. Local distilleries and breweries are also in evidence. It was only during the second week in August that Halifax celebrated its founding by Lord Cornwallis in 1749. To be accurate, the Hon. Edward Cornwallis, the Earl of Halifax, was the founder of the name "Halifax." In 1750 it was chosen the capital of the province. It was in 1817 declared a free port and in 1842 incorporated as a city.

There has never been a time when trade in Halifax was so active, and the merchants have awakened to the greater possibilities of the city and its surroundings; in fact, a well-known member of the Board of Trade stated the other day, that the Maritime Provinces should be the New England of Canada, and with the great west opening up as a market for manufactured goods there is no reason why this prophecy should not be fulfilled. Firms like the Dominion Molasses Co., William Stairs, Son & Morrow, The Starr Manufacturing Co., of Dartmouth, and many others, do business all over Canada. Large business is done with the West Indies, Great Britain, the leading American cities and other parts of the world. The exports are chiefly lumber, fish and agricultural products, and the imports include sugar, rum, molasses and other sub-tropical products. The best evidence of the growth of the city is the steady increase of exports and imports.

During holiday time, such as the carnival week referred to, Halifax business men vie with each other to make social life the dominant note, and the cordial entertainment accorded all visitors would be hard to surpass. Everywhere one sees the avoidance of extravagance in action and word, as well as the harmony of behaviour which is so noticeable in older countries. The celebration of the landing of Cornwallis and his caravel at the North West Arm was carried out in a thrilling and creditable manner. It is the home of sound amateur sport, and the regattas of Halifax are notable for honest competition and spirited rivalry, which are a feature of every event. The streets are well paved; many new buildings are in course of construction, and Halifax seems to have taken on new life and to be sharing the general prosperity of the Dominion.

Halifax and Harbor From the Citidel.

The J. Frank Crowe Co.

This wholesale grocery company was recently formed into a limited company, with J. Frank Crowe as president and general manager. The business was purchased by Mr. Crowe in 1897, and under his energetic management has made rapid strides, as evidenced by the necessary incorporation of the company to meet the increased trade. The other members of the firm include A. C. Crowe, vice-president and Rupert J. Boutillier, secretary-treasurer, all of whom are admirably qualified for the carrying on of a large and growing business. Their premises at the head of City Wharf, Water street, are thoroughly fitted up with every modern convenience for carrying on a grocery business. They have many important special lines, which they push vigorously in all parts of the provinces. A competent staff of travelers is continously employed, and with their sound and detailed knowledge of the business, the Crowe Company are worthy representatives of the wholesale grocery trade.

Moirs.

Moirs, Limited, are one of the oldest firms in Halifax. They manufacture confectionery and biscuits of many varieties, and do business all over the Dominion. They concentrate their energies, however, upon the Maritime Provinces, where they stand in the front rank in their line. They have large premises, which are fitted up throughout with modern machinery and facilities for manufacturing high-class confectionery and biscuits in an up-to-date manner. Their holiday goods are known everywhere for their daintiness and purity. Grocers who desire quick selling and attractive novelties for Christmas time will do well to communicate early with this firm. They guarantee satisfaction, and their prices are exceedingly low considering the quality of their goods. Their plant is located in the heart of the city and prompt attention is assured all patrons.

Moirs Ltd, Halifax, largest biscuit and confectionery factory in the Maritime Provinces.

Schwartz Spices.

The "Peerless" brand of spices is known far and wide throughout the Maritime Provinces. They are manufactured by the Schwartz Co., of Halifax, who also do a large business in coffee, cream of tartar, etc. The business was founded away back in 1867 by W. H. Schwartz, father of the present owner, W. E. Schwartz. Every modern improvement in the production of spices is included in the mills owned by Mr. Schwartz, and the best testimony of the excellence of his goods is the long list of satisfied customers and the steadily increasing trade. Mr. Schwartz is an expert in spice manufacturing and his coffee selections are known to the grocery trade as thoroughly reliable and difficult to surpass.

The Halifax Hotel.

No one could visit the Maritime Provinces without remembering well the "Halifax Hotel." It is, in fact, the most popular house east of the Chateau Frontenac. By "popular," is meant that it is frequently the home of Canada's leading politicians and most prominent citizens, while celebrities from all parts of the world stop here from time to time. Since 1861, it has been the leading hotel of the Maritime Provinces and especially of Nova Scotia. There is an air of home-like comfort about the house from basement to attic, and aside from the excellent furnishings and accessories of beauty, a great deal of the attraction is due to good management, and for this the name of E. L. MacDonald, who is in charge, must be mentioned. Every guest at the "Halifax" may be assured of all the attention due him, because the organization in every department is complete. His idea is to give his customer something for his money, such as supplying clean, airy sleeping rooms, the best of cuisine, cozy parlors and reading rooms for ladies and gentlemen, the best of baggage and train attendants, so that in all no combination of hotel accommodation could be better then that supplied by the "Halifax." This means that the house is always busy, yet never is there a time when so many guests are taken that any one of them can complain of neglect. What more, then, could a traveler wish for? The house is enviably located, overlooking the harbor in the rear, and with a frontage on one of the most attractive streets, within easy reach of all the chief attractions of the city.

THE SMYRNA RAISIN CROP.

According to Consul E. L. Harris, of Smyrna, the Smyrna raisin crop this year is expected to be 40,000 to 45,000 tons. The crop in 1905 was 63,000 tons, but last year it barely reached 25,000 tons. Freight rates to the United States are expected to be lower than ever, owing to the increased number of steamship lines trading between the United States and the Levant. The introduction of American vines into Asiatic Turkey has not been regarded as successful, owing to their producing fruit freely for only ten to twelve years, while the native vines produce fruit up to the age of eighty and even one hundred years and are at their best when about fifty years old.

Warehouse of J. Frank Crowe & Co. Halifax.

ST. JOHN

A city that is coming to its own after many vicissitudes.

Some of the leading business houses.

Earl Grey, in a recent speech at Halifax, said: "That he believed that the Maritime Provinces were the front door of America, and the natural entry for all postal matter from Europe to this continent. He hoped to see all mail subsidies given by the British Government paid to vessels heading for Canadian ports. To pay subsidies on steamers plying to New York was a colossal blunder. The laws of nature were on the side of those who recommended that the trans-Atlantic mails from Great Britain should be via Canada and not New York." In the money poured out so freely for harbor improvements, the deepening of the channel, the supplying of magnificent new wharfage and increased facilities for the handling of the passenger, and freight traffic that must naturally flow into St. John, its citizens have been anticipating the march of Nature.

Fate and Fortune are not over gentle in their dealings with some cities, as with some men. Both the cities and the men seem compelled to climb the most rugged paths, constantly being retarded in the upward climb by the very hand outstretched to help some favored rival. So when by dogged determination, persistent striving, and unlimited enthusiasm, any city has overcome its obstacles, and has reached that position of commercial power and prosperity towards which it so patiently moved, we feel like saying, "Hats off, gentlemen."

The history of St. John has been one of continued loyalty and determined striving. From the days of LaTour, as he fought his life struggle with the wily Charnisey, simply for the mere love and loyalty he felt towards his dear St. John, and that he might have the privilege of being buried in what was to him the dearest spot on earth, until the present day, the story is the same. Patient plodding has been finally successful, and St. John is coming into its own. All honor to its brave, determined and loyal citizens.

St. John means to have what it ought to have, and its citizens are going to get what they have worked for. Of the city itself, volumes could be written; its natural beauty, its business energy; its splendid strategic position in relation to the lines of travel, both by land and water; its grand harbor; its delightful climate; all combining to give the impression, indelible as true, that St. John is destined to become the Liverpool of America. And why not?

The natural beauty in and around St. John is unsurpassed anywhere in Canada. Its location at the mouth of the St. John river, at the head of a large and growing inland traffic, gives it a position, commercially speaking, of great advantage. Its winter port business this year bids fair to far surpass all previous records. And in every industry in the city the cry is "More capital" to keep pace with the growth of the trade in all lines. Direct connection with every Atlantic trade centre; raw material right at her very doors, such as iron, coal, lime and lumber; splendid facilities from a distributive standpoint; with business men thoroughly alive to the interests of the city, and yet liberal in the extreme towards their fellows; an intelligent and industrious population; St. John to-day calls a halt! not to the natural western march, but certainly to the unnatural western stampede. Look before passing, then possibly there may be no passing.

The Crosby Molasses Co.

This time-tried molasses company easily leads in the provinces, and their trade throughout the Dominion ranks among the largest in Canada. They are among the largest direct importers of molasses in the Dominion, and are prepared to deal with the trade in a large way on the very best of terms. The president of the company, L. G. Crosby, has been engaged in the molasses business for over a quarter of a century and is a master of the buying and selling of this important commodity. They have accredited agencies in all the leading centres of activity, both in Canada and elsewhere, and they are in close touch with the demands of the trade. Mr. Crosby is a native of Yarmouth, where he began in the shipping business away back in 1888. It is now twelve years since they opened in St. John and their trade has steadily increased. They also import large quantities of various products such as shingles, lumber and flour. Mr. Fred. S. Crosby, the secretary-treasurer of the company, is one of the brightest young men in the east and has rare possibilities before him.

John Sealy.

One of the oldest and most highly respected merchants in St. John is John Sealy, who carries on a large and growing trade in all kinds of fresh and cured fish. He has been established on the water front for long over a quarter of a century, and has a firm grip on his trade, not only in the Maritime Provinces, but in the West Indies and in all parts of the Dominion. Mr. Sealy is identified with the best interests of St. John, and took a keen interest in the doings of the Maritime Board of Trade. He carries immense stocks of herring and haddock, and is personally considered an expert in his business. His reputation for fair dealing and right prices places his business in the enviable position of the front rank.

W. A. Simonds.

W. A. Simonds has been established in St. John for some little time. He is the exclusive agent for some of the world's best known lines of fancy groceries and sundries. He is sole agent for Hoffman's, Day & Martin's, J. A. Wright & Co.'s polishes; Lipton's, and E. D. Smith's jams and jellies; White, Cottell's vinegar; Diamond Crystal Salt Co.; Radnor Water; Sussex Mineral Springs; White Moss cocoanut; Tobler's chocolate; Dr. Johnson Craker People; the G. H. Hammond canned meats, and several other lines. With such a line of goods, success is assured, and, adding to that, energy and push, Mr. Simonds can look forward to a great future.

Bowman & Co.

Starting in the commercial world in 1897, Wm. E. Bowman and Horace W. Cole on that date took over the old-established business of Jardine & Co., dating back to 1847. They gained a connection of considerable size to begin with, a connection that these two young St. John men have enlarged by energy and unstinted labor, until to-day they have established the largest and most complete distinctly fancy groceries house in the Maritime Provinces.

Year by year has seen this concern going ahead by leaps and bounds, and to-day the volume of trade is many times that of the first year's.

This firm is the proprietor of the Tiger Brand of teas, spices and extracts, and very large handlers of Scotch refined sugars.

Thos. McCready & Son.

One of the progressive industries of St. John is that of Thos. McCready & Son, manufacturers of fine grade pickles, vinegar, fruit jams, syrups, etc. The firm dates its incention from 1883, and was incorporated in 1896. To-day it is under the management of J. T. McCready, son of the original proprietor, who keeps in touch with all the different branches of the trade. Three travelers on the road, and things humming all along the line, and with the Maritime business well in hand, the firm is now looking to Dominion trade.

Hall & Fairweather.

Established in 1854; incorporated in 1897, progress and expansion have marked all the passing years with Hall & Fairweather, so that this firm stands to-day in the front rank in the wholesale grocery line. S. S. Hall, one of the original partners of the firm, still continues to take an active interest in the business; while the management is in the eminently capable hands of W. C. Cross. Mr. Cross has been with the concern for twenty-four years, and for the last six has had a controlling interest. Distinctly a Maritime business; four travelers constantly on the road; a large and enthusiastic staff; commodious offices, and abundant warehouse room; the firm keeps well in advance of the yearly increased business believing that to be well prepared is more than half the battle.

Hall & Fairweather are to-day pushing four or five special lines of flour, such as "Lilies," "Crown of Gold," "Cherry Ripe" and "Leader."

Northrup & Co.

Northrup & Co. are one of the old firms in the general wholesale grocery line of St. John, having been established in the early eighties and carrying on a successful and progressive business through all these years. The firm to-day handles some splendid agencies, such as Brown's canned clams, and are the sole agents in St. John for the Lowney goods; both the general line of confection, and also that firm's special line

of chocolate. A large business is carried on in the fish trade, and the firm is noted for the superior quality of their goods and attention to orders. Indefatigable workers, they are, therefore, successful.

New Factor in the Confectionery.

The Phillips & White Co., recently organized to take over the manufacturing confectionery business of Thos. J. Phillips, have taken possession of the large building, 13¾ Dock street, and 36 Nelson street, St. John, N.B., and will manufacture a general line of high-grade candies, including fine chocolates, creams, bottle goods, and a full line of specialties, some of which are already known to the trade. The management of the business is in the hands of Mr. Phillips, while the manufacturing will be looked after by Wm. White.

James B. Keenan, also a member of the new company, and who traveled for Mr. Phillips for a number of years, will look after the interests of the firm on the road. The new company will be in the field with a big line for the fall and holiday trade.

Chas. H. McDonald.

Chas. H. McDonald, after one year in the wholesale tea trade, has justified the high expectations held of his ability, not only in St. John, but elsewhere in the provinces. That success would attend him in his venture was accepted as a fact, but the magnitude of his achievement has been a surprise even to his friends. Mr. McDonald's "Red Clover" brand of teas has already made a name for itself, and he is to be congratulated on the up-to-date way in which this brand is being pushed. Bulk teas are the special line, and if direct importation, careful buying, exact blending mean anything in the make-up of teas, his blends should be general favorites with the trade. Practical business training, and also special training in his special line, have fitted this young, energetic and wide-awake business man with the right tools with which to carve a lasting success.

Leonard Brothers.

Leonard Brothers have no need to be introduced to the trade, for they are known the Dominion over. The fish business these days has reached the point where confidence in the shippers is practically everything. Leonard Brothers have that confidence, and consequently get the trade. Their brands are known, and are always above ordinary quality. In smoked fish their "Winter Port" finnan haddie, Yarmouth bloaters and kippers are as good as ever and there are no better on the market. And in their boneless fish the Golden, Gem of the Sea, Favorite, and Satisfaction brands are found the Dominion over. "Ready for the winter trade," which is just about due, is the word from these people.

T. A. Estabrooks.

The finest warehouse in the city is that of T. H. Estabrooks, the Red Rose tea man. Red Rose tea is good tea because it was meant to be good tea, and because it comes from a home where quality is in evidence in every department. Advertising of the brightest and brainiest, integrity and pure, hard grinding have brought its merited success, and the position occupied by T. H. Estabrooks in the trade circles of the Dominion is one that proves how successful a combination these three can make.

Every nook and corner of our Dominion responds to the touch of the seventeen travelers of this far-reaching and fast-gripping concern.

At the recent annual reunion of the company, the boys from all over the Dominion voiced the general sentiment with regard to their chief with no uncertain sound, and "For he's a jolly good fellow," rendered from time to time from the lusty-throated company gathered in annual conclave, just went to show that it pays to be the right sort even in business.

Baird & Peters.

One of the finest wholesale houses in St. John is that of Baird & Peters. C. H. Peters, the present head of the firm, started with the late John Baird in 1886. The firm to-day have modern offices, a very large staff, and keep on the road an efficient staff of travelers. This house is one of the leading wholesale groceries in the Maritime Provinces to-day, with a large and growing business.

The G. E. Barbour Co.

The G. E. Barbour Co., of St. John, N.B., attribute a success, admittedly above the average, partly to the excellence of its staff, partly to the soundness of its business principles, but chiefly to the possession of certain articles of diet which the public found that it wanted. The firm is also characterized by the ownership in bulk of that quality of enthusiastic optimism to which the majority of successful mercantile houses to-day owe their prosperity. It was not long before the public had caught the spirit of the game itself, and had entered into it as heartily as even G. E. Barbour could have anticipated. To-day the city of St. John does not boast a wholesale business more thoroughly representative of its best business traditions, with a more universal spirit of loyalty among its staff, from office boy to boss, or with a rosier prospect before it of future success and public confidence.

GROCERY TRADE NEWS OF NOVA SCOTIA

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Aug. 26.

The Halifax grocery markets are in a very satisfactory condition, and a fair volume of business is passing. The commission are preparing for a busy season, as they expect to handle a large quantity of fruit. Early varieties of Nova Scotia apples are now coming on the market in small quantities, and find a ready sale. Eggs are now showing an upward tendency. With the falling off of receipts the price is advancing, and 20 cents is now asked for fresh stock. Potatoes are now coming in more plentiful and they are quoted at $1.50 to $1.75 per barrel. The Nova Scotia crop this year is expected to be heavy. There is very little doing in canned goods just now. Tomatoes are coming in quite plentiful, and there is an abundant supply of beans, but peas are rather scarce. The market is well supplied with cabbage, turnips, beets and parsnips.

* * *

The high price and the poor quality of American fruit coming on the market has lessened the demand considerably. Bartlett pears are bringing record prices, the best quality on the market selling at from 60 to 70 cents per dozen. Bananas are not very plentiful, and the quality is only fair. Very few peaches are offered for sale so far. There has been no reduction in the price of beef so far, and it will likely be some time before it gets back to the old figures. Lamb is very high, and there is a great scarcity all over the province. Large shipments of lambs have been made this season from Prince Edward Island to the American markets. The wholesale price for lamb on the local market is 10 to 11 cents. There is very little poultry coming, and the demand is good. The best spring chickens, which do not weigh more than two pounds each, sell for about forty cents. Ducks are quoted at one dollar per pair. The best fowls are selling at 13 cents per pound wholesale. The meeting of the Prince Edward Island cheese board, held at Charlottetown last week, was largely attended. The buyers present were: Messrs. Haszard, Aitken, Spillett and Biffin. A cable received by the board read as follows: "Liverpool, Montreal, 11 to 11½. Brockville sold at 11⅛ to 11¼." The following factories boarded cheese: Lakeville, 100; Orwell, 80; Union, 127; Hadelbrook, 125; Hillsboro, 60; Red Point, 76; Emerald, 180; Gowan Brae, 70; Red House, 72; New Perth, 100; Kensington, 350; Stanley Bridge, 220; Cornwall, 110; Dundas, 112; St. Peters, 87; Hampton, 56; Winsloe, 80. The bidding started at 10¾ and rose to 11⅛, at which price the board was bought by Mr. Spillett.

* * *

Butter is fairly steady, with a good average demand and about average receipts. All the creameries are in active operation. Small dairy tubs are scarce, but this class of butter is always slow coming on the market during the haymaking season. It is expected that as soon as the farmers get all their hay in the receipts will improve.

* * *

George A. Ormon, grocer of Dartmouth and A. C. Drake, of Larsen & Co.'s, left last week for Toronto and Montreal, on a three weeks' visit.

Thomas Brown, grocer, Birmingham, has just returned from a three weeks' visit to Boston and New York.

G. W. C. Oland, manager of the Halifax Breweries Company, left on Friday last for Toronto and points in the West to make contracts for barley supply for the season's milling.

Mr. McKinney, of the Welcome Soap Company, and F. G. Carter, of the National Drug and Chemical Company, were among the commercial men visiting Prince Edward Island last week.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Aug. 29, 1907.)

Business continues fairly active and there is a more optimistic feeling among the trade, owing to the continued fine weather, and the encouraging crop reports from all parts of the three prairie provinces. Until the crop is assured buying will not be very heavy, but the wholesale houses are now looking forward to a big fall business.

CANNED GOODS—The canners have withdrawn their prices on Fraser river sockeye and cohoe salmon, and it is expected that there will be an advance of from 25c to 40c per case over the high opening prices noted last week. The Winnipeg jobbers are still selling on the basis of the opening prices, but this, of course, cannot last very long. Prices have been announced on the new season packs of Clover Leaf salmon, $7.60 for single case lots, and $7.50 for 5-case and over. E. D. Smith's new raspberry jams are now in stock. Quotations will be noted below. We quote :

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 28½	1 27
gallons, per doz	3 47½	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's. red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4½-oz. "		4 75
5-lb tins, each		0 59
7-lb. "		0 80

SUGAR—

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kets., each	2 25

COFFEE—

Whole green Rio, per lb	0 08½
" roasted " per lb	0 11½
Ground roasted Rio	0 12½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " " "	0 [illegible]
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 08½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS—There is little that is new in the froeign dried fruit situation. Reports indicate that all California fruits will be held at a high price. It is doubtful, however, if the California raisins can be maintained in this market at the high prices asked, as they are meeting with strong opposition from the Australian raisins, which reach this market about the time when the Valencias are out. We quote :

Australian raisins—	
Brown Texas, per lb	0 [illegible]
Extra brown	0 08½
Sultana raisins, bulk per lb	0 13½ 0 13½
" cleaned "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard "	0 13
Plums, choice (dark pitted) per lb	0 [illegible]
Nectarines, choice	0 16

TEAS—The new Japan teas are costing about two cents per pound more this year than last, owing to a partial crop failure. Ceylons are also stiffening and they are held now at one and two cents higher than a month ago. New Indias opened high, but show some indications of a slight decline.

EVAPORATED APPLES — Opening prices of new evaporated apples will be high. There is considerable excitement in this market now, and jobbers are endeavoring to secure their stock now in anticipation of advances.

CURRANT PULP FOR WINE AND STRONGER BEVERAGES.

Wm. Meyer, of W. Meyer & Co., Patras, Greece, one of the important currant merchants, is now in America in the interest of his firm, and at present is in Toronto, where his agents are the MacLaren Imperial Cheese Co. In company with Mr. Marshall, manager of the brokerage department, he visited the wholesale trade.

Besides selling currants, as the grocery trade knows them, Mr. Meyer is interesting Canadian and American capital in another very important branch of the currant industry. This is currant pulp for the manufacture of alcohol, liqueurs and wines. Every year the Privileged Company of Greece receives about 40,000 tons of currants, which, under the terms of its charter it cannot dispose of as currants.

Currants are grapes and will make as fine wine as any grapes, finer than most, it is claimed, on account of their rich content of grape sugar. The course has been adopted of converting these currants into pulp and disposing of them for manufacturing purposes. Already the trade has assumed considerable proportions. Germany takes 10,000 tons, Italy 10,000 tons, and England 5,000 tons a year. This leaves 15,000 tons to be disposed of annually and Mr. Meyer hopes to find the market for it in America.

A ton (2,000 lbs.) of currant pulp will make from 150 to 600 gallons of wine, according to the strength of the alcohol in it. The pulp contains about 60 per cent. pure grape sugar. The sweeter the wine wanted the less can be made.

In Germany, where the commercial manufacture of alcohol from imported material is prohibited, the entire 15,000 tons of currant pulp is utilized in the production of homemade wine for home consumption. The pulp is simply placed in a barrel and a certain proportional quantity of water added. This is allowed to stand for three or four weeks and is ready for use. It will make a wine with about 12½ per cent., of alcohol. In England and Italy, the pulp is utilized commercially.

Mr. Meyer has succeeded in interesting large capitalists in the United States and has prospects of doing so in Canada also.

GIVE US A CALL

When you are in the city during Exhibition time, or any other time, call and see us. We may have something in the way of goods that will interest you, or we may not, however, it will help us to get better acquainted, which is always a help in making business run smoothly.

H. P. ECKARDT & CO.

Wholesale Grocers

Cor. Front & Scott Streets

TORONTO

CANNED GOODS IN PETERBORO.

(By Canadian Grocer's Special Correspondent.)

The canned goods trade is receiving considerable attention from the grocers in the city just now, and especially those who buy heavily and carry a large stock. One of them discussing the situation this week said: "It appears that the canners so control the trade and are so well acquainted with the demands of the country that they are in a position where they can do just as they please with the retail grocer." One man who invests several thousand dollars in canned goods every fall said this week that he did not think he would carry any stock. He had been talking with several of the grocers in the city and they all seemed to be of the same opinion. The canners' association has placed the price so that they get every cent of the profit and the grocer hardly breaks even. For instance, when a grocer has to pay $1.17 per dozen cans, laid down at his store and sell them at $1.20 per dozen and deliver them to 12 different houses, he is loosing money, and would be very foolish to tie up a couple of thousand dollars for a year. The men referred to have practically decided to let the packers carry their own goods and buy only in small quantities as they want them. The price is the same and at the end of the season the wholesale price will be lower, as it always is. The canned goods problem is another evidence of the necessity of a separate retail grocers' association, which would be active in the grocers' interests. The grocers have only themselves to blame, as a big effort was made a while ago to organize an association.

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You may also look for higher prices and some trouble in getting your orders filled in the Spring.

Yours respectfully,

THE LEA PICKLING & PRESERVING CO., LTD.,
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The Largest Stock The Greatest Variety

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Low Prices Quick Turnover
Big Business

A FEW TRIAL ORDERS WILL CONVINCE YOU OF

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Best Equipment Competent Staff
Perfect Organization

Hudon, Hebert & Cie.

Limited

Importing Wholesale Grocers and Wine Merchants

MONTREAL

The Most Liberally-Managed Firm in Canada

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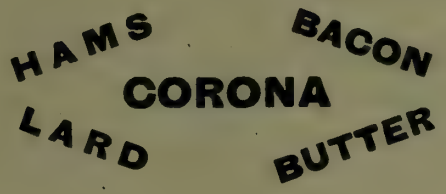
We solicit your patronage for Smoked Meats, Lard and all lines of provisions and produce.

"CORONA" goods insure the quality that will please your customers.



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MONTREAL

Representative for the Maritime Provinces—JAS. DILLON, 11 Germain Street, St. John, N.B.

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Gold Standard

BAKING POWDER

as well as our other products.

But we realize that all this advertising cannot accomplish big results unless we have the the co-operation of the retail grocer.

Therefore we are making a special free proposition on Baking Powder, that will make it well worth your while to co-operate with us in pushing the sale of Gold Standard Products.

If you have not already heard about it drop us a line to-day for full particulars.

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WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

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We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers.

Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

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Storage, Warehousing and Distributing Agents

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The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

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PORK AND BEEF PACKERS LIMITED
TORONTO

Creamery Butter

We have a large stock of both prints and boxes and are daily receiving supplies. Write us for quotations or send us your orders, to be charged for at market price.

F. W. FEARMAN CO.
Limited
HAMILTON

"HORSESHOE" BRAND
HAMS AND BACON

Will make money for you.
Have you tried them?

JOHN DUFF & SON
HAMILTON, CANADA

We Extend A Cordial Invitation

to all of our customers from out of town to visit us during

Fair Time

and would be pleased to have them make our office their headquarters.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Country prices for cheese keep up in a surprising manner. This week quotations show an advance of ⅛c over a week ago. For finest Ontarios dealers are asking 11⅝c, which figure is not tempting to buyers. Yet there are some who ask as much as 11¾c. At either figure it is not the easiest thing in the world to do business with Old Country buyers, who do not seem to want Canadian cheese at prices which are so high.

Because of this hesitancy on the part of English houses buyers in the country do not willingly pay the advance asked, thought they must put up the money if they are to secure the goods. So far this year profit to exporters has been very small indeed. All along there has been trouble in convincing importers that Canadian prices were the best it was possible to make. This has not even yet been realized on the other side. Expectations there are that the figures cabled by dealers here will decline, and because of this anticipation, purchases are not large.

Making it still more difficult for Canadians to make sales, the production of cheese in England this year is larger than it was last year, and until they use up what they have they are not anxious to pay advanced prices for what we have to offer.

Some believe that there has been a marked shrinkage in the make since the end of June, as compared with last year, estimating the falling off at from 35 to 40 per cent. There certainly has been a decrease in the make, as one will have noticed by the figures published weekly.

Last week receipts were 79,521 boxes, against 91,763 boxes for the corresponding week of 1906. Total receipts since May 1 have been 1,262,143 boxes, against 1,383,705 boxes for the same period last year. These figures show how much receipts have fallen off, compared with a year ago.

Exports for the past week were 60,759 boxes, against 89,507 for the same week last year. Shipments since May 1 amount to 1,106,883 boxes, against 1,293,463 boxes for the same period of 1906.

The butter situation is not a great deal better than the cheese. Conditions are, in many respects, the same. In both, high prices are demanded in the country, and must be paid if supplies are to be obtained. Also in both articles, prices quoted in Canada are too high for the ideas of Old Country houses.

English buyers are not anxious to pay present figures. The markets there are being well supplies with good quality of butter from Denmark, Siberia, Russia and Ireland, and with supplies arriving so freely fear of a shortage is unknown, and there is no reason why they should pay a round figure for Canadian butter when they can secure other makes of the same quality, or better, for prices which are more favorable to them.

To-day dealers are asking 22c to 22¼c, according to quality, which prices are too high for English ideas. At most, they do not want to pay above 22c for the best. Very little trade is being transacted at ruling quotations. Last week sales were made at figures very near correct, one dealer selling a round lot at 22⅛c.

Receipts last week were 14,780 packages, as compared with 26,344 packages last year for the same week. Total receipts since May 1 amount to 265,589 packages, against 411,614 packages for the same period of 1906. It will be seen from these figures that receipts this year are not a great deal more than half of what they were last year, both as regards weekly receipts and total receipts for the season.

Shipments for the past week were 3,688 packages, against 26,307 packages for the corresponding week of 1906. Total shipments since May 1 amount to 47,689 packages, against 242,716 packages in 1906.

Dairy butter is very scarce and prices are advancing, being one cent higher than last week to-day.

THE PROVISION SITUATION

The live hog market is on the down grade because of the unfavorable conditions existing in England, where the bacon market is in bad shape. The f.o.b. price for live hogs this week is $6.35, and next week it will be at least a quarter lower, the packers say. As usual, on a declining market, the farmers keep their hogs at home, and still the packers are getting all they want. Receipts last week were about 20,000.

The Old Country market is very disappointing, and is at least 4s. lower this week. The slump is due immediately to large deliveries of Danish and Irish bacon. American shipments also have been large. Canadian shipments appear to be about normal, and include too much heavy stuff. Buyers in England are holding off in anticipation of lower prices, and heavy lines are moving particularly slow.

As might be expected, the domestic provision situation is somewhat weak. Packers are all holding pretty heavy stocks of Canadian cuts, and, with the live hog market declining rapidly and the Old Country market for product in a very unreceptive mood, it is not strange the packers would like to reduce their holdings. The two exceptions seem to be lard and short cut. Both are firm. The packers are now seeking to take only enough hogs to keep their plants going.

The American market is not lending any strength to the situation. The Journal of Commerce, reviewing last week, says:

"These markets have been a smaller side show to the grain markets the past week than the week before; but they have sympathized speculatively with them, although to a very small extent, without stimulating activity in any branch of the trade. In fact, it has only affected the option trade at all in hog products by scaring in the small short interest to cover, not on what has happened in these products, but rather on the fear of what might happen, as the telegraph strike has not improved between this market and the packing centres, and, in fact, has been worse, as the daily receipts of hogs have not been reported or known by official despatches, and they have been in doubt all the week at all points, even Chicago being unreported part of the time. This made the few shorts uneasy in view of the strength in the grain markets, and especially in corn, owing to the cool weather all over the corn belt this week and of the frosts in the Northwest threatening a short corn crop, on which the shorts in corn have been heavy buyers, putting up prices very sharply, and running in the provision shorts in sympathy. This, however, has not been a large enough interest to produce activity or more than a fractional advance, confined entirely to the options, with which spot prices have refused to sympathize, as cash trade has remained at the minimum summer volume all the week, with packers willing to sell at old prices and unable to do so in more than job lots for current wants which have been very small. This is all there has been to the market for hog products, as the packers have not appeared in sight, though it is assumed that they sold what the shorts wanted, else there would have been more advance in prices, if, indeed, there was any considerable short demand, which some doubt, so small has been speculation in these products this season."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Demand for smoked meats continues very satisfactory. Store trade business makes up the bulk of orders being filled. Lard is also selling freely for the season. Export orders are good, large shipments of Wiltshire ba-

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

con, particularly, being sent out of the country. Hams are being sold for export in quantities also. Prices are steady, with little likelihood of a decline for a month or so, when hogs will be more plentiful.

Lard, pure, tierces	0 11½	0 11¾
" 56-lb. tubs	0 11¾	0 12
" 20-lb. pails, wood	0 11¾	0 10¾
" cases, 10-lb. tins, 60 lbs. in case	0 11¾	0 12¼
" " 5-lb. "	0 12	0 12¾
" " 3-lb. "	0 12	0 12¾
Lard, compound, tierces, per lb.	0 10	0 11¼
" " tubs	0 11¼	0 11¾
" " 20-lb. pails, wood	0 11¼	0 11¾
" " 20-lb. pails, tin	0 10	0 10¾
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11¼
" " " 5-lb. "	0 10¾	0 12
" " " 3-lb. "	0 10¾	0 12¼
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
Canadian short cut clear	21 50	23 75
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12½	0 15
Extra plate beef, per bbl, various sizes	9 00	23 00

BUTTER—Butter is about the same as last week. Dairy is higher, owing to its scarcity, the make being poor. To-day dealers are asking fully a cent more than they were a week ago, Creamery prices continue high in the country, although it is difficult to make sales to the Old Country based on present buying prices.

Creamery, choice, boxes	0 22½	
" " pound prints	0 '3	
Dairy, tubs	0 19	0 21

CHEESE—Prices remain firm with business but fair, owing to the high figures demanded. Buying in the country is being done at prices which are hard to get from English buyers. Local trade is not very brisk since cheese is not in great demand at this time of year.

Cheese, old	0 14	0 16
" new, large	0 11¾	0 11¾
" " twins		0 12

EGGS—Eggs are firm this week at prices ranging from 18c to 19c for No. 1, and 22c, and sometimes 23c, for selects. Quality of eggs arriving is better, but receipts are falling ioff, being hardly sufficient to supply the local demand. They are not arriving in large enough quantities to warrant storing. Prospects are that there will be some export trade this year, as already inquiries are being received from Great Britain.

HONEY—White clover honey has been short and prices are firm. Buckwheat looks good, and it is likely that prices will be lower, although it is a little early to say what will be the yield. Prices this week are easier.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 07	0 07½
Clover, strained, bulk	0 10	0 11

TORONTO.

PROVISIONS — Business continues pretty active, but the market generally is easy with prices about the same as last week. Lard, however, is firmer and dressed hogs are lower. The lumber camp trade is opening and is making an outlet for a good deal of long clear. Packers generally are pretty well stocked with Canadian cuts. Short cut is in demand and higher.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 16½	0 17
" pea meal	0 17½	0 17½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 11½
" tubs "		0 11¾
" pails "		0 12¼
" compounds, per lb		0 10
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	9 00	10 00
" front quarters	5 50	6 00
" choice carcases	7 50	8 25
" common	5 00	6 00
Mutton	0 08	0 10
Lamb	0 12	0 13
Hogs, street lots	8 75	9 25
Veal	0 08	0 09½

BUTTER—The market continues firm, but there is not the buoyancy to it that the burnt-up condition of the pastures in Ontario might be thought to warrant. While the make here is undoubtedly smaller, Quebec has been more freely supplied with rain, and Montreal is offering Toronto finest creamery prints at 22½c. In addition, the export business is in very small compass this season. Some wholesalers think prices are now at winter level. For choice, prices are about a cent higher than a week ago. Special brands of creamery being as high as 26c.

	Per lb.	
Creamery prints	0 24	0 25
Creamery solids	0 22	0 23
Dairy prints, choice	0 22	0 23
" " ordinary	0 18	0 19
" tubs choice	0 20	0 22
" tubs, ordinary	0 17½	0 18
Baker's butter		0 17

EGGS—Receipts are a little freer and prices are steady. Straight run of candled are firm at 19c. Selects are graded above that according to price.

Eggs, candled	0 19

CHEESE—Prices are ¼c. lower.

Cheese, large	0 12	0 12½
" twins	0 12½	0 12½

HONEY—The market is very firm. Comb honey is very scarce.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 12
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 05	0 06
" " in comb, per doz	1 25	1 50

POULTRY—There is an active demand this week on account of the exhibition and prices for dressed fowl are rather higher. Next week they are likely to be down again. Supplies of ducks and turkeys are light.

Live Weight.

Spring chickens, per lb	0 12	0 13
Old fowl	0 09	0 10
Ducks		0 10

Dressed weight.

Spring chickens, per lb	0 15
Old fowl	0 12
Ducks	0 14
Tom Turkeys	0 18
Hen "	0 18

There is Only One
FLY PAD

THAT'S WILSON'S. Three hundred times more effective than sticky paper, and vastly superior to any other fly poison.
ARCHDALE WILSON, - HAMILTON

A PLACE FOR EVERYONE.

Manager—I can't do a thing with Smith, the new clerk. I've had him in three departments, and he sleeps all day long.

Proprietor—Put him at the pajama counter and fasten this card on him: "Our night clothes are of such a superior quality that even the assistant who sells them cannot keep awake."

The Ideal Quick Lunch

When your lady customer comes to you in a hurry for something "for a quick lunch" or when she asks for something for the unexpected guest's meal recommend

CLARK'S LUNCH TONGUE

It fills the bill every time and you add so much more to ***your*** reputation. Then there are ***86*** other lines put up by ***Wm. Clark.*** We are sure you want to know more about our canned specialties. Write for catalogue.

WM. CLARK - MONTREAL

O'MARA'S BACON

Satisfaction Guaranteed

Quality the First Consideration

PRICES RIGHT

JOSEPH O'MARA

Pork Packer PALMERSTON

O'MARA'S BACON

The Manitoba Canning Co. LTD.

Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

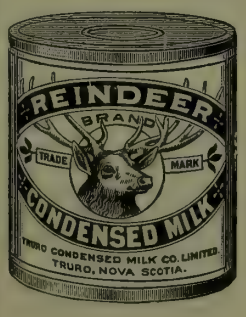
ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRAND **Preferable**



Saleable TRURO QUALITY BRAND **Profitable**

Truro Condensed Milk Co., Limited

TRURO, N.S.

CEREALS AND CONFECTIONERY

Wheat Markets, Again on the Advance, Led by Unfavorable Crop News From All over Europe and America—Flour Trade Quiet—Confectionery Profits.

The wheat market is on another strong upward move, and flour prices must follow. It seems to be the turn again for unfavorable crop reports, and they are coming from all over Europe and America.

A gentleman just returned from a three months' sojourn in Germany says he has heard nothing but talk of poor crops and high prices the coming year, and says the opinion there is that America will be able to sell all her grain export surplus at her own prices this crop. The hay crop was not all cut on the fifth of August from Berlin to Hamburg on account of the previous six weeks' wet, showery weather that prevented harvesting, and the potato crop was considered in great danger of being very short also from the same cause.

Flour is feeling the advance in wheat, and American prices for winter wheat flour have improved some, but demand is not yet very active, and buyers are rather inclined to a waiting policy. They would like some more definite information on the outcome of the present crop. The fall cereal trade has not started yet, either, and while a fair business is passing, the mills, as a whole, are not rushed.

Confectionery.

The possibilities in business for the man with energy to invest, are simply illimitable. The grocer who does not see good profits in confectionery is simply letting possibilties go by him. Like any other line of foodstuffs, it requires to be handled with discretion, to be well displayed and advertised. In business, as everywhere else, it's the little things that count. The grocer cannot afford not to handle good lines of confectionery. Every day he delays to do so he is missing money.

MONTREAL.

FLOUR—This week the market is very firm and an advance would not surprise. Some little excitement was felt owing to reports of frost in the west. Export demand has been very satisfactory, and importers seem willing to pay for flour, while local trade has been all that could be desired.

Winter wheat patents	5 00
Straight rollers	4 40
Extra	4 20
Straight rollers, bags, 90 per cent	1 75 2 40
Royal Household, bags	5 10
Glenora	4 50
Manitoba spring wheat patents	5 10
" strong bakers	4 50
Five Roses	5 10
Buckwheat flour	2 25 2 30

FEED—Since last week there has not been the slightest improvement in the feed situation. To-day, highest winter prices are being paid, which is certainly something extraordinary. As far as can be seen ahead, there is no sign of improvement in market conditions, and it looks as though present quotations would rule for a long time to come.

Ontario bran	18 00 19 0
Ontario shorts	23 00 24 00
Manitoba shorts	23 00 24 00
" bran	20 00
Mouillie, milled	23 00 30 00
" straight grained	28 00 30 00
d flour	1 35 1 45

ROLLED OATS—There has been an advance in rolled oats since last report. Supplies available are limited, and, as the new oats are not yet fit to flake, prices have been put up. Demand is good.

Fine oatmeal, bags	2 60 2 75
Standard oatmeal, bags	2 60 2 75
Granulated "	2 60 2 75
Golddust cornmeal, 98 lb bags	1 70 2 00
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	2 55 2 65
" 80-lb. bags	2 45 2 52½
" bbls	5 20 5 [illegible]

TORONTO.

FLOUR—Trade is picking up again and the higher wheat prices have given a much firmer tone to the market. Millers report local trade quite brisk and foreign buyers are said to be coming up to prices asked.

Manitoba Wheat.

60 per cent. patents	4 90 5 00
85 " "	4 60
Strong bakers	4 20 4 40

Winter Wheat.

Straight roller	4 25 4 35
Patents	4 45 4 65
Blended	4 35 4 40

CEREALS—Prices continue unchanged and trade is only fair. The fall trade is expected to come with a rush after September 1.

Rolled wheat in barrels, 100 lbs	2 75 3 00
Rolled oats, in wood, per bbl	5 25
" " in bags, per bag 90 lbs	2 50
Oatmeal, standard and granulated, per bbl	5 55
" " " in bags 98 lbs	2 65

BENEFIT OF TRADE JOURNALS.

Trade journalism has developed so rapidly that to-day there is scarcely any line of business that does not have one or more journals devoted exclusively to its interests. These journals wield a strong influence in their respective fields—in many lines they are considered the final authority. Ably conducted by men who fully understand the conditions and requirements of the trade they represent, these papers contain a wealth of information in every issue, and are closely studied by their readers, who are kept fully abreast of the times in all matters pertaining to their field of business.

Every copy of a good trade journal hits the mark. It is bought because it means dollars and cents to the buyer; its contents refer directly to his work; it is not read for pastime or amusement, but because the information it contains is of a practical, every day use. A trade journal is read more carefully and with greater interest than any other form of publication.—C. C. Prescott, in Selling Magazine.

TWINE, PAPER, BAGS, Jute Goods and Stationery

We carry these lines and carry mighty good stuff, too. Write or phone us for particulars.

PHONE MAIN 5348

A. M. THORNE & CO., 77 Front E. TORONTO

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.

Importers of Foreign Products.

125 St. Peter St., *QUEBEC.*

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

ENGLISH MARKET FOR PEARS.

Some Suggestions for Canadian Shippers —Packing.

By J. B. Jackson, C.C.A., Leeds.

On other occasions I have made mention of the opportunities which await Canadian pear exporters for securing a ready market for this fruit, and the following hints should be of some value as to the method of packing now in vogue.

To export pears, is, of course, a totally different thing to exporting apples. The former ripen in much quicker time than the latter, and for this reason they should be packed in a hard, green condition to enable them to "come up" during transit. When a pear is being packed for export it should always be remembered that it has to arrive here in such a condition that it obtains a ready sale, as it passes through the hands of the importer, the merchant, and the retail shopman, and, even after this, has also to be in a fit condition to please the actual consumer.

Packing.

On the all important question of packing there is very little room for improvement in the French system, and Canadian exporters are advocated to adopt it. Under this system the fruit is packed two layers in a box, the usual quantities being as follows: 30 large sized pears, 48 medium sized pears, 56 smaller sized pears.

On account of their very soft nature it is advocated that each pear should be wrapped in tissue paper, as should any of the fruit happen to become too ripe during transit it absorbs the juice. In the case of exceptionally small pears, these, it may be mentioned, are shipped loose in crates and are usually sold by the pound. If tissue paper is not used for packing, a layer of wood fibre should be placed above and around each layer.

Importance of a Name.

If Canadian exporters intend to seriously compete with other countries in supplying pears to the British market, it is essential that they should give their fruit some good "selling name" by which it will be known by. French shippers, for instance, have adopted the names, "Duchess," "Williams," "Louiebourne," "Jargonells," "Boncues"; while from Ghent comes supplies of "White Philips," "Grey Philips," etc. As an appropriate name for Canadian pears, "Choice Canadians," or something similar would meet the case, and at the same time, would prove a very effective advertisement for this class of Canadian produce. In any case, the word "Canadian" should, in some way or other, appear prominently on the box in other to distinguish the fruit from that grown in the United States.

A new line of cleaner has made its appearance on the Canadian market, and its advent is felt by the old lines. The name, "Snap," speaks volumes, it does its work quickly and well. The Canadian company at Montreal are behind with their orders. Grocers can find out full particulars by addressing the Snap Company, Montreal.

Do you use Cream of Tartar

or Tartaric Acid in your Baking Powder or Self-Raising Flour? If you do, you are not using the best up-to-date materials. You should use our

Calcium Acid Phosphate

Better for health and cheaper to use. Write for samples and quotations.

CHARLES C. BRYCE & CO.

43 and 45 Great Tower Street

LONDON, E.C. - - - ENGLAND

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

"Incomparable"

Mr. Grocer! When the women of Canada are so unaminious in their opinion regarding our

Perfection Cream Sodas

can you afford to stock other biscuits? Your customers must have told you again and again that

are "Incomparable" Judge them as you will, that verdict stands. There are reasons for the marked superiority of

Perfection Creams

We would like to tell you why in the following series of ads.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co. "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

Business-Bringing Biscuits

That's the kind that ought to interest you, Mr. Grocer.

McLAUCHLAN'S CREAM SODAS

are just that kind. People like 'em so they keep coming back. Wouldn't it pay you to keep them? Ask us about them.

McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

Moirs, Limited

Manufacturers of High Grade Chocolates and Confections

Moirs Chocolate packages are tastefully gotten up and have a clean, inviting look that whets the appetite for what's inside.

The quality of Moirs Chocolates is what it has ever been — deliciously fresh, wholesome and possessing that indescribable something which is sure to bring your customer back for another box.

If you have never handled Moirs Chocolates, we would advise you to place a trial order at once.

MOIRS, Limited - Halifax, N. S.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

EXPERIENCE IS BETTER THAN ADVICE

If you will put in a trial order of our flour you won't need our advice to induce you to order again. Experience will teach you that your best trade want our brands

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kaley)

Don't fail to call at the Cailler Chocolate booth when visiting the Canadian National Exhibition, Toronto—

If you can't find time to see the Fair, drop us a line and we will give you a personal demonstration. Write for particulars.

General Agent for Canada:

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Phone Main 7658
TORONTO.

PURITY

ABSOLUTE
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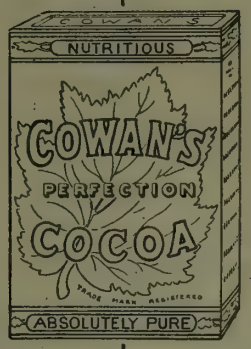
Qualifies all our goods



Cowan's Cocoa and Chocolate

A Canadian Product
which Canadians appreciate.

Do You Appreciate
the opportunity you are missing in not pushing it?

THE COWAN CO. LIMITED
TORONTO

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The best work in the cooking and baking line can only be done by perfect goods. That is why

Mott's

"Diamond" and "Elite" brands of

Chocolate

are preferred by householders who know.

Every jobber sells them.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Remember

Full weight in every package of McLean's White Moss Cocoanut and costs you no more. "Ask for it."

Canadian Cocoanut Co.
Montreal, Canada

About Private Price Marks

Some Important Secrets of the Cost and also Prices Ciphers of the Big Retail Stores that may be Used by the Country Retailer if Desirable.

Almost every merchant has a secret price mark. It is a business necessity. The greatest point in its favor is that the dealer who marks his articles with a code is not subject to comparisons of price, which the one price dealer always has to complain of.

The majority of dealers have a secret code from which to determine the price. A great many of them so arrange this code that they can tell the cost as well at a glance.

Most frequently the price code is arranged on a word of nine or ten letters, in which word there are no two letters alike. The letters correspond with the numbers from one to ten, like this:

manuscript
1234567890

This is the commonest and easiest way of marking the price. All dealers are familiar with it, but they seldom change their key-word, on account of the difficulty of looking up a new word or the bother of becoming accustomed to the new code.

It is essential that the key be changed often, for when two or three persons, aside from the clerks, know the key it is useless as far as any idea of secrecy is concerned.

Nine Little Price Marks.

Here is a list of nine-letter words which can be used for keys. They are all adapted to the use, they offer great variety, and are difficult to decipher. These being nine lettered words, the o, or last number, can be used as it stands, or any other letter or sign substituted for it.

Thus.

signature
1234567890

Similar nine letter words are:

cavernous	machinery
blasphemy	manifesto
clerkship	monastery
dangerous	nocturnal
drinkable	numerical
dropsical	obscurity
duplicate	observant
facetious	outwardly
fisherman	outspread
gunpowder	prudently
hamstring	pneumatic
harmonize	porcelain
heptacord	subaltern
labyrinth	voluntary
longevity	

"Abruptness" also may be used in this class by substituting O for the final "s."

The advantages of the nine letter word are many, they are simpler to remember, simpler to read (on account of the O), and more inexplicable than the ten letter words. The nine letter word, however, is not used as often as the ten letter word.

List of Ten Letter Words.

The following list of keys of ten letters will aid the dealer in picking out a new price mark:

background	lachrymose
birthplace	manipulate
blacksmith	manuscript
chivalrous	plastering
daughterly	pneumatics
deaconship	profligate
fishmonger	formidable
handsomely	phlegmatic
importable	forgivable

The following eleven letter words, also may be used by dropping the final letter, or using it as a repeater:

Candlestick
Disturbance
Neighborly

The two words, "birthplace" and "blacksmith," in the ten letter list, are well fitted for pricemarks. Being double words and each word containing five letters, they are much easier to remember and far simpler for the clerk to decipher.

The simplicity is seen from the above, the first word ends with the number five and the second begins with number six, the letters being equally divided in the compound word makes the key much simpler.

Using Hyphen for Figure.

But even more suitable is the hyphenated word. There are few, if any, dealers who have discovered and used this class of words for keys. They are ideally adapted to such use.

hailstone
1234567890

Other hyphenated words, which are suitable for price marks, are:

back-slide
hail-stone
make-shift
ship-board
shop-lifter
yard-stick

The word "fish monger" also may be used, the same as "shoplifter," by cutting off the final letter.

Five is the most frequent number occurring in price marks. There usually is a five somewhere in the combination, and for this reason the type of words above makes the ideal work key. At a glance the clerk can read the dash or hyphen and it is confusing to the curious customer, who cannot account for a figure in a letter code, unless it represents a figure one or a naught. The five never is thought of by the investigator and easily thought of by the clerk. In those two points lies the beauty of such a word for a price mark.

Letter X for a Repeater.

The figure x, as a rule, is used for a repeater thus, with "manuscript" for the key;

Mstx—$V.

It will be found in key words that the p's and m's predominate and words beginning with those letters are used by the majority of dealers. For that reason it would be advisable to pick out one beginning with a letter other than p or m.

There is some humor in price marks; for instance, "shoplifter," as a constant reminder and warning to the clerk; "yardstick," how ironical it must sound to the "counter jumper." Think of a clerk determining the price of face powder from the key "gunpowder." And how suitable the code "labyrinth" is to the new clerk winding in and out among the letters of the word in a vain effort to find the price of a 5-cent cake of soap.

With the introduction of the spelling reform there has been an innovation in price marks. It opens up a wide field, and articles marked on such a key surely are inexplicable. For instance, among the novelties are the following:

Sell th gudz.
Charg enuf.
Plez be onist.

The keys are novel and intricate, but it is not seriously thought, however, that many of the dealers will adopt this scheme of marking.

Phrases Better than Words.

Some merchants use phrases instead of words. For instance, a big wholesale jewelry house in New York uses the legend, "Now be sharp." A firm in Chicago uses, "Be watchful." Some houses think that phrases have certain advantages over mere words.

Many merchants form keys upon their business names, for instance:

Klein Bros.	C. L. Hornsby.
Born & Smith	Jones Drug.
Yalding Co.	S. & G. Penfold.

There is a personality about such a key that makes it of value to the merchant, and it is, as a rule, hard to decipher.

A simple device, which is preferred by many, is plain figure marking, The real figures are written down as a stock number, in a row.

For instance, in 2468793: $4.80 would be the price mark. Beginning wih the first number and using every other number as a blind, this is read easily and not as liable to mistake as the word method. This may be varied, beginning with the first and skipping every other one, reading backwards, and divers other ways. The merit of this lies in its readability and simplicity, together with the fact that it is usually taken for a stock number, instead of a price mark.

(Continued on page 80.)

As a merchant you hate like the mischief being imposed upon when buying; so do **your** customers. When they want the **best** Worcestershire Sauce they expect to get

LEA & PERRINS' SAUCE

"The only original and genuine."

The Golden Rule is a good business guide to follow—Applied to table sauces it's **LEA & PERRINS'** every time.

J. M. DOUGLAS & CO., MONTREAL

Established 1857 **Canadian Agents.**

Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.

E.W.GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

FRUITS, VEGETABLES AND FISH

All Lines Active in Anticipation of the Exhibition—Oyster Season Well Under Way—Shortage Probable in New Lemon Crop.

The approaching exhibition is having a marked effect on all lines of fruit and fish. Vegetables do not seem to be so much affected, but the cold weather is probably responsible for this. The fish trade, quiescent for some time past, nas been stimulated to an activity which the wholesalers are optimistically regarding as the fitting herald to a record business for the coming fall.

The oyster season has opened propitiously from everyone's point of view. The stock this year is better than ever, and the price is 15c lower than the opening quotation of last year—$2 was the price at that time, but this season $1.85 is the opening mark. Another probable benefit to the consumer will be the increased supply. Last year this was frequently unsatisfactory, the market at times being practically bare of supplies. This year the outlook is better, and present indications are that there will be little or no shortage. Finnan haddie has arrived on the Toronto market, and bloaters are expected very shortly. Trout and whitefish are scarce, almost to the point of extinction. One wholesaler summed up the situation a few days ago with the remark: "The supply and demand of whitefish is in the proportion of about one to seven. A week's supply is barely sufficient for the demands of one day."

Lemons remain very firm, with Californias slightly higher. Stocks held here, however, do not amount to much. Reports of the new crop are unfavorable, and state that a considerable shortage must be looked for. Bananas, despite the famine rumors recently circulated, continue to flow in by the car-load, but prices are stiffening under an unusually heavy demand.

APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

MONTREAL.

GREEN FRUITS—Owing to the late season, California grapes are not yet quoted, but dealers expect to give out prices next week. One firm in a circular, give their probable price as $3 to $3.50 a crate. Meantime, peaches, pears and plums are high and business is only fair in consequence. Pears have been put up $1 a box. Montreal melons and Almeira grapes are two oew lines quoted this week. Prices are high on both. Demand for oranges and lemons is nat great, trade being made up of orders for goods required for immediate use and on this basis there is not much business doing.

Dates, per lb	0 07
Bananas, fine stalk	1 75 2 00
" jumbos	2 00 2 50
Cocoanuts, per bag	4 00
American Apples, bbl	6 00
Lemons	3 75 4 00
California oranges all sizes	4 00 5 50
Watermelons, each	0 40
Raspberries, pail	1 50
California Pears, box	5 25 5 50
New figs, per lb	0 08½ 0 12
Limes, crates	1 00
California grape fruit, boxes	5 00 5 25
" grape fruit, half box	3 50 4 00
" peaches, box	2 25
" plums, box	2 50
Blueberries, box	1 85 2 00
Gooseberries, 3 gal. crate	1 00
Montreal Melons, basket of 12-15 melons	5 00 12 00
Almeira Grapes, keg	4 50

VEGETABLES—Market gardeners are doing a first-class business in all lines. Prices are low enough to warrant a continued strong demand, and, receipts being large, it is likely that present figures will rule for a short while longer. Tomatoes, however, have been advanced considerably since last week, as will be seen from the quotations. Potatoes are a little cheaper. No new lines are being quoted.

Parsley, per doz. bunches	0 10
Sage, per doz	0 60
Savory, per doz	0 60
Cabbage	0 20 0 35
New turnips, doz	0 10 0 25
Green beans, bag	0 25 0 40
Celery, doz	0 25
Water cress, large bunches, per doz	0 40
Lettuce, per doz	0 10 0 25
Boston lettuce, per doz	0 25 0 35
Radishes, doz	0 10 0 15
Spinach, per box	0 75
Green peppers, 10 lb. baskets	0 50
Cucumbers, per doz	0 10 0 15
Potatoes, per bag	0 75
New potatoes, bbl	1 50
Beets doz. bunches	0 40
Carrots, doz. bunches	0 10 0 25
Spanish onions, box	3 00
Horseradish, lb	0 40
Rhubarb, doz. bunches	0 40
Tomatoes, box, 30 lbs	0 40 0 70
Corn, doz	0 10

FISH—Lately the weather has been cooler and demand for various lines of fish has shown some improvement. The decline in haddock and cod prices has had the effect of improving business as far as these two lines are concerned. The marked scarcity for these has been relieved. Halibut is plentiful and is selling in a steady manner. Pike and dore are not arriving in large quantities, but whitefish and lake trout are plentiful for all requirements. Receipts of brook trout are small, but ought to be larger now that the September fishing days are about here and the fish are biting more freely. There is some enquiry reported for boneless and prepared fish, but otherwise, smoked is quiet. Labrador salmon and sea trout in barrels and half barrels are being purchased by merchants in various parts of the country. The former is quoted this week at $13 a barrel.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04
Halibut, express, per lb	0 10
Mackerel, " "	0 10 0 12
Dore, "	0 10
Smelts "	0 08
Pike, lb	0 07
Steak cod, lb	0 05
Weakfish, lb	0 10
Brook trout, lb	0 22
Market cod, lb	0 04
Lake trout, lb	0 10
White fish lb	0 07 0 10
Sea Bass, lb	0 13
Gaspe salmon, lb	0 18
Flounders, lb	0 10
Bluefish, lb	0 15
Lobsters, lb	0 30
B.C. Salmon, lb	0 18
Smoked and Salted—	
New haddies, boxes, per lb	0 09
Smoked herring, per small box	0 11
Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 07
Boneless fish, 20-lb. boxes, bricks	0 06
Boneless fish, 25-lb., boxes, per lb	0 05
Shredded cod, 2 doz., per case	1 80
Oysters—	
Standards, bulk, per imp. gal	1 50
Standards, Imp. qt. tins, sealed	0 40
Pickled fish—	
No. 1 Labrador herring, per bbl	5 00
" " " per half bbl	2 75
No. 1 N.S. herring, half bbls	2 50
No. 1 Mackerel, pails	2 00
No. 1 sea trout, 10 lb. kegs	5 75
No 1 sea trout, 20 lb. bbls	10 50
No. 1 Green cod, per 200 lbs	7 00
Small " " " "	5 50
Large " " " "	8 00
No. 1 Green haddock, per 200 lbs	6 00
Labrador Salmon, bbls	13 00
" ½ bbls	7 00

TORONTO.

FRUITS— An unusually large number of price changes are noticeable this week. Quotations on late Valencias have narrowed down somewhat, blueberries have advanced considerably, and California fruit is rapidly reaching a prohibitive point. This, however, was expected, and though Canadian pears, plums and peaches are in no instance a full yield, they will provide at least a temporary substitute.

Oranges—	
Late Valencias (California), extra fancy, 96's	4 50 5 25
" " 126's	5 25 5 75
150's, 176's, 200's, 216's	5 75 6 00
Ovals, 80's 100's, 150's ½-boxes	2 25 2 50
Lemons, California, 240, 300, 360, 420	5 50 6 50
" Verdellis (new crop) 300's extra fancy	5 25 5 50
" 300's " choice	5 00
" 360's	5 00 5 50
Apples, per basket	0 30 0 50
Bananas, Jamaica firsts, per bunch	1 65 2 25
Bananas, jumbo bunches	2 00 2 25
Bananas, 8 hands, green	1 25 1 40
Blueberries, per basket	2 25 2 75
Cantaloupes (California), per case	7 00 7 50
Limes, per crate	1 00
Watermelons, Florida, each	0 30 0 40
Peaches, per box, Crawford's	2 25 3 25
Peaches Canadian per basket	0 75 1 50
Plums, per 4-basket crate	2 25 3 25
Plums, Canadian per basket	0 85 1 25
Pears, Bartlett's, per box	4 50 6 00
Pears, Canadian per basket	0 60 0 75
Lawton Berries	0 12 0 15
Musk Melons, Canadian	0 75 1 00

VEGETABLES—Canadian tomatoes dropped another five cents during the week and may go lower before long. Canadian new potatoes are easier, and the supply has no difficulty in keeping pace with the demand. Celery, corn and beans are all easier.

New potatoes, per bbl., American	3 00 3 25
New potatoes, Canadian, per bbl	1 00

Onions, green per doz		0 15
Onions, Spanish, per case	2 75	3 00
Cabbage, Canadian, per bbl		1 50
Beets, new, per doz. bunches	0 25	0 30
Carrots, Canadian, per doz. bunches	0 25	0 30
Lettuce, Canadian leaf, per doz. bunches	0 25	0 40
Radishes, Roseland, per doz		0 25
Cucumbers, Canadian, per bask	0 25	0 35
Cauliflower, per doz		1 50
Beans, green, per basket, home grown	0 25	0 30
Green peas (Canadian), per basket		0 40
Tomatoes, Canadian, per basket	0 25	0 30
Parsley, per doz		0 25
Egg plant, per basket	0 40	0 75
Corn, new, per doz. (green)	0 11	0 13
Celery, Canadian, per doz	0 35	0 40
Celery, imported, per doz		0 50
Vegetable Marrow, per doz		1 00
Green Peppers, per basket	0 35	0 40
Red " "	0 90	1 00

FISH—The eastern fishermen are evidently wise to the fact that Toronto has got to have fish in abundance for the next two weeks. Anyway, pretty nearly all prices are away up, and some of them may go higher before the fortnight is out. Finnan haddie is quoted again and bloaters are expected on the market within a week.

Perch, large, per lb	0 08	0 09
Blue pickerel, per lb	0 08½	0 09
White fish, Georgian Bay, per lb	0 10	0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb	0 07	0 08
Herring, medium, per lb	0 08½	0 09
" jumbo, per lb		0 10
Sea salmon, per lb	0 20	0 25
Trout, fresh, per lb	0 10	0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 08	0 08½
Halibut, fresh caught	0 08	0 10
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Live lobsters	0 20	0 30
Bluefins, small white, per lb		0 07
Mackerel, mediums, each		0 12
Finnan Haddie, per lb		0 10
Oysters, per gal		1 85

A NEW FRUIT FOR TORONTO.

The first car of Californian Malaga grapes to ever come to Toronto was received by White & Co., and sold Tuesday last. Considering it was all one variety, and 1,000 cases in the car, the prices realized were very satisfactory, varying from $2.25 to $3 per crate.

The high prices of Californian fruit, such as peaches, pears and plums, have been remarkable. Monday, at White & Co.'s auction, the record price of $5.20 was realized for Bartlett pears in boxes.

A NEW OLIVE MAN.

Sasserno, Piccon & Maunier, one of the oldest established olive oil houses in France or Italy, are to be congratulated on having recently secured the services of Joseph P. Sgueglia, who for some time past has been connected with the firm of Osw. Cagnoli & Cie, of Nice, France. Mr. Sgueglia is one of the best posted men in the business, and is certain to bring added prosperity to any house with which he is connected.

200 Bags French Peanuts
Keen prices for cash buyers.
ANDREW WATSON
PRODUCE BROKER
91 Place d'Youville, MONTREAL
Phone Main 4409

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS,
Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

2nd Week of Exhibition
ARE YOU COMING?
Lots to Show You *Lots to Tell You*
You will find us in our New Building,
N.E. Cor. King and Church.
THE LARGEST AND BEST OF ITS KIND
Wholesale Fruit, Produce and Fish Dealers, Apple Exporters, Commission Merchants
THE HOUSE FOR THE PEOPLE—8 PHONES
WHITE & CO., Limited
TORONTO
WANTED—Bright young man about 20 years of age, with some experience in butter and eggs, to learn wholesale produce business. Good permanent position for right man. White & Co.

For Extreme Goodness
Buy Only
"ST. NICHOLAS," "HOME GUARD," "KICKING," "PUCK" LEMONS
W. B. STRINGER & CO., TORONTO

If you have any
Apples, Plums, Honey, Butter, Eggs, Poultry
ship to us. We will get you good prices.
THE DAWSON COMMISSION CO., Limited, - TORONTO

FOR FANCY TRADE
CALIFORNIA LEMONS, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.
THE BEST ORANGE GROWN
is
"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.
WATER MELONS, Big sellers this weather.
Send us your orders for anything in Fancy Fruit.
HUGH WALKER & SON
Established 1861 *Guelph, Ont.*

FOODSTUFFS NEWS OF NEW BRUNSWICK

Special Correspondence of The Canadian Grocer.

St. John, N.B., Aug. 26.

Business in the local market has been very good during the past week. The presence in the city of a large number of merchants from all over the provinces who were here to attend the meetings of the Maritime Board of Trade, afforded an opportunity for them to visit the wholesale houses and book orders in many lines.

Dried fruits of all kinds are very scarce and high-priced, as are also canned fruits. Sugar is very firm, while American plate beef has advanced from $15 to 15.75 and $16. Lard has declined to 12¼ and 12½ cents a pound.

In green fruits, California plums are already off the market. Dealers say that California peaches, oranges and other fruits are selling for just about double the price of last year. New apples are arriving from Boston, but they are very poor in quality and are quoted at from $3.50 to $6 per barrel. In the produce line raspberries are selling at 10 to 12 cents a box by the crate; blueberries are fairly plentiful and all kinds of new vegetables are down in price. Butter and eggs are about the same as last reported.

* * *

Reports from the farmers indicate that this year is likely to be a poor one with the crops. The wet weather has spoiled a great deal of hay. It is feared that grains will not ripen before frost comes and fruits are said to be very backward. About the only crop that seems to be satisfactory is the potato, though murmurings are even now heard about the fear of rust in consequence of the recent heavy rains.

* * *

Tea importers here are pleased about a change that is to be made in the testing of teas by the customs authorities. In future all teas imported into St. John will be tested in the local office instead of samples being sent to Ottawa. John Finley, of the local customs service, is now in Ottawa receiving the necessary instructions to carry out the work.

Imports of tea through this city are at least equal to the business done through Montreal and the change will be of considerable benefit to St. John importers, as a delay of about four days will be saved. Hitherto no tea could be taken out of bond until samples had been forwarded to Ottawa and a result of the analysis received.

David St. Pierre, of David St. Pierre and Co., grocers, Fraservile, is dead.

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

SALT

Season advancing.

YOUR STOCK ?

Avoid usual Fall delays by securing it now.

VERRET, STEWART & CO.
LIMITED
MONTREAL

THEY SELL GOOOD CHEESE.

To the Editor Canadian Grocer :

We wish you would call your readers' attention to what we believe is a misleading statement in the article under the heading of "Canadians Don't Eat Cheese," which appeared in The Canadian Grocer of August 23rd. In it you say : "The fact is that the great bulk of our good cheese goes to feed the working classes of Great Britain, while the culls are kept for home consumption."

In a general way this may be true, but in fairness to ourselves, who distribute very large quantities of Canadian box cheese to the home trade, as well as doing our export business, we wish to say that, regardless of its destination, our buyer, Mr. R. Johnston, a gentleman who has had a lifelong experience in the cheese business and is well known as an expert judge of the article, buys only selected cheese of the highest quality, carefully rejecting anything that is not up to the highest standard as demanded in the English market.

Moreover, for our Canadian trade we cure cheese on the latest scientific principles—and grocers can at any time obtain thoroughly matured stock from us. Whilst we are quite aware that there are some grocers who will not pay for the additional cost incurred for maturing cheese, but prefer buying green stock fresh from the factories, and not having the facilities for keeping and curing such stock, pass it on to their customers regardless of its condition, nevertheless our experience is that grocers are becoming more discriminating, as is proved by the fact that we have a large and constantly increasing list of customers who buy but properly cured cheese, and who not only pay the slightly higher price for it, but claim to be increasing their business by doing so—and what is more, making much higher profits.

Yours truly,

MacLAREN IMPERIAL CHEESE CO., LTD.

A FIRST-CLASS CANADIAN SOAP.

The advertisement will be noticed, on another page of this issue, of the Welcome Soap Co., of St. John, N.B., who manufacture a soap which is gaining considerable hold on the Canadian market. The product they call Naptho, and many advantages are claimed for it. It can be used with either hot or cold water as any laundry soap, and yet will do anything that the special soaps will do. It will not injure anything that water leaves unharmed and will remove grease spots, paint, fruit stains, etc., without leaving the material marked. It is also of particular advantage in washing woollens. The Welcome Soap Co., St. John, N.B., will be glad to tell grocers and the trade generally more about their product.

C. H. Coulson, of C. Coulson & Sons, Montreal, agents for Crosse & Blackwell, is in Toronto this week.

Brunswick Brand Trade Winners!

MR. GROCER, especially the Maritime Grocer, we have not a great deal to say to you, we would rather let our goods talk, but if you are in search of real merit, first quality in Canned Fish, order our

"Famous Brunswick Brand"

You will never be disappointed. We are now packing Brunswick Brand

Sardines, Clams, Scallops,
Finnan Haddie,
Kippered Herring, Herring in Tomato Sauce.

Give us a trial order. We guarantee every tin.

YOURS FOR QUALITY,

Connors Bros., Ltd., - Black's Harbor, N.B.

Throwing Away Money

is all very well if you can afford it, but it is not necessary if you deal with the right house. Our prices will suit you.

VALENCIA RAISINS

Still selling ***"Fine Selected"*** and ***"Fine Off Stalk,"*** to arrive by first steamer via Liverpool. Very few remaining unsold.

OLD HOMESTEAD CANNED GOODS

Factory reports short pack on many lines. If you want to get in, send your orders ***at once.***

S. J. CARTER & CO.
Wholesale Grocers
58 McGill St., Montreal

Northrup & Company,

Wholesale Grocers,
Flour, Fruit and Fish

Saint John, N.B.

To obtain satisfied customers you should sell

BROWN'S CANNED CLAMS

Far superior to the fresh article.

We Specialize in

Standard Flour,
OLD GRIST MILL,
Coffee and Entire Wheat Flour

ABOUT PRIVATE PRICE MARKS.

(Continued from page 74.)

First Figure is Blind.

An even simpler way is to use merely one blind, as, 6,148.

Price would be $1.48.

Any letter or figure may be used for the blind.

One objection to this is that an article marked to sell at less than a dollar often is sold for more, and the scarcity of figures would lead the customer to believe that the price came in two, rather than three figures. This easily may be overcome by using an extra figure, a plus sign, or an x, before the number to make the price look greater.

This method often is used as a cost mark, the selling price being found by adding whatever per cent. profit is to be figured.

A new method of cost marking which would be almost impossible to solve, and yet one which the clerk could handle and learn easily, is the following:

For example, 61483: 6 is the blind; 148 is the cost; 3 is the figure which, multiplied by the cost, will give the selling price.

Curiosities in Cost Mark.

Often a buyer picks up a line of goods at a bargain which he either can afford to sell cheaply as a leader, or which he prefers to get a better profit from. By this system of marking he can get whichever price he wishes and still know the original cost simply by looking at his price mark.

There are some curiosities in price marks, which can be seen once in a while. For instance, a haberdasher in Clark street, in Chicago, uses Stevenson's "dancing man." The marks are curious but almost impracticable.

The solution is that the numbers correspond to the various parts of Stevensoo's famous "dancing man."

The various limbs must be made with care and even then there are frequent mistakes in the reading. The adoption of such a cipher scarcely is advisable.

Probably the best mark possible never has been used. It is most simple and could be adopted with great safety for it is practicaly unknown. There is no code to it, nothing to remember, nothing to figure out. It is simply this, in putting down a price mark merely use the preceding figure in the numerical scale instead of the real figure.

An article to be priced $17.50 would be marked 0649. What could be more simple? What could be more practical?

Or, by reversing the process the article priced at $17.50 would be marked 2861, according to the following table:

2 3 4 5 6 7 8 9 0 1
1 2 3 4 5 6 7 8 9 0

There are thousands of different price marks in use to-day, and more coming in, as the advisability of an exclusive mark grows upon the dealer. It is a business necessity, as is the frequent changing of the code or cipher for the sake of protection.

R. C .BROWN.

PIONEER GROCER GONE.

James Simpson, Hamilton, for Many Years Prominent in Wholesale Trade.

In the death at Hamilton on Aug. 13, of James Simpson, the Canadian wholesale grocery trade has seen pass away one of the pioneer wholesale merchants of Ontario. Particularly in the City of Hamilton will his death be deeply regretted in grocery circles. There for over fifty years, to be exact, fifty-three years, he has been a striking figure in trade. The late James Simpson was born in Corstorphine, Scotland, Sept. 17, 1832. Was apprenticed to the grocery trade in Edinburgh. After serving his time and acquiring a thorough knowledge of the business, he came to Canada in the fall of 1854, settling in Hamilton. Here he formed the wholesale grocery firm of Simpson, Stuart & Co., which became an energetic, progressive and leading factor in the grocery trade

The Late James Simpson, Hamilton.

of Ontario. After the dissolution of Simpson, Stuart & Co., he entered the grocery, brokerage and commission trade as James Simpson & Son, and until his retirement, five years ago, was a well-known figure in the jobbing trade of Ontario. He was for many years prominently connected with several Hamilton mercantile concerns, notably president of the Canada Clock Co. and the Dominion Insurance Co.

In his younger days, Mr. Simpson was an enthusiastic curler, and the well-known Simpson rink is still remembered by curlers of the 70's and 80's. It was this famous rink, skipped by Mr. Simpson, which brought the world's championship to Hamilton.

The late Mr. Simpson was twice married. He left one son by his first wife, William Simpson, of Winnipeg, and four sons and one daughter by his second wife. They are Mrs. R. S. McIndoe, of Toronto; James Simpson and R. R. Simpson, of Hamilton, Ont.; Arch. T. Simpson, of New York, and Edward Simpson, of Dawson City. Thos. Hood, Hamilton, and John Hood, New York, are stepsons.

The Canadian Grocer extends its sympathy to the family. The writer recalls many kind attentions and pointers given him by Mr. Simpson when he came into business contact with him in his apprenticeship days in Hamilton, and his optimism was a great encouragement and help, and his genial smile, cheery words and hearty handshake will be a pleasant memory.

THE SCARCITY OF LOBSTERS.

The Grocer was speaking to J. W. Windsor, Montreal, regarding the lobster scarcity, and having just returned from the east, he was able to give some interesting information regarding the past season.

"The weather was exceedingly rough this year," said he, "and the catch was small in consequence. Under ordinary circumstances, and with decent weather, we count upon having about seventy fishing days in the season; which opens April 20, and closes July 10. This year we could not start when the season opened, owing to the ice in the gulf, ice that stayed until well on in May. The result was that we were late in getting our traps set, and with the dirty weather we had all through, we did not get more than thirty to thirty-six fishing days in the whole season. Along the Gaspé shore it was very rough, and while it was bad enough in Prince Edward Island, conditions were slightly better and the catch may be considered fair when one remembers the weather experienced. I believe the packers are quite cleaned out, and anybody having lobsters to-day can get a good price for them, as there are no more to be caught until next spring.

"I believe the codfish industry is being harmed by the nasty weather also. They have all the fish they want down there, but not having favorable weather to dry them, they cannot take care of the fish and they are simply rotting on their hands.

"The kippered herring pack has been an average one. We are practically sold out for the season."

AN INTERESTING BOOK.

A very interesting little book, one well worth reading by any retailer, has just been issued by the Spatula Publishing Co., Boston. It is called "One Thousand Ways and Schemes to Attract Trade," and the matter therein is "gathered from actual experience of successful merchants." Irving P. Fox is the author. Contained in the book are numerous valuable hints on window dressing, paragraphs on trade winning ideas, stories of schemes which have built up declining trade, and other information equally valuable to the grocer and to the next retail merchant. It is worth reading.

EASY MONEY

There is no line in a grocer's stock that will pay him better to work up a trade on than

Halifax and Acadia Codfish

It's a line that once introduced will continue to increase in popular demand. The only reason why people have not in the past eaten more fish is because they couldn't get it prepared right. "Halifax" and "Acadia" are boneless and ready for cooking at a minute's preparation.

The most delicious of all imported Sardines is the

"King Oscar" brand

The care that is exercised in curing and packing and the absolutely pure olive oil used make the "King Oscar" Sardines the delight of the epicure. Your customers want the best if they want Sardines at all. They will want "KING OSCAR" brand once you sell them a tin.

For sale by leading jobbers.

John W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents HAMILTON.

LEONARD BROS.

Wholesale Fish Dealers

ST. JOHN, - N.B.

Packers of

Boneless and Prepared Fish

Finnan Haddies,
Yarmouth Bloaters,
Kippered Herring.

How the Grocer Can Increase His Business and Corner the Paying Trade.

You can increase your business steadily by stocking a brand of tobacco talked about all over the Dominion by the men who pay the bills. Every lover of the pipe who knows the real, genuine, soothing goodness of **T. & B.** will smoke no other tobacco.

T. & B.

is by all odds the best pipe Tobacco on the Canadian market. The Grocer who is wise enough to appreciate tobacco quality and its influence can easily make more money by stocking **T. & B.,** Cool, fragrant, delightful—not a nip in a ton of it. And

T. & B. sells more than Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Maritime Grocers!

How are profits? Sometimes they are anything but good and you are at your wit's end to increase them. If to-day they are not as you would wish, we can help you to build them up. We have a money-making proposition.

Hogen-Mogen and Royal Sport Cigars

are King pins in the profit way.

These cigars are standards of quality; the product of years of experience; the work of skilled cigarmakers who use absolutely the best tobacco obtainable. Consequently their sale is enormous; they are known and smoked everywhere good tobacco is appreciated.

For this reason it is easy to sell them, and our selling price being reasonable your profit is large, and you want large profits.

———Write us for further particulars.———

The Sherbrooke Cigar Company,
Sherbrooke, P. Q.

GROCERY STAFF PICNIC.

Jolly Outing for J. A. McCrea & Son's Employes, Guelph.

One of the jolliest crowds that Mr. Ted Spragge's four-horse tally-ho ever carried left the front of J. A. McCrea & Son's Noted Tea Store and China Palace, Guelph, Thursday of last week on the occasion of the staff picnic. The party, including the married men's wives, numbered twenty-one, and from the time that Bugler Alex. McGibbon started the stirring notes of the bugle, till the late evening, when he blew the last call, there was not a slow moment. It seemed as if the weather man had saved up a good day, and from the prosperous look of the country it does not look as if the hard times that are foretold will ever mature.

Arrived at Puslinch Lake, Mine Host Marriott conveyed the party in his gasoline launch-trailer to the island. There had been a considerable amount of discussion over the races, and from the fact that there were numerous and valuable prizes, the competition was very keen.

The programme was as follows:

Cigar Race—1, box of cigars, Mr. Jack Hack; 2, ash tray, Mr. Jos. Harris.

Unmarried Men's Race—1, cash prize, Mr. Charles Edwards; 2, monster water melon, Mr. William Dougherty.

Ladies' Early Call Race—1, cash prize, Miss Jean Weatherstone; 2, china jug, Mrs. Ethel Botts.

Ladies' 25 Yards, Backward—1, $1 coffee, Mrs. Ethel Botts; 2, 60 cents, coffee, Mrs. M. Dougherty; 3, 40 cents, coffee, Mrs. J. Weatherstone.

Men's Early Call Race—1, cash prize, Mr. Albert Vass; 2, china statute, Mr. Chas. Edwards.

Watermelon Eating Contest—1, 25 lbs. Snowdrift flour, Mr. Rex Holland; 2, jardiniere, Mr. A. Hack.

Married Men's 200 Yards, Dash—1, bunch bananas, Mr. Andrew Hack; 2, Mr. Albert Vass.

Soda Biscut Contest—1, 25 lbs. Snowdrift flour, Mrs. Edith Long; 2, china ornament, Miss A. Hack.

Sack Race—1, box eating raisins, Mr. Jos. Harris; 2, Mr. Jack Hack.

Ladies' 50 Yards Dash—1, Miss Letta Drever; 2, Master Stanley Vass(aged 8) allowed to run with the ladies.

Notes.

The cigar race was very amusing, the competitors had a lady apiece to assist them. The ladies each took a cigar and three matches to the other end of the course and the men raced to their partners. The ladies lit the cigars for the men and the first man back with a lighted cigar won. Everybody was in this race but Albert Vass, who is a non-smoker.

In the watermelon eating contest Mr. Rex. Holland and Chas. Edwards secured some snapshots. If they pan out we will publish them later.

In the married men's 200 yards dash Jos. Harris ran the pluckiest race of the day, and if he had not fallen he would in all probability have landed the bunch of bananas.

The lake is a beautiful spot, about nine miles from Guelph. It boasts of a hotel, gasoline launch, boating, fishing and summer girls. If we ever get a street car line down there and some extra attractions it will prove a most popular spot.

Even as it is, the picnic trade considerably helps business in the summer time.

Altogether, everybody said it was the best picnic they had ever attended. Everything went with a swing and a dash. When the prizes were being distributed the boys gave three ringing cheers for their popular head clerk, Joseph Harris, when he stepped forward to get his.

Everyone felt grateful for the Thursday half-holiday, which made the picnic possible and if they have the half-holiday next year the staff picnic is an annual affair.

A picnic like that makes a pleasanter feeling between employer and employe. It makes one feel that the whole staff is working agreeably for the common object—more business.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes

Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street,
Office and Sample Room: 188 St. Paul Street, Phone 1272,
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097

QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

EFFECTIVE ADVERTISING

HOW TO PRODUCE IT

Brief Talks Given Occasionally by T. Johnson Stewart.

A few candid friends point out to me that while I sling lots of ink about "Effective Advertising," yet, I fail—fail deplorably, in every attempt to describe, portray or reveal how to produce advertising that will sell goods. Now, isn't that cute? Here I sit enthroned in state, doubting many things soothing to the souls of the just, but fondly believing that my writings were as transparent as the heavens above, distinct as the first love of youth or the all-fired passion of an old maid, but, apparently, I've been hugging a whole series of delusions, and, of course, it's against my religious principles to hug anything quite so ephemeral. One of my wise friends called the other day. He looked grave and grieved. After reporting favorably regarding her ladyship, and the heir-apparent, my friend flung some copy on my desk, which he termed, "The Advertising Stunts of an Amateur." If I didn't carry an endowment policy I would print a few of these "stunts" for the amusement of the nation in general and the gayety of grocers in particular. They are all picturesque, some are pathetically so, and a few of them are balanced with sentences just as majestic and wilder than any that ever throbbed between the temples of Macauley. I read them over carefully, or seemed to do so, and the unknown advertising genius requested me to deliver an honest verdict instanter. But the Scotch were ever an obdurate race and politic. Policy caused "my tongue to clave to the roof of my mouth and devil a word could I spake." That's a free and somewhat Irish translation of Ovid's description of being up against a stiff proposition. Well, I was up against a moonstruck, silly giant, who had been toying with the wine when it sparkleth. And finally I said:

"Bill! that's superb advertising matter. It will boost your business like dynamite. Go home and swear out a warrant for the publisher's arrest because—because if that stuff had been set up properly, you'd been in a government position long since. I'll write to Sir Wilfrid to-day and have you railroaded to the Senate. A man with your ability shouldn't be tearing around loose. We must get you a job in the Cabinet at least."

Bill was too grateful to utter a word. He shook my hand kindly and went out to demonstrate to the citizens of this burg that he did not even belong to a collateral branch of the camel family.

* * *

Tell a man how to write ads.! Why, gentlemen! the thing can't be done. All that the best of us can do is to hint—and that somewhat vaguely—how good, sales-compelling copy can be produced, but I do not think that there is a man on the continent, earning a respectable salary, who could tell you exactly how he writes his ads. I have told you how most advertising might be made more effective; I've pointed out lots of things many grocers could and should do, and now I am going to make a long quotation from an article written on "Some Advertising Don'ts," by George P. Wadsworth. I don't quite agree with all the "don'ts" of Mr. Wadsworth, but I am convinced that his view-point will be extremely interesting to all men who are out for more business.

* * *

"The general advice of all experts and authorities on publicity is 'Advertise! advertise! advertise! Keep at it continuously; never stop.' In this article I want to give my readers a few of the Don'ts of advertising:

"Don't advertise unless you know how. It will only be waste.

"Don't advertise unless you have something to sell that is worth the price you ask for it. The public are fairly well educated, and if you fool them once, then you will not have a second chance. There are always some who are ready for a 'gold brick' or 'Spanish prisoner' chance, but these people, as a rule, are not much use to the regular trader.

"Don't think a simple announcement of you name and address in the paper will bring 'live' results.

"Don't put a good advertisement in the paper and let it remain issue after issue without changing.

"Don't advertise in the lowest-priced paper, simply because it sounds cheap. The paper with 20,000 circulation, at 3s per inch, is much cheaper than the one with 1,500 circulation at 6d per inch.

"Don't use papers that do not circulate extensively in the district whence you can draw your business.

"Don't be afraid of a little white space in your advertisement. Most advertisers like to put as much matter in their space as they can possibly get in. If yours has plenty of white showing it will stand out prominently and be seen more easily.

"Don't be over-persuaded to advertise in a theatre programme. I have found from practical experience that it does not pay.

"Don't take a page in a bazaar handbook. Visitors to a bazaar go to buy at the stalls, and are not interested in your business. If you want to help the cause for which the bazaar is held then give them a subscription, or else send them something they can sell.

"Don't use bill-posting stations unless you have something to sell that is in general demand all over the country. This form of publicity may occupy a place as part of an advertising scheme, but is not an advertising scheme in itself.

"Don't be too hard on the printer. It is a mistake to try and get his estimate down to the very lowest figure. In order to reduce the cost he will be compelled to take it out of the quality of work or paper. Just remember that the printer is in business to stay just the same as you are, and that it is his interest to please you and make you a regular customer. It is greatly against his interest to overcharge you. Of course, I take it for granted you go to a printer who can both set up your matter and print it well. The other sort of printer is no good.

"Don't use jokes or comic pictures in advertisements. They may be attractive and the public may laugh over them, but unless you are the editor of a comic paper they will fail in the purpose you have in mind, i.e., to sell your goods.

"Don't get into the habit of exaggerating your statements. Exaggeration is only a polite, honeyed name for Lying. The public are not slow to see through a lying advertisement, and, naturally, will place you and your store on a level with your announcement.

"Don't talk about price and forget quality. If your goods have quality, tell all about it. Price will be forgotten long before the quality.

"Don't go in for spasmodic advertising. If your appropriation is only small, then go in for small advertisements, but keep at it continually. One large fire occasionally under a boiler won't give any great result compared with a continuous small fire.

"Don't drop your advertising in the quiet seasons. This is the time when you should strive to make business. You will not only mend the quiet times, but the rush will be better when the season comes 'round.

"Don't use the same copy twice. Have fresh matter every time your advertisement appears. This may seem a tall order, but the advertisers who are getting the best results are those who always change the copy.

"Don't try to sell everything in your line of business. Specialize and keep good stocks. Advertise a few lines until you have impressed the public that your store is the store for that class of goods. Better have a good trade on a few lines than a moderate turnover on many different kinds.

"Don't think that everybody knows you and your store, and that you are so well known that there is no need to advertise. The new firm advertises, and in time will be much better known than you, if you don't adopt modern methods and advertise.

"Don't forget that there are experts in advertising.

"Don't think that advertising is simply a hit or miss affair. "Scientific publicity" pulls business, and if you pay for an advertisement that brings results it is much better than filling space with copy that does no good.

"Don't regard your advertising costs as expenses; they are an investment, and the value they attain by persistent and consistent advertising is one of the finest elements of 'good will' in any business."

* * *

We do not reproduce any ads. this issue, because out of a number sent in we have none to suit our space. Next issue we intend to reproduce an ad. written for a retail grocer by an advertising expert. It will pay you well to study its make-up and general style.

BIRKMYER'S WATERPROOF FLAX-CANVAS

Thousands in use.

Best Waterproof in the country.

Just as cheap as the common ones, but **infinitely better.**

For Horses, Wagons, Feed-bags, Capes, etc., etc. All styles and sizes in stock.

Samples cheerfully furnished

TOBIN TENT, AWNING and TARPAULIN CO.

Ottawa 201 Sparks St. | *Toronto* 125 Simcoe St. | *Montreal* 28 St. Peter St.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

GROCERY CLERK Wanted.—A competent man to take charge of our Grocery Department. Give experience and state salary expected. Must understand window dressing. Geo. G. McKenzie & Co., Campbellton, N.B.

FOR SALE.

FOR SALE.—General Store Business, principally lumbering trade; Dwelling, Store and Warehouse also. In a good Lumbering District in Western Ontario. Stock about $6,000; Annual turnover $40,000. This is a rare chance; no opposition; satisfactory reasons for selling. Box 157, Canadian Grocer, Toronto.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

CANNING FACTORY THAT NARROWLY ESCAPED DYNAMITING IN ESSEX

The accompanying illustration shows the factory of the Essex Canning Co., which, like most buildings in the town, had a narrow escape from destruction when the car of dynamite exploded there recently. As it was, every pain of glass in the building was broken and the upper storey was slightly disarrayed, but none of the machinery was injured and after the commotion had subsided and the muss cleared away, work was resumed as usual. The factory was four blocks from the explosion and was largely protected by the town hall which stands between it and the station.

Operations on tomatoes were begun at the factory last week. Mr. Ball, the manager, in conversation with a representative of The Canadian Grocer yesterday, said his factory would put up this season the largest pack of tomatoes ever put up by a single factory in Canada. Since last season he said they had doubled their capacity, and they had 400 acres of a splendid crop. The outlook for the pack of both corn and tomatoes was excellent he said. The quality of the corn was good, too. The total pack in the province, he thought, would be smaller than last year. More packers were putting up peas this year, but the pack would be short notwithstanding.

The Essex canning factory which escaped the dynamite explosion.

PURE FOOD A RELIEF.

"Talk about the grocery trade being antagonistic to Dr. Wiley and the rest of the Pure Food authorities," said a New York jobber the other day; "people don't know what they are talking about. I don't believe there's a reputable jobber in the country who won't hold up both hands and vote the law an emphatic success. When we get it all running right there will be some pleasure in being a grocer and selling the nation food that is food.

"We had no idea how far away from decency we had drifted in this matter of serving up goods that would sell, rather than goods that were wholesome and entirely suited to health. Manufacturers had evidently been blinding themselves to the real welfare of the consumer in their race to put out the goods that would sell best. They were bleached and colored and artificially flavored and preserved till there was real danger, let alone an undesirable uncertainty, and we were so engrossed in the commercial side of the question that we entirely forgot the consumer. It was time the Government called a halt, and when we get over the trouble of readjusting things, of packing things as nature made them, of leaving them their natural flavor and color and of telling the truth on the labels, there will be some satisfaction in being a grocer."

GENERAL BISCUIT CO.

H. B. Grubbs, a St. Louis man, has formed a $30,000,000 biscuit company in New York, known as the General Biscuit Co., and a consolidation of about 100 independent biscuit baking companies. It is said that two strong financial institutions in New York are financing the concern and that New York will provide the chairman of the board of directors.

MERCHANTS' OWN FAULT

If Farmers Buy From Mail-Order Houses—A Farmer's View.

A farmer makes a few statements in answer to the occasional articles that appear in print about the mail order houses. He tells merchants that if they quoted prices and facts as do the mail order houses they would obtain more business as a result. He says:

"If the mail order houses get $100 each month out of this county that belongs to the home merchants the fault is with the merchants themselves. The mail order houses advertise and give us prices on everything they offer for sale. They tell us what they have and what they want for it. Of course, we get soaked once in a while, and if we do, we can try some other house. Most of the home merchants who advertise at all, don't quote prices. They neglect to tell us what we want to know—the price. Of course we can go to the store and ask the price of this article and that, but you know how it is, one doesn't know so well, exactly, what he wants to buy when he gets in the store as when he is at home. And here is where the mail order houses make their hit. They send us their advertising matter into the homes and we read it when we haven't anything else to do, and every member of the family who reads their stuff usually finds something that he or some other members of the family wants, and many orders are made up and sent out just at such times.

"Right here is where the home merchant falls down. If he talked up his business to us in our homes the same as the mail order houses do, the people would be in to see him the next time they came to town, and in many cases extra trips would be made to get the things at once that we didn't know we wanted until they were brought to our attention.

"The home merchant can save the expense of getting out a catalogue. We people read the home papers more carefully than we do a catalogue and if the merchant wants to talk business with us, let him put his talk into the home papers, and put it in so that we know he means business. The home merchant, likely, nine times out of ten, sells his goods as cheaply as the mail order houses, and I believe on many things they are much cheaper, but how are we to know it if he doesn't tell us about it?

"A merchant must not think that even his best customers know his goods so well that they can tell what he has without being shown.

"It is none of my business how the home merchant runs his business, but I don't like to see these roasts in the paper all the time about us fellows who get a little stuff shipped in once and a while, and never anything said on the other side. There are always two sides to a question and I have given you mine. If it is worth anything to you you can take it."

If you desire to handle High Class English Specialties, then order from your wholesaler,

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.

AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:

GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to

HIS MAJESTY THE KING — *H.R.H. THE PRINCE OF WALES*

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.

There's a Peculiar Satisfaction

in offering what you know to be the very best to your customers. That class of goods yields a remarkable percentage of profit also, as you know.

Purnell's

Sauces—Pickles—Vinegar

stand at the top rung of the ladder of quality. They are thoroughly reliable English goods, in a class by themselves.

They Satisfy Particular People.

PURNELL WEBB & CO., Ltd.

Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

R. JARDINE, - - - - - ST. JOHN, N.B.
H. HAZARD, - - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - - HAMILTON, ONT.
CARMAN-ESCOTT CO., 722 Union Bank WINNIPEG MAN.
C. E. JARVIS & Co., - - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East - TORONTO.
MESSRS. ERB & RANKIN, Commission Brokers - HALIFAX.

CENTRAL CANADA

EXHIBITION

AT OTTAWA

September 13th to 21st, 1907

$15.000 in Cash Premiums with 37 Gold Medals as Special Prizes

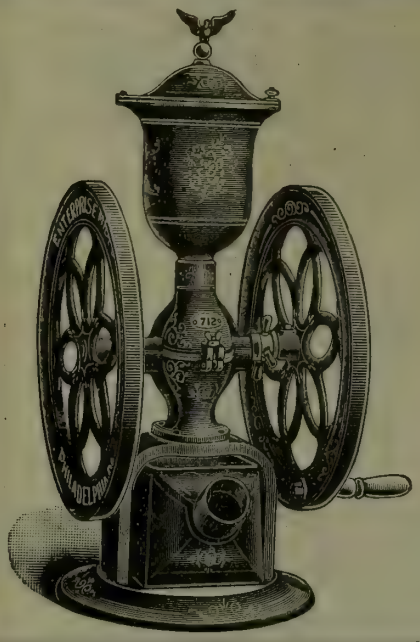
Fine grounds and up-to-date buildings

The best special stand attractions and a grand night show

Exhibit of Live Stock always a feature

Write E. McMahon, Secretary, for all information

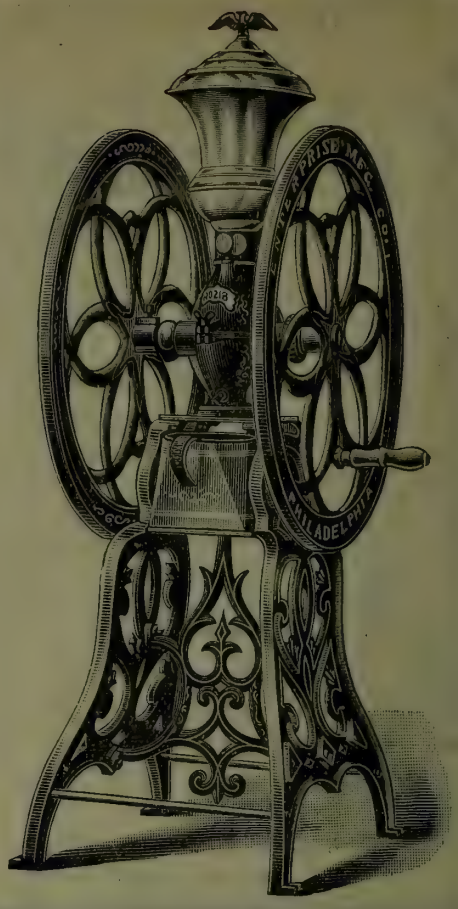
MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.

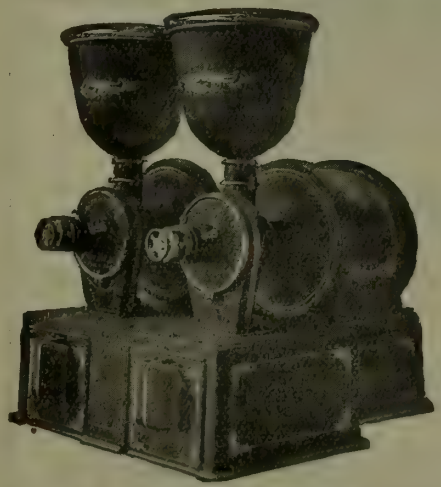
PHILADELPHIA, U.S.A.



COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

The PERFECTION CHEESE CUTTER

This Cutter has been giving complete satisfaction for over four years to **many thousands of Retail Grocers.** Any one of them will tell you **"it paid for itself in the first ninety days"** in time, accuracy and the saving of scraps. **You sell all your Cheese and make an absolute Profit** of as much as you desire. **It attracts and satisfies a new Cheese trade.**

Be sure you are getting a **Perfection. There is no other as simple, as accurate, or as good.**

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., Indianapolis, Indiana

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

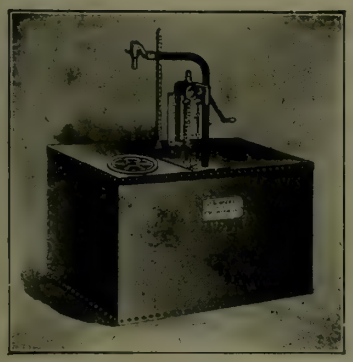
CANADIAN CASTILE SOAP

sells more than soap. It is pure—the only distinctly Olive Oil Laundry Soap on the Canadian market. Women talk about **CANADIAN CASTILE SOAP** in a way that pleases the man who stocks it. It does sell more than soap!

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

A FIRE-PROOF OIL TANK



Cut 19—FIRST FLOOR OUTFIT.
Any Size, any Capacity.

That's the Bowser Self-Measuring Tank

BECAUSE—

The Bowser is leak proof, evaporation proof and waste proof. It prevents spilling and overflow. With it there are no oil-soaked floors, no oily waste, measures, funnels and cans, no explosive vapors. The oil in the tank cannot get out nor can fire starting from some other cause get to the oil.

As an insurance policy alone the Bowser will pay you, for it's the only tank that is always safe—the only fire-proof oil tank.

It is always the most economical, the cleanest, the most convenient and the greatest labor-saving oil tank possible to secure.

Explained in Catalogue B. Send for it.

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto, Ont.

If you have an old Bowser and want a new one, write us for our liberal exchange offer.

Past Due Accounts.

We have just issued an eight page booklet regarding our Collection Department. If you have not received one write us. It will interest you.

The Beardwood Agency

Claims, Collections and Commercial Reports

313, New York Life Bldg., MONTREAL

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
CANADIAN GROCER
Montreal and Toronto.

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

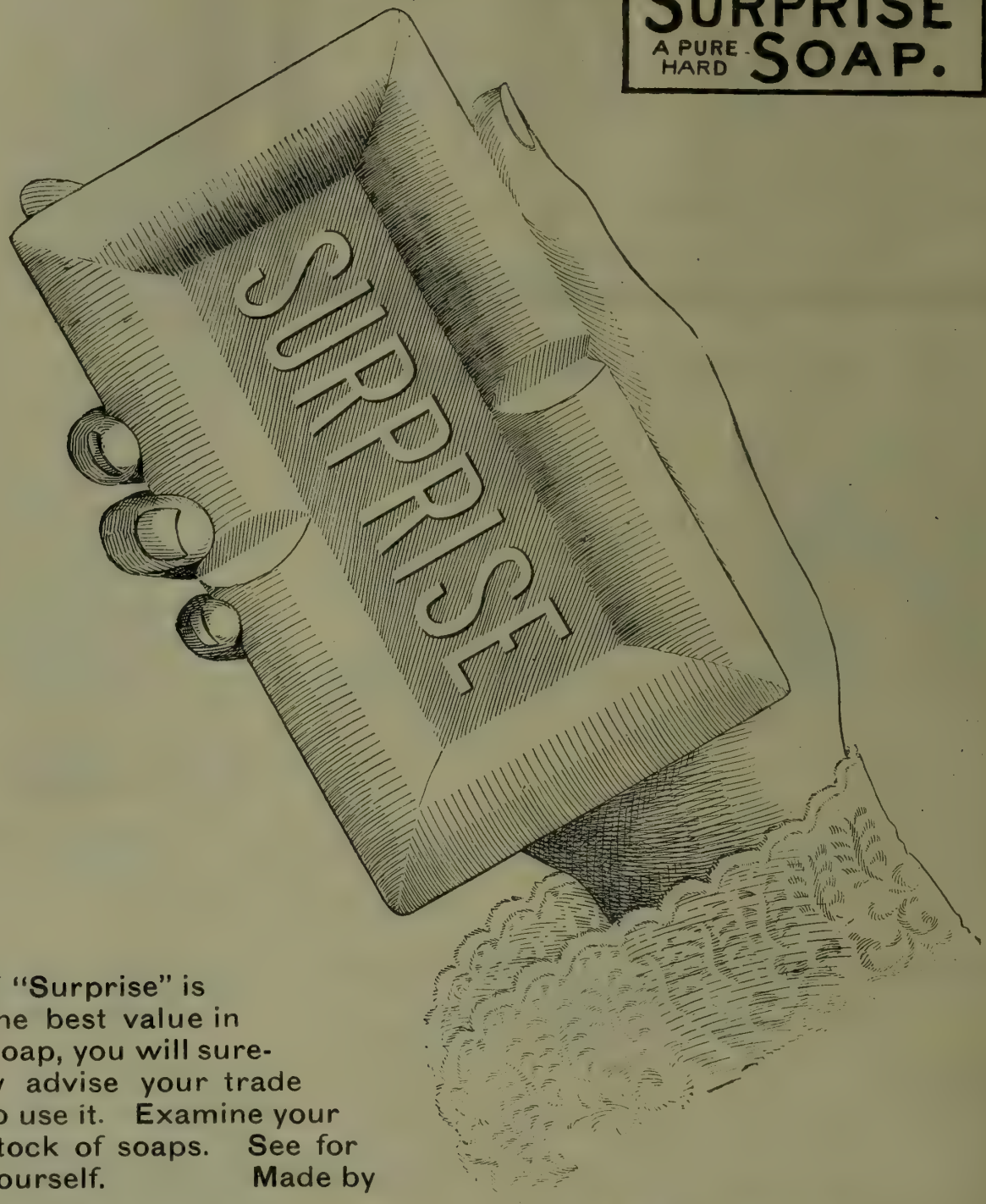
Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

SURPRISE
A PURE HARD SOAP.



If "Surprise" is the best value in Soap, you will surely advise your trade to use it. Examine your stock of soaps. See for yourself. Made by

The St. Croix Soap Mfg. Company

Factory at ST. STEPHEN, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, West Indies

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Aug. 30, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 [illegible]
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 4[illegible]
6-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ¼ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ¼ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, packed 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Beverages.

JOHN HOPE & CO. AGENTS.

Cantrell & Cochrane's aromatic ginger ale, cases, 1 doz	1 30
Casks, 1 doz	1 25
Dry Imperial ginger ale, pts, cases 5 doz	1 40
Dry Imperial ginger ale, ½ pts., cases 10 doz	1 00
Club soda water cylinders, cases, 10 doz	1 25
Club soda water cylinders, cases, 5 doz	1 30

Not less than full package.

Blue.

Keen's Oxford, per lb	$0 12
In 10 box lots or case	0 10
Gillett's Mammoth, ¼ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

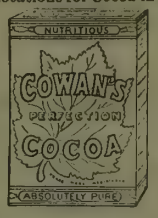
Cereals.

Wheat Oil, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2. 5 and 10-lb. tins, "	0 18
London Pearl per lb.	0 25
Special quotations for Cocoa in bbls., kegs, etc	



Chocolate—	
Queen's Dessert, ¼-lb. cakes, 12-lb. boxes per lb.	$0 38
Vanilla, ½-lb. cakes, 12-lb. boxes per lb.	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s 12-lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, 2 c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 4 doz. in case per doz.	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb.	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	2 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 [illegible]

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, ½, ¼, 1 and 5-lb. tins	0 44
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ¼-lb. cakes 6-lb boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 42
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 38c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 39c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 40c.	
6 lb. boxes, 12 boxes in case, ¼-lb. tins, 41c.	
12-lb. boxes, 6 boxes in case, 41c.	

Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 30c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 30c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 32c.	

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs., 33c	
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs., 33c.	

Milk chocolate—	
50 5-cent pieces to box, per box	$1.65

Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.65
6-lb. bxs. 12 bxs., in case, ½-lb. tins	28c
6-lb. bxs.. 12bxs. in case, ¼-lb. pkgs.	28c

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	24c.
6-lb. " 12 " " ¼-lb. "	24c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
¼ and ½ lb. "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
⅛ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—			
In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

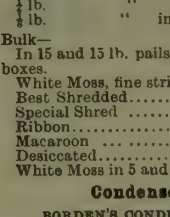
White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	

100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	35c

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4 doz. per doz.	1 75
10 " "	4 " "	3 00
Rep. quarts,	1 " "	6 50
Imp. "	1 " "	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

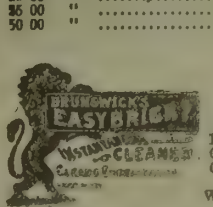
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
35 00 "	8 "
50 00 "	[illegible] "

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

Unexcelled in their line and the most perfect milk products of the day are

BORDEN'S BRANDS

"EAGLE BRAND" Condensed Milk
and **"PEERLESS BRAND" Evaporated Cream**

Every grocer in Canada knows them. Let your customers profit by your knowledge—stock them.

WM. H. DUNN, AGENT

27 Front Street East, TORONTO.

394 & 396 St. Paul St., MONTREAL.

(Unsweetened)

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, *LONDON, - ENG.*

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

		Per case.
Bottles 1-oz., case of 2 doz		$3 20
" 2 " " 1 "		3 00
" 4 " " 1 "		4 50
" 20 " " ½ "		4 75
" 20 " " 1 "		9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 1c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.		$1 00
7-lb. tins, 2 doz. in case	per lb.	0 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate	per lb.	0 07
7 and 14-lb. wood pails	per lb.	0 07
30-lb. wood pails	"	0 06½
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case, per doz.		1 00
7-lb. tins, 2 doz. in case per lb.		0 07½
5 and 14-lb. wood pails, 6 pails in crate	per lb.	0 07
30-lb. wood pails	"	0 06½
Home Made Jams—absolutely pure—		
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	$1 60
5, 7, 14 and 30-lb. pails, per lb.		0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces		$0 11½
½-bbls.		0 11½
Tubs, 60 lbs		0 11½
Pails		2 33
20-lb. tins		2 23
Cases 3-lb.	"	0 12½
" 5-lb.	"	0 12
" 10-lb.	"	0 11¼

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. $0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
(fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	" 1 75
" 20 5-lb. cans	" 1 50
"Purity" licorice 10 sticks	" 1 45
" 100 sticks	" 0 70
Dulce large cent sticks, 100 in box	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz		2 90
Pint " 2 " "		1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz		2 90
Pint " 2 " "		1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case

1 case of 4 doz	$3 60
3 cases of 4 doz	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per dos.	$1 40
" ½-lb. tins	"	2 50
1-lb. tins	"	5 00
Durham 4-lb. jar	per jar.	0 75
" 1-lb. jar	"	0 25
F. D ½-lb. tins	per doz.	0 85
" 1-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
½-lb. tins	per lb.	$0 35
¼-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 30
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
½-lb. tins	per lb.	25
¼-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
1-lb. jars	"	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—		
Minerva, qts. 12's		$5 75
" pts. 24's		6 50
" ½-pts. 24's		4 25

JOHN HOPE & CO., AGENTS.

Barton & Guestier Olive Oil—	
Quarts, 12's	$ 8 50
Pints, 24's	9 50
½ pints, 48's	10 50

Less 5 per cent. discount.

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz.	$1 00
Home-made, in 1-lb. glass jars	"	1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 07
Golden shred marmalade, 2 doz. case,	per doz.	1 75

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz.,	per doz.	0 90
Pint " 3 doz.		1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs. per box, $2

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages		$2 75
No. 2, " 120 ½-lb.	"	2 75
No. 3, " {30 1-lb. {60 ½-lb.	"	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 [illegible]
5 cases	3 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" " black	"	15 30
Oriole soap	"	10 20
Glorioia soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 1-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06
Benson's enamel per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons boxes of 40 lb.	0 5½0
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 200 lb.	0 05½
Kegs, 100 lb.	0 05½
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 07½
6-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb fancy boxes, cases 36 lb.	0 07½
Canadian Electric Starch	
Boxes of 40 fancy pkgs.	[illegible]
Celluloid Starch—	
Boxes of 45 cartons, per case	

Wood's Package Ceylon Teas

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

MAY QUEEN, PRIMROSE, GOLDEN ROD and FLEUR DE LIS are packed in full weight, air-tight tin cubes—the most practical and satisfactory package for the Consumer.

From the finest product of the world the Teas are culled for these delightful packages—whose Trade-Mark guarantees unchallenged Purity and Superiority.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

Culinary Starches—

Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.
pkgs., cases 5 doz., per case.. 4 75
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06

Laundry Starches—

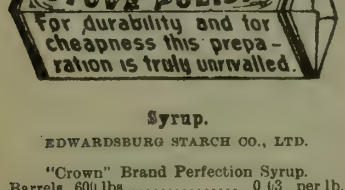
No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 06½
Ivory Gloss, 3-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 48 lb.	0 07½
Akron Gloss, 1-lb. packages, 40-lb	0 06
Coldwater Ivorine Starch, per box, 40 pkgs.	2 50

OCEAN MILLS

Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 00
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03½ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lbs.	1 15 each
3 " " 38½ lbs.	1 60 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.
Empire Maple Syrup—
Cases 24, pts.. 2 50 Cases, 24 qts.. 4 80
Cases 12, ½-gal 4 80 " 6 gals.. 4 50
" 1, 5-gal 4 00
54 lots prepared up to 40c. rate.
Empire Golden Syrup—

Cases, 24—2's.	2 25	Bbls. per lb.	0 03
" 12—5's.	2 55	½-bbl. "	0 03½
6—10's.	2 50	Kegs "	0 03½
3—20's.	2 45	Pails, $1.50 and $1 60	

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03½ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lb.	1 15 each
3 " " 38½ lbs.	1 60 "
2-lb. tins, 24 in case, per case	2 25
5-lb. " 12 " "	2 55
10-lb. " 6 " "	2 50
20-lb. " 3 " "	2 45

Teas.

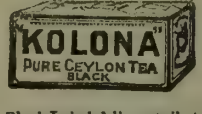
SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, ½'s	0 44	0 60

Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.	0 22	
Green Label. " 40c.	0 28	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 42	
Gold Label, " 80c.	0 55	

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, 1 lb.	0 20	0 25
" " ½ lbs.	0 21	0 26
Black, green, mixed, 1 lbs. & ½s.	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s.	0 20	0 25
Crimson "	1's and ½'s.	0 22	0 30
Green "	1's and ½'s.	0 25	0 35
Blue "	1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s.	0 36	0 50
Gold "	1's, ½'s, ¼'s.	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale	Retail.
Yellow Label, 1's and ½'s.	0 20	0 25
Green Label, 1's and ½'s.	0 22	0 30
Blue Label 1's and ½'s.	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s.	0 30	0 40
White Label, 1's, ½'s and ¼'s.	0 35	0 50
Gold Label 1's and ½'s.	0 42	0 60
Purple Label, ½'s and ¼s.	0 55	0 80
Embossed, ½'s and ¼'s.	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 560 ½-lb. } 120 ¼-lb.	0 35
" " 80 1-lb. }	0 37

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s.	$0 35	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 50-lb. "	....
"Condor" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....
"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and 1s	
60-lb. cases retail,	0 27½ at 0
Grey Label, ⅛s, ¼s and 1s,	
60-lb. cases retail	0 30 at 0 33

"Condor" Ceylon black tea in lead packets

Yellow Label, ⅛s and 1s,	
60-lb. cases retail	0 35 at 0 36
Blue Label, ⅛s, ¼s and 1s,	
50-lb. cases retail	0 40 at 0 30
Red Label, ⅛s, ¼s and 1s,	
50-lb. cases retail	0 50 at 0 34
White Label, ⅛s, ¼s and 1s,	
50-lb. cases retail	at 0 4

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 26
No. 4 "	0 20
No. 5 "	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 48
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 [illegible]
Chewing—Currency, 12s. and 6½s.	0 48
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-5	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 32½
Condor, pure distilled	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S LIME JUICE CORDIAL

"A high-grade lime juice cordial affording the dealer a fair profit." The opinion of a large dealer on Batger's Lime Juice Cordial.

ROSE & LAFLAMME

Agents

MONTREAL and TORONTO

"The man who rests on his oars is apt to be capsized by the breakers."

The grocer who is slow to take up a good thing is not likely to be successful in business. If you are not already handling

PATERSON'S WORCESTER SAUCE

we would advise you to get in line.

ROSE & LAFLAMME,
Agents, MONTREAL and TORONTO

PURITY

AND

MODERN METHODS

There's the whole story of the excellence of

RIVERDALE BRAND CANNED GOODS

From the very moment the fruit and vegetables —the best that can be procured—are selected, to the time the product leaves the factory.

Riverdale Brand Pays Good Profits

The Lakeside Canning Co.

LIMITED

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Wholesalers!

We desire to inform you that we have opened an office in

Paris, France, 20 Rue Reaumur

The possession of this branch will enable us to **expeditiously** procure the products of any French, Italian, or Spanish manufacturer desired by our patrons.

Full information regarding our specialties will be furnished on request.

Any wholesaler not at present receiving our price list will oblige us by informing us of the fact. Let us know also **what lines particularly interest you.**

Leon Fontanel & Co.

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McLauchlan, Sons & Co., Owen Sound.
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Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
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Canadian Canners, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Lea Pickling & Preserving Co., Simcoe.
Napanee Canning Co., Napanee.
Old Homestead Canning Co., Picon.
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Empire Tobacco Co., Montreal.
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Tuckett, Geo. E., & Son Co., Hamilton.

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Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
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Canadian Cocoanut Co., Montreal.

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Gillett E. W., Co., Toronto.

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Truro Condensed Milk Co., Truro, N.S.

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Imperial Extract Co., Toronto.

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Methven, James, London, Eng.
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Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
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Kinnear, Thos., & Co., Toronto.
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Lucas, Steele & Bristol, Hamilton.
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McBride, John T., & Co., Montreal.
McWilliam & Everist, Toronto.
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Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
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Turner, James, & Co., Hamilton.
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Holmes, W. G., & Co., Calgary, Alta.
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Ryan, Wm., Co., Toronto.
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Greig, Robt. Co., Toronto.
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McCready, Thos. & Son, St. John, N.B.
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Minto Bros., Toronto.
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Yeast.
Gillett, E. W., Co., Toronto.

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WHOLESALE GROCER and COMMISSION MERCHANT

DEALER IN

Flour, Meal, Dry and Pickled Fish, Fish Oil, Etc.

DRY and PICKLED FISH A SPECIALTY.

Nos. 27 & 28 South Market Wharf, ST. JOHN N.B.

Telephone No. 284.

STONEWARE JARS

of every description and size.

Specia shapes to order.

The TORONTO POTTERY CO.
LIMITED
Toronto, Canada
Write for Catalogue

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, - ONTARIO

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
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Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

The Soda of Merit

"Cow Brand" Baking Soda

has solely through its superior merit established itself in the heart of every careful housewife in Canada. That which pleases her is a good thing to stock.

NOTE :—"Cow Brand" Baking Soda is put up in packages only.

For sale by all jobbers

CHURCH & DWIGHT
Manufacturers
MONTREAL

"BETTER TO-DAY THAN EVER."

WETHEY'S

Condensed Mince Meat

WAS ALWAYS GOOD

But it is better to-day than ever. Results are what count.

TRY IT **3 doz. to a case**
All Jobbers

J. H. WETHEY, LIMITED
ST. CATHARINES

"EMPIRE" Brand

All Up!

Rolled Oats
Pickles
Jams

See what we can do for you in these. The trial will please you both as to prices and terms.

PRUNES

We have something cheap to offer you for September shipment. Get your orders in.

6 free phones
USE THEM.

LUCAS, STEELE & BRISTOL,
Wholesale Grocers,
HAMILTON, - - - - ONTARIO

The Wants of Women——Study Them

MR. GROCER! You may invest more money in your business; you may advertise the best lines of staple groceries on earth; you may know your trade from beginning to end; but—unless you know and study the wants of women—your business acumen will avail you nothing in the struggle for commercial supremacy. Women, consciously or no, dictate the policy of the business world, and no merchant is great or powerful enough to ignore their decision. Now, sir! since these facts are indisputable, and since the women of Canada have almost unanimously declared that

OLD HOMESTEAD BRAND

of **Canned Goods** is peerless—beyond compare—surely you owe it to yourself to stock and talk the brand which clinches both reputation and profit. No brand of Canned Goods on the market can do more for you than **Old Homestead.** That much we are positive about. But the particular and economical housewives of Canada are just as positive that

OLD HOMESTEAD BRAND

is so much superior to the next best brand of Canned Goods that there is no comparison. And there are strong reasons for their belief. All the goodness of succulent fruit and fresh vegetables is retained in **Old Homestead Brand.** The name stands for surety of purity and that palate-pleasing, appetizing flavor which has made the brand famous.

IT PAYS TO STOCK THE BEST

The Old Homestead Canning Co.

PICTON, ONTARIO

G. E. BARBOUR COMPANY, Limited

Wholesale Grocers

Importers **Manufacturers**

Proprietors of Maritime Spice and Coffee Mills

SAINT JOHN, N.B.

Importers and Roasters of **Coffees**

Importers and Grinders of **Spices**

Manufacturers of

Fine Extracts and **Baking Powders**

The careful dealer knows that quality counts on these goods.

You can buy direct from the Mills—everything Pure, Fresh and Strong.

BARBOUR'S "QUALITY COUNTS"

G. E. BARBOUR COMPANY, Limited

SAINT JOHN, N.B.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

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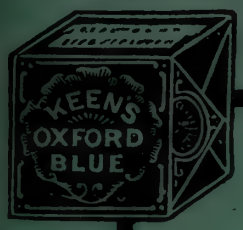

The support of the consumer has been the best advertisement.

Keen's Oxford Blue

Their judgment is your guide as to what to buy.

For sale by all jobber

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

There will be from now on a demand for Table Syrup. Your experience in the past will endorse re-ordering the best Corn Syrup on the market—

"Crown Brand" Table Syrup made from selected white corn and a perfect syrup

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

o t. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

Xmas Plum Puddings in Bowls

prepared by **CROSSE & BLACKWELL,** Ltd., London, England.

These puddings in bowls will appeal to those who **DISLIKE GOODS PACKED IN TINS.**

High Grade goods, cleanliness in manufacture, rich fruity flavor, these puddings will suit your customers. Try them. An order with your wholesale house will bring them to you.

CROSSE & BLACKWELL, LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS:

C. E. COLSON & SON,

MONTREAL.

The Turned-Down Corners

Here and there in the Ledger of Life you have turned down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

To-day, turn down a corner deep and wide to remember this one sure fact : **"Quality is remembered long after price is forgotten."** Every time you come to that particular page—remember. Every time you try to sell inferior quality, think of the turned-down corner—what it stands for, and what it really means to your success.

Taylor's Candied and Drained Peels

Made in England from the best Corsican peels only. Prepared from finest selected whole fruits—***not*** from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

"Cox's" Gelatine

Quality always the same—always the best and purest.

Both Powdered and Shredded

You never have a dissatisfied customer who uses

—Cox's—

These are the best money can buy

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal
84 Victoria Street, Toronto.

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad." Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

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T. A. MACNAB & CO.
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St John's.
Codes: A, B, C, 5th edition, and private.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

You Don't Throw Good Money
After Bad when you employ
RICHARD TEW & CO.
to collect your outstanding accounts. You get yours—or we get nothing.
23 Scott St. and 28 Front St. East
TORONTO, ONT.
Established 1890

Evaporated Apples
White Beans
on Spot
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

TORONTO.

SELECTED VALENCIA RAISINS
BEST BRANDS
Now in Stock.
Anderson, Powis & Co.
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VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

A. G. STUART
Commission Broker
Correspondence Solicited
P.O. Box 1163, Vancouver, B.C.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

TWO WAYS of making money selling cigars

The First

Selling cheap goods
with a long profit—
(You won't sell many)

The Second

Selling a good line with
a reasonable profit—
(You'll sell lots)

The "second way" is the better—Sure profits and increasing trade

If you decide on the "second way" you'll have to have our

"ANCHOR CIGAR"

The best 5c. straight on the market—and there's more profit than some other 5c. lines.

Send us your orders

The EBY, BLAIN CO., Limited

Wholesale Grocers **TORONTO**

IF YOU DON'T STOCK

Blue Ribbon Tea

YOUR CUSTOMERS WILL GET IT ELSEWHERE **WHY LOSE GOOD BUSINESS?**

Samples and prices with full particulars from

THE BLUE RIBBON TEA CO., LTD., 12 Front St. East, TORONTO

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

CARMAN-ESCOTT CO.
Wholesale Grocery Brokers and Agents
Established 1887
722-723 Union Bank Building
WINNIPEG, MAN.

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

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EDMONTON.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHEWSON, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.
FOR SALE BY ALL DEALERS

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
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Wide Awake Manufacturers
know **best results** are obtained by
Active Resident Agents
Your line will be in **good hands** if placed with
JNO. J. WATT
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Good References TORONTO, ONT.
Special Attention to Advertising

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

TRADE WINNERS.
Pop Corn Poppers, Peanut Roasters and Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

BUSINESS CHANCES

Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

A Pleased Customer is Your Best Advertisement

To please your customers **sell** only **Canned Fruits** and **Vegetables guaranteed** by the **Canadian Canners,** Limited. Brands as follows:

"Aylmer," "Little Chief," "Auto," "Log Cabin," "Horseshoe," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," and **"White Rose."**

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

"SALADA"
Quality
And
"SALADA"
Value

Is Best for you in a thousand ways---Our warrant for this conviction is the enormous and ever increasing sale. All argument to the contrary availeth "NOTHING."

Our Sales Show
22%
Increase This Year Over Same Period Last Year

Wholesale terms and samples on application to the

"SALADA" Tea Co.,

Toronto Montreal New York

A cordial invitation to our elegant display at the Toronto Fair is given to all

PHENIX WASHING POWDER

THE LEADER

Demand for ***Phenix*** is so general that the grocer must handle it if he is to hold his trade.

Phenix Powder is of such excellence for all sorts of scouring and cleaning that it has won a ***permanent*** place in the households of Canada and this is demonstrated by the large number of orders we are receiving from the grocers of the Dominion.

You should handle ***Phenix.***

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

Sole Canadian Distributing Agents

Strictly on merit, year by year, there grows the demand for

STERLING BRAND PICKLES

These pickles are on popular call by consumers, and for this reason it is profitable for grocers to keep well stocked.

Made in Canada By

The T. A. LYTLE CO.
Limited

TORONTO, - CANADA

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street.
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	*KINGSTON*
GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
CARMAN, ESCOTT CO.	*WINNIPEG*
C. E. PARADIS,	*QUEBEC*

When Buying Your

Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & CO." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off Stalk

They Will Please You

AGENTS—
ROSE & LAFLAMME, *MONTREAL TORONTO*

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

"O.K."

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Cinger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts, 74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD., LONDON, Eng.

Telephone, Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

TEAS— Fresh consignment of our 40 and 50c. Ceylon Blends. Packed in 50-lb. Boxes.

These Teas, by their uniformity and excellent drawing qualities, have established themselves with the trade. Will be pleased to send samples.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Purest and Best

Windsor Salt

In order to avoid delays incidental to car shortage, we beg to suggest that orders be sent as soon as possible.

The Canadian Salt Company, Limited

Windsor, Ont.

JAPAN TEAS

"Since my last advices there has been no change in the market. I have just to hand several lines of desirable Teas. Kindly ask for samples and particulars."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Tartan BRAND

SIGN OF PURITY

WAGSTAFFE

THE ONLY

PRESERVES, JAM and MARMALADE

The finest in the world and **made in Canada.** Pure Fruit and Sugar only. Buy your year's requirements while you can. Write, phone or see our travellers for further information.

Wagstaffe's Fig and Lemon, to sell at 15c.

Long Distance Phone 596. Free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

KEEP IT HANDY!

"CAMP" is worthy of a place on your counter—the foremost place. Every bottle you sell verifies our advertising and proves—to somebody—that "Camp" is just as delicious, wholesome and economical as we say. Not only so—but

"CAMP" Coffee

sells quickly and easily, and affords the distributor a very handsome profit.

Your Customers are looking for "Camp."
Keep up your stock and let it be seen.

Manufactured by R. Paterson & Sons, Coffee Specialists, Glasgow

AGENTS:— ROSE & LAFLAMME, MONTREAL

Lots of Ladies Come to Your Store

for their Laundry Soap. Why don't you sell them Toilet Soap as well? You can, when you have

"ROYAL CROWN"

Witch-Hazel

Toilet Soap

It is a perfect skin soap—keeps hands and face soft and smooth. You can build up a splendid trade with it. Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto Ontario Agents.

Wm. H. Dunn, 594-596 St. Paul St. Montreal Agent for Quebec and Lower Provinces

E. NICHOLSON

B. H. BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

Nicholson & Bain,

WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS

Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS:

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY **WINNIPEG** **EDMONTON**

ESTABLISHED 1882.

Mr. Grocer! Are You Sure That You Are Safeguarding Your Profits?

I am aware of the fact that no Grocer would deliberately endanger his margin of profit; but unless you stock and recommend the famous

E. D. S. Brand
JAMS and JELLIES

you are not taking the necessary precautions. ***E. D. S. Brand Jams and Jellies*** are the wholesomest, purest and best manufactured in Canada. Government inspectors say so. ***Ask for the proofs!***

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

THE BEST SUMMER BEVERAGES

Kops Ale and Stout
(NON-ALCOHOLIC)

These are scientifically brewed from the finest Kentish hops, retaining the healthful bitter principle derived from Hops only. They are, nevertheless, non-alcoholic and non-intoxicating.

There are no more wholesome, salutary, palatable beverages than these.

Possess distinct tonic and stimulating properties.

This is our first season in Canada, and we would like to make arrangements with you to supply a sample lot.

The Best for Your Trade

KOPS BREWERIES, ***LONDON, S.W., ENGLAND***

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS BELL, SONS & CO., Montreal

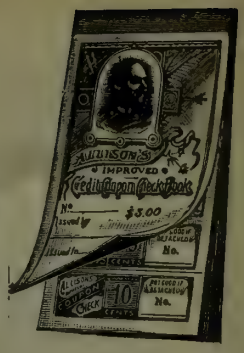
Do You Know, Mr. Grocer

CANADIAN CASTILE SOAP has many points of superiority to those old brands you have in stock?

It will make a great sight more money for you, too. Write and ask us how.

The **CANADIAN CASTILE SOAP CO., Limited**
Berlin, Canada

Allison Coupon Books



Are the ball-bearings that will make almost any business run smoothly. Here's how they work:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with $10.00; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. Then he pays for the book and gets another one. No pass books, no charging, no lost time, no errors, and no disputes. Allison coupon books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

The EBY, BLAIN CO.
Canadian Agents

Manufactured by

ALLISON COUPON CO.
Indianapolis, Indiana.

Ridgways Celebrated Teas

Sold in ¼, ½, and 1 lb. Tins, also 3 lb. and 5 lb. Canisters.

Capital Household,	40c.	In very attractive tin packages
Five o'Clock Tea,	60c.	
Her Majesty's Blend,	1.00	

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To John Robertson & Son, Ltd.
41 Common St., MONTREAL
SOLE AGENTS FOR CANADA

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

DELICIOUS

Nothing else so properly describes our

White Swan blend

It is a Coffee prepared for particular people. Its peculiar excellence always satisfies. It is a Coffee that sells readily and **stays sold**—the kind that critical customers come back for. The handsomely decorated pound tins are an ornament to any store. High-grade throughout. Try a lot.

THE ROBERT GREIG CO., LIMITED
TORONTO

GREIG'S White Swan BRAND

YOU MAY BE A GOOD SALESMAN

but—are you giving yourself a fair show? The particular women of Canada insist on the best—they demand

BURLINGTON
BRAND
CANNED GOODS

because the name is their surety of purity.

The best fruit and vegetables are carefully selected—then scientifically processed in one of the largest, most sanitary and best equipped factories in Canada. Yes, you may be an excellent salesman, but you're not giving yourself much of a show unless you stock and talk ***Burlington Brand.***

The brand is famous from ocean to ocean. Are you getting your share of the profits?

The Burlington Canning Co., Limited, Burlington, Ont.

PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells ***the best.*** You will find the ***market leader*** in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing ***Order Without Delay***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements get our prices on following lines:

Raw and Refined Sugars	**Walnuts**	**Raisins**
	Almonds	**Currants**
Molasses	**Filberts**	**Shelled Nuts**

Either from import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair** st. **Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Essex Quality!

The persistent argument of Essex goods is quality, with cleanliness of surroundings, superior methods and care in the selection of materials as prime factors in our success. You run no possible risk in ordering

—Essex Peas —Essex Apples
—Essex Beans —Essex Tomatoes
—Essex Corn —Essex Pumpkin

unless it is the chance of not getting as many as you want. Orders are coming thick and fast, and in some lines the season's entire output has already been sold. If you don't anticipate requirements you will miss the best quality canned goods in Canada.

The Essex Canning and Preserving Co. LIMITED

28 WELLINGTON STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

Every pound of

Crystal Granulated Sugar

is guaranteed to be unsurpassed by any sugar in the world for PRESERVING PURPOSES.

Insist on getting CRYSTAL granulated

MANUFACTURED BY

The Wallaceburg Sugar Co. LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

You Must Have the Best Spices

to GET and KEEP your spice trade, and, incidentally, make a good profit.

Red Feather

means the highest grade in spices every time—ask our travellers.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

When visiting the City we invite you to make your down-town headquarters at

36 YONGE ST.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Perpetual Advertising assures success. Of course, the quality of your goods must be above suspicion. The ordinary way of advertising comes high. That's why shrewd grocers push

CEYLON TEAS

A good **Ceylon Tea Trade** affords the best possible advertising and it costs you nothing. Stock **Ceylon Teas** and scores of women will sing the praises of your values every week.

DELAY IS COSTING MONEY

When a Fixture Saves its Cost the First 90 days, CAN YOU AFFORD TO WAIT?

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Send all orders to

Shipped f.o.b. Hamilton, Ont.

THE AMERICAN COMPUTING CO., Indianapolis, Indiana

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

CANADA'S PRIDE

The brand of canned goods that is packed in the heart of the fruit and vegetable belt in the famous ***Bay of Quinte Canning District*** by the ***Napanee Canning Company,*** always reliable; always to be depended upon.

When we started this business, we made up our minds to handle only first-class goods, and our increasing business shows that our efforts have been appreciated. In the Canned Goods Line we pinned our faith to ***"Canada's Pride,"*** and we have not been disappointed, as these goods have already attained a Standard of excellence unapproached by any rival.

And what is true of ***"Canada's Pride"*** is equally true of our ***Valencia Raisins*** and other Mediterranean goods.

Our ***"Home Sweet Home" Ceylon Tea*** in 1-lb. and ½-lb. tops all competitors.

New crop Japans, secured before advance, now in.

If you want the ***Best Goods*** at ***Bottom Prices,*** write us for quotations.

William Galbraith & Son

Wholesale Grocers and Importers

80-82 St. Peter Street, - MONTREAL

How You can make more Money

Out of Your Business

There are more than a few dealers in Canada who are making more money—lots more than their fellows. One of their reasons for their success is that they make it their business to handle the best Brushes manufactured on this Continent, the

BOECKH BRAND

No practical man, knowing Brush Goodness, but asserts the superiority of Boeckh's Brushes. And they are easy-priced, too, because our foreign representatives are in close touch with the bristle markets in the countries of the Old World where the best bristles come from.

You certainly can make more money by stocking the famous BOECKH BRAND.

UNITED FACTORIES, Limited
TORONTO, CANADA

GET
Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

If you do not know
Our Matches
you are unacquainted with the most profitable line on the market.

Quality right.
Prices right.
Freight terms the best.

Write for Particulars.

The Improved Match Co., Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

Sell Syrup in Hot Weather?

Why, yes! If you think the best is good enough to increase your profits and sales, give your jobber an order for

GOLDENETTE

Pure Cane Table Syrup

The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

Free samples to give to your customers. Put up in 2, 3-lb. tins; 5, 10, 20-lb. tin pails and barrels by

Imperial Syrup Company

Refiners of Natural Flavor Food Products

Montreal - - Canada

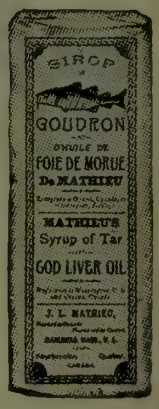
Sell The Best.

That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package). Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.



J. L. MATHIEU CO.,
Proprietors, SHERBROOKE, P.Q.

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRANDS **Preferable**

Saleable TRURO QUALITY BRANDS **Profitable**

Truro Condensed Milk Co., Limited
TRURO, N.S.

STOCK THE BEST.

"KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

For Prices and all Particulars apply to

KIT Coffee Ltd., Govan, GLASGOW.

SATISFACTORY PROFITS
SATISFIED PATRONS
SUNNY MONDAY SOAP

Why Sell small bars of cheap yellow laundry soap, the weight and size of which have been reduced by the manufacturers so much that your customers are dissatisfied, when you can sell a larger bar of pure white soap containing no rosin, with 100% more cleansing power and 50% higher price, make a better profit for yourself and give your customers the equivalent of two 5c bars for a trifle more than 5c?

SUNNY MONDAY SOAP

One bar will do the work of two bars of any other laundry soap. **Test it** and **Satisfy Yourself.** You will then recommend it to your customers and make them **your** customers.

Write us for samples and particulars.

THE N. K. FAIRBANK CO., - MONTREAL

2-in-1

A shoe polish does not capture the world's market unless it is better—a good deal better—than competitive brands. The success of

2 in 1

must be credited in the main to its sheer superiority over all other liquid and paste polishes. Then we advertise universally and persistently. That helps some.

Stock ***2 in 1.***

Tell your jobber that you read about ***2 in 1*** in The Canadian Grocer.

The F. F. Dalley Co. LIMITED

Hamilton, Canada. Buffalo, U.S.A.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well-Known

CLIMAX SOAP

A HIGH-CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, etc.

NO PREMIUMS **PRICES RIGHT**

SAMPLES AND PRICES ON APPLICATION

98 St. Charles Borromee Street, - Montreal

The Man Behind the Counter

I BELIEVE I am known as a man who values, and secures in a very full measure, the friendship of the retail merchant and his clerks; and I am very proud of the fact.

But why is it? It is not easy to secure the friendship of thousands of men one has never seen; and I am not egotist enough to think that it is through any personality of mine.

It is, **FIRST,** the quality of Red Rose Tea that has helped make these friends. To men who sell it day in and day out, from year to year, it has become a standard of quality. They **know** it can be depended on. "Good Tea," **always good.**

SECOND.—They are treated as business men should be. Every enquiry has immediate attention—mistakes are corrected promptly. Reasonable favors are granted pleasantly.

THIRD.—My travellers are not mere order takers. They are men who gain the respect and confidence of their customers by their upright business methods.

If one of them calls on you I know you will corroborate my opinion—and if you are not doing business with him now, you feel that you will some day. When you do, I am sure we will be friends.

Why wait? Can't we commence business right now? Send me an order for a c/s of Red Rose and I think it will be soon followed by a repeat.

T. H. ESTABROOKS

ST. JOHN, N.B.

Toronto Office—3 Wellington St. East
GEO. H. CAMPBELL, Mgr.
Winnipeg Office—315 William Ave.
F. G. WALKER, Mgr.

ASK FOR SAMPLES

OF

250 H/c ..of.. Condor XX Japan Tea ...coming in... at 18½c

There is nothing so good at the price in the whole Dominion.
Our constant efforts are towards giving you the best liquoring teas, and if we consider the large and increasing demand for our ***CONDORS*** they are appreciated.

GIVE US A TRIAL

In and coming in shortly:

87	H/c Condor Japan XXX - -	at **20c**
25	Chests Assam Pekoe, "Deauston" -	at **18½c**
48	Chests Assam Pek., S. "Khadun" -	at **17½c**
20	H/c Choicest Ceylon Green Yg. Hyson, fancy finished leaf - - -	at **21c**
107	Cads Ping Suey Yg. Hyson Tea -	at **13½c**
138	H/c Moyune Yg. Hyson - - -	at **13½c**
75	H/c (55 lbs.) Ceylon Black Orange Pekoe, small leaf, extra fine liquor -	at **22½c**
50	H/c Largest and finest Japan **Fanning**	at **11½c**

IF YOU CONSIDER QUALITY

you should try our Condor Mustard—Our Condor Japan and Ceylon Black Teas, in lead packets—Our Old Crow Black Teas—Our Vinegars—Our Condor Coffee, 1 lb. fancy packets—Our Madam Huot's Coffee—Our Baking Powders, Old Crow and Condor.

All our coffees are selected for their high cup qualities; they are carefully blended and roasted by the most improved gas machines.

We turn out the most perfect coffees. *JUST YOU TRY THEM*

THE E. D. MARCEAU CO., Ltd., Montreal

The success gained by

TODHUNTER'S
Select Pickling Spice

is due to a perfect combination of carefully selected spices. The result is an article which enjoys a reputation of 30 years' standing. It has the confidence of the trade and the favor of the public. See our travellers or send your orders to

TODHUNTER MITCHELL & CO.
TORONTO

VALENCIA RAISINS AND ALMONDS

Do you want to satisfy your customers?
Do you want to make a decent profit?
Do you want to stock the best goods?

F. W. ROWLEY
Canadian Standard—
Quality Extra Fine—Valencias

S. BODI
Finest Selected

These are the brands recognized as the standards for years, and it is pretty safe to stock them in such belief.

You take no risk in ordering these brands, but insure an increase in your business.

How About Shelled Almonds?

In 14 lb. and 28 lb. boxes. We have the real goods.

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents:

Wm. C. Christmas, 22 St. Francois Xavier St., Montreal
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.

Not Until Shirriff's Marmalade

was placed upon the Canadian market was it possible for any manufacturer to claim equality with the most celebrated English and Scotch brands. Canadians have in

SHIRRIFF'S MARMALADE

the most perfect and purest marmalade on the market. A trial order will make business for you.

THE IMPERIAL EXTRACT CO. ***18-22 Church St. TORONTO***

MATHEWSON'S

RED

VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

There's a good deal in name when it's

"Rowat's Pickles"

This name stands for the best in the pickle line, price for price, imported into Canada.

ROWAT'S OLIVES

are a standard in Canada now.

For sale by grocery jobbers.

BEE BRAND JELLIES 6 for 25c.

SNOWDON, FORBES & CO.

449 St. Paul St. MONTREAL

are the makers of **Bee Brand Jelly Powders**. If you are not selling **Bee Brand** communicate with this house to-day. Since **Bee Brand Jelly Powders** have been on the market sales have been enormous.

Profits are large. Share them!

Some of the Flavors attainable are:

RASPBERRY	STRAWBERRY
PINEAPPLE	CHERRY
LEMON	NUTTO

Don't Knock Your Business

by delivering your groceries in any old box on wheels. You want a good, first-class, dependable waggon—that's the kind we build—a waggon that will advertise your business. We have interesting news for you.

WRITE TO-DAY

H. G. Abbott & Co. London, Ont.

Olives Olives Olives

WE HAVE A COMPLETE LINE

Manzanilla Queen Stuffed

ATTRACTIVE PRICES

WARREN BROS. & CO. Limited

TORONTO

Mr. Grocer! If you could take out a policy assuring commercial success wouldn't you do so? Most of Canada's successful grocery and provision merchants do the next best thing—they stock

Farmer Brand

Canned Fruits and Vegetables

because our process of canning assures the retention of all that is good, appetising and invigorating about ripe, juicy fruit and fresh vegetables. Besides, both soil and climate are especially adapted for securing the acme of perfection in fruits and vegetables, and

Farmer Brand Retains This Perfection.

Since the particular women of Canada are aware of these facts you certainly should stock Farmer Brand.

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

WE MANUFACTURE TOILET

SOAP

AT PRICES TO SUIT EVERYBODY

SAVONS FRANCAIS, C. Pagneulo, Manager. Office: 392 St. James St. Factory: 1653 Notre Dame St. E. **Montreal**

SPICES

We are making special prices on our

Beaver Brand Pure Spices

to close out the brand.

On account of the need we have to close these out quickly we are offering figures that cannot be duplicated on **PURE GOODS.**

Enquire of out travellers or wire or write us.

JAMES TURNER & CO., Limited, Hamilton, Ont.

Seldom See

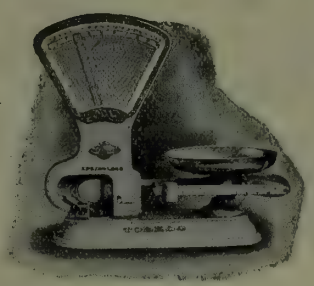
a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. $2.00 per bottle, delivered. Book 8-C free. ABSORBINE, JR., for mankind, $1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

W. F. Young, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents, Lyman Sons & Co., Montreal

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.



Stop Calculating

Mr. Grocer

Toledo Computing Scales

Will do it for you

They'll save you time, trouble and mental worry. They'll save money—more of it than you think. Let us tell you how.

The Toledo Computing Scale Co., Hamilton, Ont.

MANUFACTURED SINCE 1849
Supplied under contract to British and Indian Government.

Lost Accounts!

You'll never lose a vinegar account if you sell your customers the one purest and most excellent malt vinegar on the market. There are

Accounts Won

——permanent accounts, too——wherever White, Cottell's Vinegar is sold. Get in a stock.

WHITE, COTTELL & CO., Camberwell, S.E., London, Eng.

SATURDAY EARLY CLOSING

Kingston Minister Makes Pulpit Reference to it, and the News Takes Up the Question and Publishes the Views of Local Merchants.

The Kingston News has enterprisingly taken up the question of early closing of shops on Saturday nights, and its published interviews with grocers will interest a great many merchants elsewhere, for conditions in this regard are pretty similar all over the country. Here are some of the views expressed:

"The question has many sides," said Ald. Elliott when approached by the News and asked his views on the subject of earlier Saturday closing, "I am not one of those," he went on, "who believe that the late hour to which shops are kept open on Saturday has any thing to do with church going. If one is inclined to attend church the fact that he or she was detained a little longer on Saturday evening will make no difference to them. I venture to say if it was not too much trouble to find out, that the majority of clerks and merchants do not retire any earlier on week nights than they do on Saturday night. In fact, from my observations the merchants and clerks retire earlier, or, at least, go home earlier than on week nights. Whereas if the stores were closed at nine o'clock on Saturday it would be hard to see some of the clerks in their pews Sunday morning. So much for that side of the question."

"What of its effect on those who go to church?"

"I am free to admit that it would impose an inconvenience on these, for the reason that all the stores are closed on five nights a week. Consequently, the working man would not have an opportunity to make his small purchases. For instance, the purchase of boots and shoes. Consult any of our shoe merchants and they will tell you that they do fifty per cent. more after six o'clock on Saturday night than they do on any two days during the week and fully seventy-five per cent. of these purchases are by people who have not an opportunity to purchase during the week."

"What percentage of the clerks are church-goers?" was asked.

"In one church that looms up prominently in my mind I find, by actual count, one-quarter of 1 per cent. are clerks."

"Then are we to seriously consider this aspect of the case as against the percentage mentioned above?"

"At a future date, if time will permit, I will give you a few suggestions which, in my opinion, might be to some extent a remedy for some of the causes."

Mr. Steacy Says "No."

Mr. Edward Steacy, of Steacy & Steacy, dry goods, was a dissenting voice. To the question, "Are you in favor of the early closing on Saturday night?" Mr. Steacy replied emphatically, "No. I am not. We close at six o'clock every evening and on Saturday nights at ten sharp. This rule is rigidly enforced, and, I think, if every store in the city did likewise there would be fewer complaints. We have a large establishment, and take in enough money between eight and ten o'clock every Saturday night to pay seventy-five hands. You are at liberty to question the clerks if they are satisfied with their hours." This was done and unanimously they were perfectly satisfied.

Mr. F. G. Lockett Says "Yes."

"I am strongly in favor of the movement towards earlier closing of all stores on Saturday evening," was Mr. Lockett's (shoes) first statement. "It is simply a matter of education," he continued, "in a very short time it would be as popular as is the present daily early closing. If merchants are unanimous and honorably carry out any agreement entered into in this direction, there is much to be gained by the movement and nothing to be lost. The consumption in every line of business would be as great. What is now purchased late Saturday evening would be purchased before then as on the following week. So that the yearly sales of each merchant would not suffer in the least. I do not forget that the mechanic and laboring man by the present five o'clock early closing is debarred from making any personal purchases during the first five days of the week, but if nine o'clock was decided upon as the closing hour for all business on Saturday evening, there would then be four good, long hours, which should be ample for all their requirements. A good deal could be said as to the moral advantages of such a movement, but I am looking now simply at the business side, and I say let us agree to nine o'clock closing on Saturday nights and thus keep in line with the spirit of the present times, which is strongly towards shorter hours for all labor."

Mr. Shaw Says Close Early.

Mr. Shaw, of Newman & Shaw, dry goods, said:

"Say that I am strongly in favor of it. It will benefit both merchants and employes. The groceries close at seven, though a few years ago the suggestion was pooh-poohed as impossible. Now it is universal and the nine o'clock movement could be just as well carried out. The majority of houses pay their clerks on Friday, which gives them ample time to get around before nine o'clock Saturday evening. If clerks stay in stores till nearly 12 o'clock you can not expect them to be at church Sunday morning. It is a habit more than anything else to shop late. We certainly would be glad to see early closing."

Redden & Co. Assent.

Both Mr. Redden and Mr. Dyde (grocers) were heartily in favor; indeed, both gentlemen said they would be glad to close as early as six o'clock on Saturdays. The only difficulty was the Saturday market. If it could be possible to have two good market days, say Tuesday and Friday, instead of three indifferent ones, this would do more toward the early closing than anything else.

George Mills in Sympathy.

Mr. George Mills (hats) was one of those in deepest sympathy with the scheme. "There is no necessity of late shopping," said Mr. Mills, "and if a by-law was passed requiring the merchants to obey to the letter, it would be a move in the right direction. But for one to close and two keep open, it would spoil the attempt. The strongest point is there must be unity from the beginning. Some of the stores keep open till twelve o'clock waiting for others to close. Let us all close at nine and both merchants and employees will be benefitted."

"Say for me that I am heartily in favor of the early closing," said Mr.

EARLY SATURDAY CLOSING.

Kingston News.

The question of earlier closing of the shops on Saturday night, brought to the attention of the public by Rev. Dr. McTavish in a sermon last Sunday, is one worthy of consideration. The early closing on other evenings is now generally approved, and where late hours now prevail most are desirous of shortening the time. On Saturday evening, however, nearly all cling to the old system of open shop till the night is far advanced. Yet it may be found that there is no imperative need for doing business late on Saturday night than on any other evening. Some employers pay their hands on Friday, and with a little more effort this number might be increased. In which case, it is as easy to order goods on Friday evening or early Saturday, and have them delivered early in the day, as to place the orders on Saturday evening. Moreover, there are few families where they are living so much a hand-to-mouth existence that they are dependent on the present week's income for Sunday's food.

To close at, say eight o'clock on Saturday evening would enable the merchants and their employees to get home in time to acquire a night's rest, and be thus better prepared to spend Sunday as a day of worship and rest, instead of now, in many cases a day of rest mainly or entirely.

Laidlaw (dry goods), "but it must be with the distinct understanding that there will be a by-law and one that will be enforced. I think every store should close at nine o'clock, not only on Saturdays, but on every night preceding a holiday which often spoils the day of pleasure following it. With one exception and that only on Christmas Eve, would I allow the stores to remain open. Householders do not shop on Saturday nights, it is mainly maids who have been kept in till after eight, but a little thoughtfulness on the part of their employees would give them ample time to get around earlier. Friday markets would help wonderfully with the scheme."

Mr. Uglow is for It.

"What do you think of the new movement in the matter of early closing?" said the News to Mr. Unglow (bookseller), as this gentleman was unceremoniously stopped when walking briskly to his business this morning. "Now," said Mr. Uglow, "you are doing the right thing in taking up local questions and this is a good one. Say, by all means, that I am strongly in favor of closing at nine o'clock on Saturdays and five o'clock every other day. People can be educated to consider others and shop early just as well as late. It will be of public benefit all right."

Jack Henderson (groceries and liquors) is of the opinion that the early closing is a good thing, but is in doubt whether it can be enforced. He suggests a gradual reformation of the late hours, say ten sharp for a month, 9.30 for another, or even two, and then 9 o'clock. By that time the people will have become used to getting around early and will not feel the extra exertion of coming down town earlier in the evening. "Education," said Mr. Henderson, "is a wonderful thing, and the public can be educated to early closing if they think it is for their good and not put upon them as a compulsory restriction. Yes, I am certainly in favor of early closing."

Early Closing All Right.

"The News is making the people wake up and find that there is a paper in Kingston alive to the people's interests," said Charles Livingston (tailor). "Early closing is all right, and I am decidedly in favor of the scheme; in fact, I would prefer it at eight o'clock instead of nine. Like every new movement, the citizens think at first ruin stares them in the face; at the first hint of change in an old-fashioned arrangement. Wake them up to new ideas; to getting out of ruts and the ways of their forefathers. Why, it is like barring up your windows twenty-five years ago. A man would not sleep at night if by chance he had left a shutter off his store window; now he would be ridiculed if he attempted it. All a matter of education. Never mind the opposition from the few. Keep ahead with the other big cities and close up early. Don't be afraid to push the matter and to write up other good local topics. That is what business men like to read about in the papers."

Mr. Waldron Favors Present.

Mr. Waldron, who is one of the oldest dry goods merchants in Kingston, was approached by the News this morning in regard to the early closing, and had this to say: "I think with closing at five for the two warmest months of the year and at 6 every night, with the exception of Saturdays, when the hour is ten, is fair treatment to both customers and clerks. The hours are strictly adhered to and we treat our employees with every consideration. There are no complaints about the hours from our clerks; they are satisfied with the present arrangement, and so am I."

A HUSTLING SALESMAN.

Winnipeg has a reputation as a city of hustlers, and the E. W. Gillett Co. may be relied upon to have as their representative in the Manitoba capital a

Geo. D. Sinclair, Winnipeg.

man who can hustle with the best. George D. Sinclair, who has been the Gillett representative in Winnipeg for two years, is well able to hold his own with the best salesman in the West, and has been responsible for an increase in their Winnipeg sales that must be a source of considerable satisfaction to his firm and to himself.

Mr. Sinclair understands the grocery business, having been brought up in it and having had long experience in positions of responsibility in first-class retail grocery stores. A big part of his success in selling goods to grocers is due to the fact that he understands the grocer's point of view, and is able to look at the business proposition from the standpoint of the retailer to whom he wishes to make a sale. He understands his customers and every salesman knows how important this knowledge is.

For a number of years Mr. Sinclair was manager of the grocery department of Mills & McCartney, of Minnedosa, Manitoba, and when John I. Miles went to Strathcona, Mr. Sinclair went with him, retaining the charge of the grocery department. A little later he joined the staff of Whitelaw & Nairn, of Edmonton, from whom he won golden opinions. "George was the best clerk I ever had," Mr. Whitelaw said recently to a business acquaintance. Under Mr. Sinclair's management a first-class grocery business was developed in a store which had formerly been devoted entirely to flour and feed. The foundations were laid for one of the particularly successful grocery businesses of the West.

Three years ago Mr. Sinclair went East to Toronto, where he joined the selling staff of the E. W. Gillett Co. After a year's experience as city traveler in Toronto, Mr. Sinclair was sent West to take charge of the company's business in Winnipeg, and a big increase in the Winnipeg business has followed as a result.

Mr. Sinclair is known as one of the best window dressers in the trade, and he has done a great deal to raise the standard of grocery window dressing in Winnipeg. He has shown many grocers that their windows give them an opportunity for cheap and effective advertising and has placed many an order for Gillett goods by dressing a window for a grocer and showing him that when properly displayed his goods will sell themselves.

C. A. CHOUILLOU RETURNED.

C. A. Chouillou, of C. A. Chouillou & Company, Montreal, has returned from a two months' trip to France, where he went on business and in connection with the meeting of the representatives of the Chambre de Commerce Francaise. The meeting was held in Bordeaux, France, and was attended by representatives of the various bodies forming part of the Chambre de Commerce Francaise from all over the world. Much interesting business was put through, and the meeting was a great success. Mr. Chouillou was the organizer of the congress, and acted as representative of the Montreal section with Mr. Revol and Mr. des Etangs.

Mr. Chouillou stated that the walnut crop in France promised to be small, and supplies would likely be ten days to two weeks late in reaching this market. French prune crop appeared to be in bad condition owing to unfavorable weather.

BRIGT OUTLOOK IN NOVA SCOTIA.

J. Frank Crowe, of Halifax, one of that city's important wholesale grocers, is in the city and called on The Grocer on Wednesday. Mr. Crowe is quite enthusiastic over trade prospects in Nova Scotia. The hay crop, he says, is exceedingly good, and the fruit crop, unlike that in Ontario, is well up to the average. Conditions as a whole, point to a good fall and winter trade, which is just beginning to open up.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

MONTREAL.

One of the worst effects of keeping open late evening after evening is the gradual falling off in the number of good grocery clerks. Retailers about town are finding to their dismay that it is really difficult to secure a clerk who can be depended upon, a man who has a thorough knowledge of groceries. First-class men, clerks with ability, can secure employment in wholesale grocery houses, and in the offices of brokers and manufacturers, where they work less time for more money than they do in the average grocery store.

* * *

In many instances their inclinations lead them to a position behind the counter, rather than a place on a stool in a broker's office, or a job behind the shipping desk in a jobber's warehouse, but it is against the grain, contrary to human nature, to work fourteen hours a day for a stated weekly salary when the same weekly remuneration awaits effort put forth in a ten-hour day.

* * *

While they recognize the danger likely to result from the lack of good clerks the retail grocers are not doing anything to prevent it. In one way they cannot be blamed. It is not natural that one man should start closing early and his competitor remain open and capture his trade. Every good grocer must act if the situation is to be saved. All must unite in the early closing movement. Then clerks, men who are born first-rate salesmen behind the counter, will not be tempted to forsake the scales for the office stool. And it will be the better for the retail grocery business.

* * *

"Modern methods must be used in the grocery store these days," said a Bleury street grocer recently, "if a man wants to make money. Labor is too dear to keep on in the old rut. I have the latest labor saving devices for carrying on my business. Notice my meat cutter there; it saves a lot of time and easily pays its cost. We have not time to use the butcher knife. Anyway, the butcher knife does not do the work so satisfactorily."

* * *

It is the man who is best equipped to meet competition that secures the most and best business to-day. The day of crude devices is gone, and modern methods must prevail if success is to be gained. It costs money to buy perpetual ledgers, install first-class refrigerators, put in up-to-date store fixtures, but it all comes back to the investor. Purchasers are not slow in recognizing a progressive grocer, and they would much rather patronize him than the old stay-in-the-rut, for they can be sure his goods are clean and fresh—he would not carry old stock. Then, when the word gets around, what a nice store Brown has, and what good service there is, people go for curiosity, and, as in old biblical times, "Those who come to scoff remained to pray," so those who come to look stay to buy.

* * *

"Yes, sir, you can just bet window displays have paid me," said a north end grocer the other day. "everytime. Of course, a good deal depends upon location. It happens that where I am now the public cannot conveniently see the window, I am so far back from the street, but a few years ago I had a stand on one of the busiest streets in the city, and week after week I dressed different windows and sold various groceries in large lots.

"I remember on one occasion I bought a job lot of preserves. I made a good price, and was able to sell them at a discount and still obtain a good profit. I dressed a window and advertised, and I tell you it was a caution the way they went. I had about one hundred and twenty-five dozen when I began selling, and every bottle just walked out, so great was the demand. This is only one instance; I could give you plenty more from memory. A good window will sell groceries every time, provided you have the goods to back up your display."

* * *

Insurance is a fine thing for a grocer and many do not realize it. Come to think of it, when a fellow loses his entire stock, he has to work mighty hard to get a new line of goods. Having insurance to cover half or two-thirds of your property, helps out wonderfully.

* * *

I know one grocer who was burned out last year, who did not suffer at all. He had wisely carried a policy and when the fire had run its course, he was little more than inconvenienced. To-day he has a better store than when he was in the old premises.

* * *

John Currie, or "Jack," as he is better known to his friends, of Currie Bros., Bleury street, spent some days in Ottawa at the Dominion Rifle Association meet. Mr. Currie is an enthusiastic rifleman, and a bowler. He belongs to the 5th Royal Highlanders.

* * *

H. David, with Fraser, Viger & Co., who has been laid up with appendicitis, will be around again in two or three weeks. Mr. David is considered one of the best window dressers in the city.

* * *

There have been three additions to the staff of Fraser, Viger & Co., lately. Messrs. Davies, Kennedy and Watkins.

PETERBOROUGH.

For selling a print of butter, which was supposed to contain sixteen ounces, and only contained thirteen, a well-known local grocer was called to the police court one day last week. While there was no evidence to show that the grocer was guilty of fraud in any way, His Worship severely addressed the prisoner, and indirectly, all the grocers in the city. It appears that a woman purchased a print of butter from the grocer, believing it to be a pound. She suspected it was light and took it to another store, had it weighed, and found that it contained only 13 ounces. The merchant was not fined, but he had to put up with the disgrace of appearing in police court and also to take the reprimand of the police magistrate.

This case is the outcome of the police raid on the market two or three months ago, when the women selling butter were dragged into police court. A little later farmers selling bags of potatoes that were short in weight, were fined by the magistrate. As far as butter is concerned, farmers never buy printers, which are supposed to hold a pound. Probably the women are a little careless and do not always fill the print to an exact ounce. That is a matter for them to look after and they should be compelled to be more careful. Merchants buy butter from the farmers and buy the prints, believing them to be a full pound. As a matter of fact, many of the prints are not. Thus every merchant who handles dairy butter is likely to be selling underweight pound prints. The police could walk almost any day into any store and find a case for the police court. It is, therefore, very urgent for the grocers to be careful in buying butter from farmers, to see that they are getting full pounds, and then be just as careful that they sell it for full weight. A grocer has little idea what amount of money he loses by his appearance in police court for selling light weight or short measure. He could have no more injurious advertising.

Thursday of two weeks ago will be a pleasant memory to all clerks and employers. It was the last weekly holiday the clerks will enjoy until next summer. During the past season Thursday afternoon has been a decidedly interesting time to everyone in the stores. Jas. R. Bell, who was the only grocer who closed his store, stated that he thoroughly enjoyed the rest and did not know how he would get along without it, unless he took two weeks off, which he could not afford to do in the busy season. He will close his store again next summer, and it is hoped that all the grocers will join in with the other merchants.

* * *

The word among the merchants now is the prospect of a very small tomato crop. The outlook early in the season was exceptionally bright and the early tomatoes came in in quantities and at reasonable prices. The weather was favorable, and it was felt that at least tomatoes would be plentiful, and that would help to make up for the small yield of fruit. During the past few days, however, things have changed wonderfully. The weather has been cold and the sun none too bright. The tomatoes are not ripening, and in some cases the small green ones are dropping off. It looks very much like a great setback, and the frost will catch them too soon. Reports from all districts are the same and now the grocers who were advising their customers to wait for the late crop, are urging them to buy and take no chances.

* * *

Farmers from many districts report a scarcity of potatoes of the late varieties. The late season, lack of rain, and cool weather, are the causes. A change in temperature and weather would make a big difference. It seems that every kind of farm and garden produce has been cut short this year, while the demand is greater. Take hay and oats. The merchants and buyers are expecting to have to pay $18 and $20 for the former, and 60c for the latter. The cereal companies are now paying over 50c a bushel for oats.

* * *

James Connal, of P. Connal & Son, has returned home from Stony Lake, where he was spending a month's vacation with his family at their cottage.

CHATHAM.

The assets of MacKenzie Bros., confectioners, who made an assignment recently to C. J. Moore, were sold by auction on Monday, Barrister R. L. Brackin purchasing for clients at 45c on the dollar. After some $196 of preferred claims and costs are paid, there will probably be a dividend of two or three mills on the dollar for the ordinary creditors.

* * *

Geo. A. Carnes, head clerk in E. G. Thompson's grocery, Blenheim, leaves about Sept. 22 for Calgary, Alta., where he has accepted the management of a large grocery, boot and shoe store for Codville-Georgeson Co.

C. Jeffrey, who has conducted a grocery in Blenheim for the past year, is understood to have practically closed a deal whereby he sells out to Mr. Little, of London.

* * *

John McCorvie has installed a new electric coffee grinder in his grocery.

* * *

Last week Harry Keeley, the King street butcher, had on exhibition what he claimed to be a record-breaker in the fatted calf line. The animal, raised in Raleigh township, was three months and three weeks old, and weighed over 250 pounds.

* * *

The C. W. & L. E. electric line is practically complete to Charing Cross. It is understood that the M.C.R., which was expected to raise objections to the crossing of its lines by the C.W. & L.E., has come to an understanding with the electric road, and that a further result of the understanding will be regular connections between the M.C.R. and Chatham, and the building of a fine new M. C.R. depot in the Maple City. The electric line will run their first business trip over the new extension on Sept. 15 or 16.

* * *

Farmers state that the scarcity of rain during the past few weeks has seriously injured the bean crop throughout the county. They declare that beans will be only half a crop as a result of the prolonged drought.

Bean prices advanced on Saturday to $1.50 for handpicked, the grades ranging from $1.30 to $1.50.

* * *

One of Chatham's pioneer merchants passed away on Sunday evening at an advanced age, in the person of John Rice. Many years ago he came to Chatham, a poor farmer's boy, and, after working in various establishments, set up for himself as a grocer and general storekeeper. He retired from business quite a few years ago. Two children survive him.

STRATFORD.

John Baker, employed with Mr. Durkin, at Mitchell, during the past three years, has gone to Saginaw, Mich., there to enter a wholesale grocery. Mr. Baker was a clerk of good ability, and a general favorite with the customers.

* * *

The other day your representative ran across a retired grocery man, who said: "The tendency of the merchants to-day is to get away from the old methods of doing business, and to strike a more scientific system, a system wherein accounts are better kept, credit watched much closer, more intelligent salesmen employed, and trained advertising men engaged. In other words it has been found that the selling of goods can be reduced to an exact science in the retail trade. Old-fashioned storekeepers paid little attention to the cost of doing business, but they were economical men in their own lives and they also ran their stores on an economical basis.

* * *

The S. H. Knox Co. opened up a large 5, 10 and 15-cent store here last week; the Board of Trade is dickering with one or two outside manufacturing concerns, with a view to their locating here, which all goes to show that the city of Stratford is going ahead.

HAMILTON.

September, the golden month, redolent of flowers and fruit, the glorious crowning of this beautiful summer—the month for the big, yellow, harvest apples, the luscious Crawford peach, the Green Gage plum, the cantaloupe—and last, but not least, the Canadian watermelon—which latter in this part of God's good country has a flavor that the southern melon knows not of—a firm delicious, satisfying meat that discounts the American every time. And right here I might say that all the products of this northern zone, in my opinion, excel those of our neighbors, not only in the products of the field, the orchard, the forest, the mine, but in human kind.

This month is the grocers' month in the city. More important than any other time in the year. With the holiday for Labor duly celebrated, comes the opening of the schools, the return of customers who have been away to the pleasure resorts, and the looking up of these people and the care to see that none of them have got away, is enough work for one or two people the beginning of the month. The proper way to greet them and the little helps that you can give then in settling back to the old life is peculiarly the work of the good grocers. It's the time when the dust and the flies cease to trouble, and everybody around the store can clean up, with the satisfaction of knowing that this time it may stay clean, at least a little longer than during the summer. The good clerk, he that loves the grocery business, not only for the weekly salary, but for the business in itself, now takes a fresh grip, and says to himself, that it begins to look towards Christmas and there is nothing like starting in time to have everything in ship-shape for the fall trade, so that the really good grocer and the really good clerk are plugging away for results, which are bound to come from united efforts wherever found. All grocers should make a hustle this month. Time is now on to look out for slow pay customers, and to win over the newcomer. Ontario is prosperous and nearly every town and village is being added to by the influx of new people. To the grocers who read this paper, I say, get after them. That's the start for your winter trade.

LONDON.

Grocery business is only fair, and brokers and wholesalers report very little change in prices. Teas of all kinds keep high, and sugars continue dull. Buyers are holding back on currants and raisins, expecting lower prices when the new crop fruit arrives. The first shipment leaves Patras about the 10th inst., but as the steamer takes on goods at Denia and other points, it will not likely reach Montreal before the middle or end of next month.

* * *

One of the largest poultry transactions on record in this province was completed on Saturday, when F. A. Faulds, of this city, sold to one dealer in New York 350 Black Minorcas, for an aggregate price of $1,400. Mr. Faulds got $8 apiece for his rosecomb pullets.

It would seem by this transaction that there is some money in poultry.

* * *

There is said to be every probability of an increase in the price of bread shortly, as an advance in flour is looked for. Local bakers declare they are now paying almost twice as much for flour as they paid a few years ago.

* * *

In compliance with the request of the Retail Grocers' Association, the market committee of the city council, has instructed the market clerk to proceed against all hucksters found violating the by-law. Six or seven of these people have been in the habit of cornering all have been in the habit of cornering all the produce brought in by the farmers and selling it again on the market or peddling it from house to house. They are all non-residents and pay no taxes or license.

* * *

Martin O'Meara, who died on Saturday, was one of London's best known citizens. For a number of years he conducted the Grigg House, and thus came in contact with the traveling public of the entire continent. He was a widower, but leaves a grown-up family, one of whom is Mrs. E. J. Ryan, wife of the treasurer of the Retail Grocers' Association.

GUELPH.

Toronto fair and other special inducements by the railways knocked out the grocery trade in this city on Saturday, and, my! how pleasant we feel when even some of our best customers come in and leave an order and say, "Oh! I am going to take a trip to Toronto, I can't settle this week. I will see what I have left when I get back." The G. T.R. and C.P.R. don't sell tickets on tick, and I don't see why a grocer ought to stand for this kind of business. But you do it—we all do it, and will continue to do so, I expect, until we get a united front. Then, again, you see it done every day during the fruit season. A person picks out your choicest fruit and says, "Just send it up. I will call in again and pay you." You know what "again" means as well as the rest of us. The fruit dealers must have the cash from the grocer, and we should insist on getting the cash from our customers also. If we had in Guelph a good Grocers' Association, it would help us all and need not interfere at all with the Merchants' Association, which does some good work, but does not meet the requirements of the grocery trade exactly, as our own association would.

* * *

There were some surprised people on our market Saturday, who came to buy cheap tomatoes. The price was firm at from 35c to 40c by the load, and a few grocers, as well as other people, did not get any. One firm went so far as to advertise a slump in tomatoes, but the slump did not slump on Saturday. It must have went with the crowd to Toronto. Tuesday's fruit market showed some of the finest tomatoes of the season, and prices a good deal easier, from 25c to 35c a basket being paid. Plums and peaches are being picked up quickly, as quite a number of people did not get any small fruits put down.

The house numbering, that has to be done before the Government start the mail delivery, is being pushed along, and when we get our letters delivered, and the new permanent road, costing $40,000, on Wyndham street, we will feel like bragging about our city. But at present the roads are really a disgrace to us. The contract for tne road was signed this week, and to-day we have the report of the manager of the waterworks that we have in the eleven springs at present being weired a capacity of two million five hundred thousand gallons of pure spring water every twenty-four hours, which will be a great help in relieving the anxiety of not only the commissioners, but a good many others.

* * *

The Guelph Co-operative Association got their meal store, alongside of their grocery and baking business, going last week, but they were summoned to appear in the police court for breaking a city by-law by selling too near the market. At the request of the president of the company, the case was adjourned for a week, but no restriction was placed upon the sale of meat in the meantime.

* * *

The prospects for a pleasant outing on the 12th September are getting brighter every day, and the G. & G. are going to run three trains from here on that day, all going within an hour, from 7.30 to 8.30. The general opinion is that the holiday will be observed, some of the largest merchants deciding to close, and the rest will likely fall in line. Come along and meet the people. It ought to bring a lot of new business our way.

* * *

Our Thursday half-holidays are done for this year and have been enjoyed immensely, but, after all, we had to work hard to get all the business done in half a day, and we won't be quite so busy on Thursday mornings now.

* * *

The Fels Naptha soap people are booming their soap here this week, sampling the city and dressing windows. It certainly helps the sales.

QUEBEC.

The grocery trade is fairly active for retailers and wholesalers, and a fine volume of business is being put through. However, the usual calm of the present month has evidently settled upon the trade. With berries coming in, the demand for sugar increases and will likely continue for some time. Prices are firmly held. Fruits are generally in good supply, the only notable change reported this week, is for Jamaica oranges, which are quoted $8.50 per barrel. The first Duchess apples of the season have just made their appearance on the market. They are selling from $3.25 to $4.00 per barrel.

Maple sugar is in great demand. Large lots from Quebec are sent to the American market. Present prices to the trade are: 8c to 9c per pound, and syrup, 75c to 90c per gallon. The supply is not heavy, and, on account of the exceeding demand, still higher prices are expected.

* * *

The blueberry harvest in the Lake St. John region is now in full swing. The crop is a heavy one and the figures may exceed the $100,000 mark. Last year the total value of blueberries picked in this northern district amounted to $90,000, which with the cheese and butter export trade, which annually amounts to over $1,000,000, makes a very handsome revenue coming into this part of the province. The Quebec blueberries are sold from 50c to $1.25 per box.

* * *

New potatoes are plentiful and of fine quality, the prices ranging about 60c per bag. Tomatoes show an advance of 10c, and are quoted 85c per box. It is reported that in the same part of the district vegetables have suffered from the heavy rains of July.

* * *

On account of the holiday on Labor Day, a great many of the wholesale groceries, flour, grain and provision establishments of our city were closed.

* * *

Crops from various sections of the district are satisfactory. It is expected that the average will be greater than last year. Pasturages are in excellent condition. In the Lake St. John region the hay crop is said to be very good.

* * *

There is a scarcity of fresh fish on the local market at present, and the supply is barely up to the demand. Prices are very firm.

* * *

The demand for butter and eggs is very good. The supplies coming forward are in small lots, and an advance in prices is expected this week by our local dealers. Prices are quite firm.

FORTIER & MONETTE REORGANIZED.

Letters patent have been granted Adelard Fortier, P. W. McLagan, C. W. Bowman, R. M. Ballantyne and F. Monette, Montreal, by which they will carry on business under the name of Fortier & Monette, Limited, as produce brokers, dealing in cheese, butter, eggs and other provisions and foodstuffs. They may also conduct, if they so desire, a cold storage and warehousing business. They are capitalized at $250,000, made up of 25,000 shares of $100 each. The new concern will take over the business at present run by Fortier & Monette.

NOTES.

The assets of Alfred Ricard, grocer, of Shawinigan Falls, have been sold.

Winfield & Logie, confectioners, of Quebec, have dissolved partnership.

J. E. Gwatchma, baker, of London, suffered a serious loss by fire this week.

On Tuesday the assets of C. Kirouach, general store, of L'Original, were sold.

The assets of MacKenzie Bros., confectioners, of Chatham, have been sold by auction.

The assets of Dufour & Dufour, who conducted a general store at St. Jerome, Que., have been sold.

Woodcock & Martin, of Norland, general store, have assigned to E. A. C. Clarkson, of Toronto.

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A NATIONAL SLOGAN.

The new act, "Respecting the inspection of meats and canned foods," passed at the last session of Parliament, went into effect on Tuesday last, September 3rd. The regulations of this act should, if rigidly enforced, restore to the minds of foreign customers a confidence that has been somewhat shaken by past events. The recent packing-house scandals in Chicago, while not in any way connected with Canada, still managed to make themselves felt in Canadian trade. Because meats were shown to have been packed in Chicago under conditions so insanitary as to arouse the hostile criticism of all Europe and America, many people were impressed with the idea that Canada also was implicated in the subsequent exposure. Canadian houses, as a fact, were shown, on examination, to be singularly free from conditions to which anyone could take exception. This absolution, however, did not prevent a great number of foreign buyers, who were either unable or unwilling to discriminate between the two countries, from classing the States with the Dominion wholesales, and shunning the latter's products no less scrupulously than the former's. Canada has now almost recovered her reputation; but there are still a few doubting Thomases who have not yet returned to the fold. It is to these that the new act will appeal with the greatest force.

It is gratifying to note that more attention is given to cleanliness than to any other of the regulations. It is provided that "All appliances must be kept clean and sanitary. All steps in the course of production shall be carried on carefully and with strict cleanliness, and under the supervision of an inspector. Rooms in which carcases, parts or products thereof are prepared shall be frequently whitewashed or painted, and shall contain facilities for cleaning all equipment. Employes of the establishment engaged in handling foods must be free from tuberculosis or other communicable diseases, and must observe such general rules as to sanitation as may be deemed necessary by the inspector in charge.

"No carcases or parts thereof entering into the production of food shall be allowed to come into contact with anything that will contaminate or deteriorate them. Coverings used by employes to protect their clothing or persons shall be of material easily cleaned. Dressing-rooms and lavatory accommodations shall be ample, sanitary and fully equipped, and shall be entirely apart from any room or compartment used for the production or storing of food. The yards and pens belonging to or used in connection with any establishment shall be maintained in a clean, comfortable and sanitary condition, and shall not be used for the fattening of swine or other animals, nor shall any offal or other refuse from the establishment be utilized for feeding purposes. Inspectors in charge of each establishment will suggest to the manager or owner any needed changes in the sanitery conditions, and will be required to report weekly to the Veterinary Inspector-General as to the general observance of this section. Inspectors are authorized to refuse inspection if sanitary conditions are not observed."

The regulations apply only to establishments doing an export or inter-provincial business, but as this includes practically every packing house and canning factory of any size in the Dominion, the act may be said to be all-embracing in character.

Every can or package exported under the new act must be stamped with the words, "Canada: approved." Let us hope that this will, in time, come to be recognized as the national slogan of Canadian commerce in all markets of the world, and that by virtue of the confidence engendered thereby, Canada will receive, as she deserves, the recognition conceded to quality wherever quality is found.

A SLUMP IN POULTRY.

The past week has seen a peculiar condition of affairs in the local poultry market, which, like a good many other changes in the current foodstuffs situation, is indirectly attributable to the exhibition. The worthy farmer seems to think that Torontonians feed their exhibition visitors on the fat of the land and, as a consequence, at this time every year he chops the heads off his spring chickens and ships them in by the hundred, expecting high prices and a pocketful of money, which, in turn, will help him to have a good time at the big fair. In reality, exhibition visitors, particularly in the restaurants and most of the hotels, have to put up with just what they can get, and, outside of the very best hostelries, there is no great demand for poultry. These things became evident last week, and on Friday and Saturday spring chickens, which have only recently been scarce, almost glutted the market. On Saturday the supply was away above the demand and the price fell accordingly. The drop was two cents per pound straight on undressed chicks, and from two to four cents on the dressed variety. The situation was a little easier at the beginning of the week, but the previous condition of affairs is likely to occur again on Friday and Saturday. Ducks are plentiful and prices are going down. Turkeys, on the other hand, are as scarce as hen's teeth. "If I could get hold of half a car of turkeys," said a large dealer this week, "I could clear enough to pay my winter's coal bill." The cold storage stock is almost completely exhausted, and as the young birds will not have assumed their layers of plumpness sufficient to take their place on the market for a month or six weeks yet, the supply of turkeys is practically nil, and this condition will not be remedied for some time.

BE A BOOSTER.

Everybody likes the man who goes around with a smile on his face. Some way or other he seems to help you by his good humor. It's an old saying that happiness is contagious, and so is a smile. On the other hand the fellow that turns up at the wrong moment, and other times, with a long face and a tale of woe makes you feel that you have lost something. Therefore look pleasant. Be a booster. If something goes wrong do not tell all the world of your trouble, but quietly go about righting things, and never lose your smile.

People want to be amused, and they like to hear someone talk who always has a good word for somebody or something. Be a booster.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Currants—Easier in Greece.

Valencia Raisins—Easier.

Flour—Advanced.

Fish—Revised.

Montreal, Sept, 5, 1907.

Wholesalers report a slight picking up in trade already, though the fall season is still some little distance away. Still, the first of the fall months is now here, and as it grows business ought to begin booming. Interest this week centres chiefly upon the dried fruit market. Late reports from Denia would indicate a large crop, considerably above last year in quantity and the same advice reports lower prices. Currant quotations are easier also, while California raisins are being sold at figures slightly below those quoted a week ago. Teas continue very firm and business is handicapped more or less by the prices ruling. A better demand for molasses is reported. Flour has been advanced owing to strong demand locally, and abroad. Evaporated apples are quiet, dealers looking forward to new stock, which will be arriving shortly. Canned fruits and vegetables show no change worthy of special mention. New prices on tomatoes and corn are expected in the near future.

SUGAR—Demand for sugar has been disappointing lately, lots sold being anything but satisfactory for this time of year. The market, locally, is quiet and there does not appear to be any possibility of a change in prices.

Granulated, bbls	$4 40
" ¼-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls.	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

TEA—Japan teas have not changed since last week. The firm tendency in the tea markets generally remains, prices all round being quite strong. Black teas are obtainable at prices which are reasonable enough considering existing conditions. Japans are likely to remain strong, and may be firmer yet.

Japans—Fine	0 29	0 31
Medium	0 21	0 23
Good common	....	0 20
Common	....	0 19
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15½	0 20½
India—Pekoe Souchongs	0 15	0 15
Ceylon greens—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

SYRUPS AND MOLASSES—Syrups continue in demand in certain quarters, though this is not the season when such lines sell. Molasses is reported in better demand than for some little time past.

Barbadoes, in puncheons	0 29	0 31½
" " fancy	0 33½	0 33½
" " extra fancy	....	0 35
" in barrels	0 31½	0 33½
" in half-barrels	....	0 34
New Orleans	0 22	0 25
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls	....	0 03
" ½-bbls	....	0 03½
" ¼-bbls	....	0 03½
" 38½ lb pails	....	1 60
" 25 lb pails	....	1 15
Cases, 2 lb tins, 2 doz per case	....	2 25
" 5-lb. " 1 doz. "	....	2 55
" 10-lb. " ½ doz. "	....	2 50
" 20-lb. " ¼ doz. "	....	2 45

FOREIGN DRIED FRUITS—Currant prices are a little easier since last week. Offers have been made of stock at prices 6d. below last week's prices, shipment second half September. Reports from Spain show that a good crop is expected, about half as large again as that of last year. It is estimated that three million boxes will be harvested, against two million boxes in 1906. This means in the neighborhood of 750,000 tons, against 500,000 tons. Prices are easier. California raisin prices are a bit more reasonable, dealers being willing to shade to the extent of ¼-cent or so, recognizing the fact that they cannot compete against the Valencia sellers unless prices

LAST MINUTE PROVISION MARKETS.

Montreal, Sept, 5.

BUTTER—Market firmer. Prices for creamery 23 to 23½ cents. Dairy, stronger, 19 to 21 cents being asked.

CHEESE—Firm market. Country prices high, as much as 12 3-16 being asked. City quotations proportionately high.

EGGS—Strong market, at 23 cents for selects and 21 cents for good No. 1.

PROVISIONS—Hay market not so strong. Lard firm. Smoked meats steady.

are brought down by them to a more reasonable level. Shelled walnuts are up, and nothing good is now obtainable under 25 cents. Shelled almonds are pretty well cleaned up locally, and 30 cents is the lowest that will be accepted for anything which must be delivered before the new crop early in October. Regarding walnuts in the shell, it is questionable if new stock will be obtainable in time for the holiday trade, and as a result, there is a good demand for cold storage walnuts.

Valencia Raisins—		
Fine off-stalk, per lb.	....	0 08
Selected, per lb	0 8½	0 09
Layers, "	0 8½	0 09
Dates—		
Hallowees per lb	....	0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb	....	0 30
Peaches, "	....	0 18
Pears, "	....	0 16
Malaga Raisins—		
London layers	....	2 25
"Connoisseur Clusters"	....	3 00
" ½-box	....	1 00
"Royal Buckingham Clusters," ½-boxes	....	1 37½
" boxes	....	4 50
"Excelsior Window Clusters"	....	5 50
" " ⅛s	....	1 50
California Raisins—		
Fancy seeded 1-lb. pkgs	....	0 13
Choice seeded, 1-lb. pkgs	0 12	0 13
Loose muscatels 3 crown	0 10½	0 12
" 4 crown	0 11½	0 11
Prunes—		per lb.
30-40s	....	....
40-50s	....	....
50-60s	....	0 07
60-70s	....	0 06
70-80s	....	0 06
80-90s	....	0 05
90-100s	....	0 05½
Oregon prunes (Italian style), 40-50s	....	0 07
" " 50-60s	....	0 07½
Oregon prunes (French style), 60-70s	....	0 07
" " 90-100s	....	0 06½
" " 100-120s	0 05	0 04½
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases	....	0 08
" " cleaned	....	0 08
" in 1-lb cartons	....	0 09
Finest Vostizzas "	0 09½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages	....	0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons	....	0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown	....	0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30

COFFEES—No radical change has taken place since last report. Market continues featureless locally. Trade is fair.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio. No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

SPICES—Spices are selling in more or less satisfactory quantities, but business is by no means as great as it should be at this season.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

EVAPORATED APPLES—There is one dull market for evaporated apples, which are selling around 9 cents in small lots when sales are made. Interest centres in futures. One sale is reported to have been made, New York, for October delivery, several cars, at 9 cents.

BEANS—Beans are slightly easier in price, wholesalers accepting $1.55 to $1.60, which is 5 cents better than last week's buying price. Soup peas are quiet for the time being, pending the arrival of new stock in three weeks or less, when there ought to be more inquiry for the line.

Choice prime beans	1 55	1 60
Soup peas, whole, bag 2 bushel	2 25	2 30

RICE AND TAPIOCA—Rice is normal, while there is little business being done in tapioca. Orders are being taken at slightly lower prices for December delivery.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 07½ 0 08

MAPLE PRODUCTS—Since last week there has been no change in the situation. Townships sugar is in good demand, but outside of this trade is dull.

Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 09

CANNED GOODS

MONTREAL—Latest reports would indicate that the corn and tomato pack would be in the neighborhood of fifty per cent. One factory has written the Montreal agent to this effect, and from what can be learned, it would appear that others will not be able to pack much more than this. Other canned vegetables are not being inquired for very extensively, and deliveries being made are not great. Salmon is scarce and high.

TORONTO—Retailers are not yet buying to any extent, but it will not be long now before everyone knows how they stand with regard to the tomato and corn packs. No serious shortage is looked for, but neither are low prices.

The salmon pack being a total failure, practically speaking, retailers who are fortunate enough to have any salmon on hand will do well to think twice before parting with it except at a pretty stiff figure. They will find it difficult to replace it once it is gone.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	....	2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard	....	5 90
Gals. " solid pack	....	8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard	....	6 75
Gals., solid pack	....	8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	....	2 25
2½'s, yellow	2 65	2 62½
3's, yellow	....	3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 52½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12½	2 10
2's, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Raspberries, Black—		
2's, black, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's " preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50

VEGETABLE

Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 10
2's, whole, " "	....	1 00
3's, sliced, " "	....	1 35
3's, whole, " "	....	1 25
Beans—		
Fancy brands	1 32½	1 30
2's, golden wax	0 92½	0 90
3's " "	1 37½	1 35
Gals. " "	4 02½	4 00
2's, refugee or valentine (green)	0 92½	0 90
2's, crystal wax	1 02½	1 00
Red kidney, 2's	1 07½	1 05
Lima 2's	1 32½	1 30
Corn—		
2's	....	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 07½	1 05
2's, standard	0 92½	0 90
2's, early June	1 02½	1 00
2's, sweet wrinkled	1 07½	1 05
2's extra fine sifted	1 37½	1 35
Gals., No. 4	3 72½	3 70
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 [illegible]

George Fleming, of Penhold, has discontinued his general store business.

Walsh Bros., of Oxbow, Assa., suffered a serious loss by fire in their general store business during the week.

ONTARIO MARKETS.

POINTERS—

Plums—Easier.
Pears—More plentiful.
Sugar—Steady.
Slump in hides.

Toronto, Sept. 6, 1907.

Trade for the past week is reported good by the wholesalers, and with the stimulus given to most lines by the Exhibition, there are no complaints. New prices have been given out by the Sugars Limited, on maple goods, and these quotations show an advance of from 40c to 60c, according to size. New crop currants are expected in New York about the last week in September, and samples received show that the stock is of good quality. The sugar market continues very strong, locally, and there appears to be no prospect of the other refiners following the lead of the Acadia Company in lowering the basis of prices last week. The arrival of the plum crop has not so far stimulated consumption to any extent, and it is doubtful if this fruit will show more than seventy per cent. of an average yield, some wholesalers considering even this estimate a liberal one.

Canned goods are going out well, and interest now centres around the tomato and corn packs. The only point on which everyone seems to be agreed is in not looking for low prices.

SUGAR—Nothing of special interest has developed since last week, but there is an indication of weakness to the market, the consumption of refined being greater, if anything, than last week. Early arrivals of the plum crop have not yet had any noticeable effect on the market, and, if present indications are to be taken as a criterion, the entire crop will not be sufficiently large to effect more than a temporary stimulation in the consumption. The general tone, however, is very strong, and there seems no likelihood of a similar action on the part of other refiners to that taken by the Acadia Company last week.

In the New York markets for raws a firmer tone has developed during the week, an advance of .03c having been made in spot quotations on sale at 3.92c for 96 degree test, Porto Rico Centrifugals. On this basis there is a firm undertone to the market, though according to Willett & Gray, reported transactions are not large.

The same firm, in reviewing the situation in raws, says:

"The strength of the position is due to the decrease in the visible supply, to the unfavorable reports of the new crops of Europe and Cuba, and to the action of the Permanent Commission of the Brussels convention accepting England's proposal and renewing the convention until Sept. 1, 1913.

"Receipts at the U. S. Atlantic ports for the week were 7,546 tons smaller than those of last week, and only 425 tons more than the requirements for melting. In Cuba, the stock at the prin-

cipal ports is reduced to 86,000 tons, and according to our cable, rain is wanted for the growing crop.

"Mr. Licht cabled us early in the week, and, also, toward the close, that the weather was unfavorable for the growing beet crops of Europe.

"The London market advanced on heavy buying by English refiners, reacting only on beet, the close being 3d higher for cane, and unchanged for beet compared with last week. Prompt beet is now quoted at 9s 11¼d, which is the parity of 4.09c for Centrifugals at New York, or .17c above current quotations here. This difference will certainly become smaller as the activity on this side increases. Quotations for beet futures are 9s 11¼d for January-March, and 10s 1¼d for May deliveries. Contracts for February beet are offered at 9s 11¼d."

Paris lumps, in 50-lb. boxes		5 15
" in 100-lb. "	4 85	5 05
St. Lawrence granulated, barrels		4 50
Redpath's granulated		4 50
Acadia granulated		4 45
Berlin granulated		4 40
Phoenix		4 45
Bright coffee		4 40
No. 3 yellow		4 30
No. 2 "		4 20
No. 1 "		4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

TEA — The market is featureless, trade being quiet and the demand unchanged from last week. Mail advices from London, under date of Aug. 22, say:

A further shrinkage in the values of medium teas has taken place during the past week—as much as ½d per lb. in many cases. Common leaf, although now obtainable in fair quantity at 6½d, has been steady in comparison, while the strong competition for fine descriptions has been, no doubt, largely caused by the knowledge of the smallness of the supply. Teas between 7d and 9d would now seem to be on such a low basis that consumption must be stimulated, and as soon as the balance of the old crop in second hands is disposed of—some quantity is being discounted somewhat heavily—the outlook for these grades should improve.

The record of the foreign and colonial tea trade during the first six months of the year, details of which we publish, bears evidence of a healthy state of affairs, for in spite of adverse market conditions, shipments of British growths marked an increase of nearly 3 million lbs. over the corresponding period in 1906. This improvement was due to Ceylon, whose exports to Russia—chiefly via the Siberian Railway—were no less than 4 million lbs. heavier than last year. The fact that the Calcutta market was practically closed during the greater part of the period was probably the cause of the falling off in Indian trade.

It is worthy of note that the season's average to date of Indian teas is very little above what it was at the same time last year, in spite of the fact that common teas are 100 per cent. higher. This is accounted for to a considerable extent by the comparatively very low price of medium tea, which will doubtless soon command more attention.

COFFEE—The past week has produced no features of special interest. "The chief feature of the New York market the first two days of last week," says The Journal of Commerce, "was a continuation of the heavy liquidation in the September position. The amount of coffee disposed of for this account was largely in excess of what was expected.

"The leading governing factor is the condition of the growing crop. Notwithstanding reports of frosts having been received from time to time lately, nothing so serious has happened and it is now too late to expect damage from this source. Cables have been received reporting the August flowering poor, with September prospects unfavorable. Estimates as to the size of the current crop have varied to such an extent that no reliance can be placed on any of them. Nobody knows what the carry over is from the previous crop, but the receipts at Rio and Santos have shown a decrease from the figures of a year ago. From July 1 to Aug. 29, Rio received 419,000 bags, as compared with 586,000 last year, and Santos 1 506,000, while last year 2,308,000 came down. Europe has been a liberal buyer of Santos, which has put this variety 15 to 25 points higher than this market, hence the offers of Rio have been more in evidence here, but speaking generally, while quite a liberal quantity of coffee has been offered in the cost and freight market, comparatively little has been available as the prices quoted were too high. In spite of the fact that the counting has continued to supply its wants in a hand-to-mouth way, the warehouse deliveries in the United States from Aug. 1 to Aug. 29 amounted to 397,525 bags. Consumers appear satisfied, under existing conditions, to let importers and jobbers carry the stocks for them. They have no faith in valorization, which is carrying 8,000 000 bags. Notwithstanding the fact that this plan is operative until Dec. 1, 1908. The visible supply, Sept. 1, is not known. During August, last year, it increased 808,600 bags, from 9,948,053 bags, Aug. 1, 1906."

MOLASSES AND SYRUPS — New prices have been given out on maple syrup. Quotations are from 40 to 60 cents higher than last year, according to size.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	
Corn syrup, bbl., per lb.		0 03
" -bbls "		0 03
" kegs "		0 03
" 3 gal. pails each		1 60
" 2 gal. " "		1 15
" 2-lb. tins (in 2 doz. case) per case		2 25
" 5-lb. " (in 1 ") "		2 55
" 10-lb. " (in ½ ") "		2 50
" 20-lb. " (in ¼ ") "		2 45
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35
Maple syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 10
Quarts, 24 "		5 40
Pints, 24 "		2 90

DRIED FRUITS—It now seems to be assured that the Sultana raisin crop has been seriously affected by heavy rains, and while mail advices of two weeks ago still show prospects of a large yield, late cables indicate high prices, which, in themselves, may be taken as evidence that the crop has suffered disastrously. Previous to these cable reports, estimates of the crop were given as high as 55,000 tons, but if the amount of damage thought to have been sustained is even approximately correct, these estimates will have to be revised with some severity.

In currants, also, a vast amount of damage has been done by rains, which have come at a most inopportune moment. This, for the reason that about 75,000 tons of fruit were exposed on the drying grounds, 40,000 tons were still on the plants, and only some 35,000 tons were safely housed. Subsequent cables advise that the amount of rain damaged fruit is very large. Prices for sound fruit are firmly held, showing, if anything, an advancing tendency.

Latest reports indicate that about an average crop of Valencia raisins may be looked for, and state that although the berries are somewhat below the average in size, the fruit is of excellent quality, and, so far, in good condition.

Prunes, Santa Clara—	**Per lb**				**Per lb.**
100-120s	0 05				
90-100s, 50-lb boxes	0 05½	0 05¾	70-80s "		0 08
80-90s "	0 06	0 06½	60-70s, 50-lb boxes		0 08½
Note—25 lb. boxes ½c. higher than 50 lb.					
Candied and Drained Peels—					
Lemon	0 11	0 11½	Citron	0 21	0 22
Orange	0 11	0 12			
Peaches, "				0 18	0 20
Figs—					
Elemes, per lb				0 08	0 15
Tapnets, "				0 03½	0 03½
Bag Figs				0 04½	0 05
Currants—					
Fine Filiatras	0 07½	0 08	Vostizzas	0 09½	0 10
Patras	0 08½	0 08¾			
Uncleaned, ½c less.					
Raisins—					
Sultana				0 12½	0 1b
" Fancy					
" Extra fancy					
Valencias, selected					0 08¾
Australian					0 08½
Seeded, 1-lb packets, fancy					0 11½
" 16 oz. packets, choice					0 11
" 12 oz. " "					0 09
Dates—					
Hallowees	0 05		Fards choicest		0 09
Sairs	0 04		" choice		0 08½
Domestic evaporated apples				0 09	0 09½

SPICES—Prices are unchanged and there is no special feature to the market.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cassia		0 75
Nutmeg	0 45	0 25
Cloves, whole	0 25	0 30
Cream of tartar	0 25	0 35
Allspice	0 22	0 28
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	0 15	0 20
Cinnamon, whole	0 17	0 20
" ground	0 20	0 22

NUTS—Although it is next to impossible to make an accurate forecast, the Grenoble walnut crop is expected, according to advices received by the trade, to be larger than was originally anticipated. The quality also, it is said, is first-class. By the end of this month or the beginning of October, some definite information will be obtainable on this point.

Shelled almonds have advanced on the primary markets, according to latest reports, and the primary market is also very firm, with regard to new crop Sicily filberts. The advance in shelled

almonds applies equally to both early and late shipments.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 32	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11

RICE AND TAPIOCA—Nothing has appeared on the horizon, so far, to relieve the tapioca famine. Prices are about unchanged, but firm.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 35	0 36
Japan	0 06½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 08	0 08½
Carolina rice		0 10
Tapioca, medium pearl		0 08

BEANS—In the opinion of some wholesalers, there is a slight tendency to lower prices in prime No. 1s. It is too early yet to get an accurate line on the crop prospects.

Beans, hand picked, per bush	1 75	1 80
" prime No. 1 "	1 60	1 65
" Lima, per lb	0 07	0 07

HIDES AND WOOL—Inspected hides are a cent lower for both ones and twos, country hides are 1c to 1½c easier, and horse hides have dropped to $3 straight. If there is to be any improvement in the hide market it will take place within the next two weeks. Opinions are divided as to whether there will be any improvement or not, some dealers expecting a return to former quotations almost immediately, and others looking for firm prices, but immediate advance.

Hides, inspected, cows and steers, No. 1		0 08
" " " No. 2		0 07
Country hides, flat, per lb., cured	0 06½	0 07
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	0 50	0 60
Horse hides, No. 1	3 00	3 25
Rendered tallow, per lb	0 05½	0 06
Pulled wools, super, per lb		0 25
" " extra	0 25	0 26
Horse hair, per lb	0 28	0 30
Wool, unwashed	0 12	0 13
" washed		0 23
" rejections		0 17

LONDON GROCERS' PICNIC.

Last of the Summer's Outings on Saturday Furnishes Fun in Abundance.

The last of the mid-week half-holidays of the London retail grocers was celebrated on Wednesday afternoon last by the biggest, most enjoyable and most successful outing of the season. The weather was ideal and the street railway took to the delightful park at Springbank, five miles down the river bank, nearly five thousand citizens, who witnessed the best programme of sports presented there this year. Many novel events were provided in the bill-of-fare, affording unlimited amusement to both speculators and contestants. There were certainly "parcels of fun" in the boxing contests in barrels, the manner in which they tumbled helplessly about after receiving the knock-out blow being a source of great merriment to all. W. Bustin, a young pugilist with a great future, was cleaning up on them all, until J. H. Boyd, who travels for Red Rose Tea, got in the way, and he demonstrated that he could travel some in other lines by knocking Mr. Bustin out of his barrel amidst the frenzied cheering of his favorites, who were legion. As a grand finale to the boxing bouts a special three-round go was put on between Chancey Smith and Dick J. Woods, who, after some little squeezing, were forced into the barrels and with Ald. Gillean and Ed. Ryan as seconds respectively, the mill-work began. The fun was fast and furious for three rounds and Richard was getting the better of the argument when his second treacherously let go the barrel which he had been endeavoring to support, and Chancey, seeing his chance, sent home a straight jab to the solar plexus and over went Richard in a heap "down and out," and the championship belt was presented to the winner amidst the triumphant yells of his backers. Where the horde of youngsters who entered the melon-eating contest came from no one could tell, but there was a host of them, and whether they secured a prize or not all secured ample compensation by the enormous juicy slices of melon placed at their disposal. The event that perhaps attracted the greatest attention, and justly so, was the three-legged race arranged between Ed. Ryan and Mrs. Cartledge against Alf. Johnston and Mrs. Finch. Almost from start to finish it was a dead heat, and the judges had to give both teams a prize. Each lady is a 200 pounder—a fact that by no means detracted from the fun. The baseball match between the clerks and the bosses was fast and furious, in spots, and resulted in a tie, 11 to 11. It was called in the seventh inning for lunch. The batteries were as follows: Clerks—Bird and Hamilton; bosses—Ranahan and Abbott. Clem Garvey acted as umpire in a most satisfactory manner, and at no time allowed any brilliant plays to count. There were other races, a dozen and a half of them, and all contributed to the general enjoyment. The committee in charge were: President Harry Ranahan, First Vice-president Thomas Shaw, Second Vice-president W. T. Mullins, Treasurer Ed. Ryan and Secretary C. Hayes. Judges—J. H. Boyd, Clem Garvey, McK. Millman, Ald. Gillean, John Dillon and Mr. Baker, traveler for Sapolio. Grounds committee—Thos. Shaw, Alf. Johnston, J. Wilkey, Frank Paul, G. Leach and H. J. Granville.

LAKEFIELD GROCER MARRIED.

Percy Spence, an enterprising young grocer, of Lakefield, son of Samuel Spence, was married on Wednesday, August 28th, to Miss Victoria Nugent, daughter of Mrs. Nugent, of the same town. The ceremony was performed at the home of the bride's mother, Queen street, by the Rev. Hamilton Spence, of Tyrone, Ont., uncle of the bride, assisted by the Rev. J. Bedford, pastor of the Lakefield Methodist church. The happy couple left for a short honeymoon, to be spent in Toronto and other points, and on their return will reside in Lakefield, where Mr. Spence will have added inspiration toward the building up of a first-class grocery business.

ATTRACTIVE PACKAGE.

Goods for British Markets Should Have Neat Appearance.

Consul Albert Halstead, of Birmingham, reports that in the British market care in packing, attention to making products appear well, and, in general, everything calculated to attract the eye are of the greatest usefulness in promoting sales. The importance of this has been brought more clearly to his attention by an article in a British publication, from which he quotes the following:

"The successful sale here of numerous continental articles of food is due almost entirely to the neatness of the container. Such things as fruit, eggs, and vegetables, which come to us from the Continent, are neatly inclosed in boxes, and have apparently been washed before being packed. An edging of tinted or face paper occasionally serves to make the produce more tempting to the purchaser. Home-grown produce is not, as a rule, so attractively displayed and, in consequence, does not always command the sale. As a guide to the American sending goods to this market, the following incident will be of interest, because it shows something of the spirit of the purchaser with reference to the way goods are offered for sale: A farmer noticed customers in the grocer's shop picking over the celery to find the best-looking bunches, and it occurred to him to take more pains with his celery and see if it would bring a better price. He bought some pink tape and tied the celery with it in neat bunches, and found that it sold quickly and brought more money, while the same kind of celery without the tape sold slowly and brought less.

"After that he marketed all his produce in the most attractive manner, putting labels on his fruit baskets with the name of the variety, wiping his apples, selecting and labeling his tomatoes, always treating his fruit and vegetables as if they were worthy of distinction. The fame of his produce grew, he enlarged his business and became a wealthy man, all because of the pink tape on the celery.

"The bottles, labels, and other items connected with the packing of American proprietary medicines are much admired here, and the chemist readily concedes the fact that such matters are potent in assisting him to make sales. In considering this country as a market for American goods which reach the purchaser through retail shops and stores, I would advise the manufacturer to bear in mind the fact that the package forms an important detail in display either in windows or on the retailers' shelves."

There is a lesson in this for Canadian manufacturers.

F. F. Adams, one of Cardinal's leading grocers, called at The Grocer office on Tuesday.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon. Thursday, Sept. 5, 1907.)

Crop reports continue to be more favorable than was looked for two months ago, and with the present high scale of prices, it seems likely that the farmers will have quite as much money this fall as last. The railways have made careful preparations for the prompt handling of the crop this fall, and it is not likely that last year's tie-up will be repeated. Everything considered, the business situation in the west this fall is likely to be much better than was expected a month or six weeks ago. The renewed feeling of confidence among the trade is very noticeable.

CANNED GOODD—Most lines of canned fruits are a short pack this year and later in the season it will not be possible to fill orders. Roast beef and corned beef are advanced this week. We quote :

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Rasyberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
½-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 13	2 08
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
2 " " "	1 80
3 " " "	2 25
1 " Chili " "	2 25
2 " " " "	1 90
3 " " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 65
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's, "	2 65
Potted meats, ¼'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
**Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
**Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" 1-lb. tins, "	3 10
" ½-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¼'s, "	2 90
" " 1's, "	4 00
Salmon (clover leaf)—	
1 to 4 cases, per case	7 60
5 cases and over	50

SUGAR—Quoted as follows :

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 08½
" roasted " per lb	0 11½
Ground roasted Rio	0 12½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 08½
Sultana raisins, bulk, per lb	0 13½ 0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ¼-lb. packages per package	0 10½
" " fancy seeded in ¼-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 [illegible]
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10½ to 11c per lb., and dried at 9¾c per lb.

HONEY—Ontario honey is very scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½-doz. "	10 50
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—Rangoon rice slightly easier, otherwise prices are unchanged.

Japan rice, per lb., cwt. lots	0 04½
" 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	8 00
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 18
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—Cornmeal is advancing, and new prices will be noted below. We quote :

Rolled oats, 80 lb sacks, per sack	1 95
" 40 " "	1 00
" 20 " "	0 51½
" 8 " "	0 23½
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal, 49's, per sack	0 90
" 98's "	1 90
" 10's "	2 20

BEANS—Choice prime white beans are quoted at $1.90, and the hand-picked at $2.05. The crop is reported short.

BUTTER—Produce houses are paying 18c per lb. for No. 1 dairy, and 16c for No. 2, delivered in Winnipeg. Creamery is selling to the retail trade at 24c per lb. for 1-lb. bricks.

CHEESE—Ontario cheese is selling at 13½c per lb., and Manitoba at 12½c.

EGGS—Produce houses are paying 17c per dozen for eggs delivered in Winnipeg, and subject to candling.

Cured Meats.

Quoted as follows:

Hams, selected, mild cure, 10 to 14 lb., 100 lb. crates	17½
Bacon, selected, mild cure, 5 to 7 lb., 100 lb. crates	21
Backs, selected, mild cure, 8 to 10 lb., crates	18

Sugar Cured.

Prices for 100 lb. sacks; add ⅛ for 200 lb. boxes; ¼ for 100 lb. boxes; ½ for 50 lb boxes.

Hams, light, 10 to 14 average	17¼
Hams, medium, 14 to 16 average	16¾
Hams, heavy, 25 to 30 average	16
Hams, skinned, 20-25 average	17
Picnic Hams, 6 to 10 average	13
Shoulders, 10-14 average	13¼
Breakfast Bacon, clear, bellies 8 to 10 lb.	18¼
Breakfast Bacon, clear, bellies, 10 to 12 lb.	17½
Breakfast Bacon, wide 14-16, or strips 6-8 lb.	17
Clear backs, bacon, 8 to 10 lb.	17½
Clear backs, bacon, 12 to 16 lb.	17
Spiced rolls, long	16½
Spiced rolls, short	14½
Dried beef hams, sets	16
English cured bacon, bellies, 14 to 18 average	17
Smoked beef tongues, choice	18

Smoked hams, boned and rolled, 3 cents per lb. additional.

Dry Salt Meats.

Prices for 200 lb. sacks; add ⅛ for 200 lb. boxes; ¼ for 100 lb. boxes.

	Unsmoked.	Smoked.
Long clear sides, 50 to 75 lb.	12	13½
Short clear sides, 45 to 60 lb.	12½	14
Extra short clear, 35 to 50 lb.	12½	14
Boneless backs	13	14½
Clear bellies, 20 to 25 lbs.	13½	15
Clear fat backs, 12 to 14 lbs.	11½	12¾
Square shoulders, 14 to 16 lbs.	11½	13

Barreled Pork and Beef.

	Brls.	Hf. Brls.
Mess pork	$25.00	$13.00
Short cut mess, standard	26.00	14.00
Pig pork, boneless, briskett	23.00	12.50
Selkirk bean pork, clear	21.00	11.50
New mess beef	12.00	7.00
New plate beef	11.00	6.50

Byron Cutler, grocer, of St. Thomas, has sold his business to Cutler Bros.

Johnson & Baulus, general store, of Lethbridge, Assa., are succeeded by Baulus & Co.

GROCERY AND TRADE NEWS OF NEW BRUNSWICK

Special Correspondence of The Canadian Grocer.

St. John, N.B., Sept. 2.

During the past week flour has shown some activity, Manitoba patents having gone up ten cents a barrel. Dealers are expecting Ontario to follow suit at any time. Quotations now are: Manitoba, high grade, $5.85 to $5.95; Ontario, medium patent, $4.90 to $5; Ontario, high grade, $5.05 to $5.15.

Sugars are steady, present prices being: Standard granulated, $4.50 to $4.60; Austrian granulated, $4.30 to $4.40; bright yellow, $4.30 to $4.40, and No. 1 yellow, $4 to $4.10.

All kinds of fruits, both green and dried, continue very high.

In the produce line, butter and eggs are reported scarce, and are held for slightly increased prices. Potatoes and all kinds of vegetables are down in price and are coming in freely.

The first lot of Nova Scotia apples brought here this season arrived on the schooner Maudie, of Port Lorne, a few days ago. There were fifteen or twenty barrels of fair quality. The Maudie also brought the first apples of the season last year.

* * *

St. John is thronged with visitors today, who are here to attend the big firemen's tournament. Merchants in all lines of trade are expecting to reap a harvest to-morrow from the out-of-town buyers, who have taken advantage of the cheap railway and steamship rates.

The retail dealers report that business is showing some improvement since the schools re-opened, and families are returning from their suburban residences.

Judging from the progress already made in the construction work of the new cold storage plant on Main street, the building will be in readiness for business early in October. Definite arrangements have not yet been made about the three stores that will be provided on the Main street side of the structure, but it is probable that one will be used for vegetables and fruits, another for meats and the third for dairy products.

Good progress is being made with the wharf building operations on the west side, and there is now no doubt that there will be at least one more berth and warehouse than there was last season for the handling of the immense import and export business that is expected.

GRECIAN CURRANT CROP.

A Summary of the Situation and a Forecast.

In view of the present situation in currants the following remarks by vice-consul H. J. Woodley, of Patras, are of considerable interest:

"The regular development of the currant crop so essentially depends upon a sequence of favorable climatic conditions that a survey of the weather during the past six months and its effect upon the currant plantations forms the only reliable basis for forecasting the size of the forthcoming crop.

"The winter of 1906 proved one of the most severe experienced during the last forty years. An abnormal quantity of snow covered not only the higher slopes of the mountains, but also extended down to the lowlands around the coasts, which contain most of the currant plantations. The rainfall during the months of February, March and April was almost incessant. The heavy rains and melting snows resulted in the flooding of many low-lying districts, and cultivating operations were generally retarded in consequence.

"During May and June the weather continued favorable for the regular development of the currant crop, which, according to the most reliable information obtainable at present, is estimated at about 155,000 tons. On the whole, the severe winter appears to have been beneficial to the currant plantations, and the extreme cold is generally believed to have prevented the appearance of the "peronosporos." This disease, which is a species of white blight, is usually most destructive in seasons during which heavy rains alternate with hot weather, and develops most rapidly in the moist heat generated.

"It should be borne in mind that at this period all estimates regarding the new crop are premature and necessarily subject to modification by adverse climatic influences before the crop is finally secured.

No Old Crop Available for Export.

"The general course of the local currant market during the past six months has been remarkably steady, and in consequence of the comparatively small crop shippers have shown no inclination to operate except at full market value. Prices which at the beginning of the season opened at about 15s. 6d. (shilling=24½ cents; penny=2 cents) per hundredweight for provincial fruit, rapidly advanced to about 23s. per hundred weight cost and freight New York.

"In spite of the higher prices ruling, the demand has been greater than in previous seasons, and shipments to the United States up to June 30 totaled about 14,700 tons, against 13,700 up to the same period in 1906. Practically no old crop fruit is now available for shipment, except that held by the Privileged Company, and this fruit can only be exported at the fixed minimum price of 200 drachmas (5½ drachmas=$1) per 1,000 Venetian pounds, which is equal to about 21s. 9d. per hundredweight packed in barrels and cost and freight New York."

EXERCISE CARE IN EXTENDING CREDIT TO NEW CUSTOMERS

F. T. Longley, secretary of the Little Rock Retail Grocers' Association, in the course of some remarks on the best methods of extending credit to new customers, said :

"Beyond a doubt the most important item in all that goes to make a successful credit business is that of handling book accounts.

"No other feature of the business is so necessary if success is to be achieved, and certainly no other one thing is so often neglected.

"A man may have sufficient capital for the volume of business he is doing, may be a good buyer, confining his stock to good selling lines bought at right prices, may be able to establish and maintain a proper ratio between his gross sales and his expenses, may get prices that should leave a fair margin of profit after allowing for expenses and a reasonable percentage for bad accounts, and yet if he does not adopt and follow a definite and correct system in handling his book accounts he is bound to fall short of success and is almost certain to eventually wind up in failure. To this end he should begin by getting the name and address of every applicant for credit, whether married or single, where employed, in what capacity and at what wages, names of persons or firms with whom he has traded on credit, or good references in case he has never run an account, as might be the case of a young man leaving the parental roof.

"With all these precautions," adds Mr. Longley, "losses are bound to occur."

TRAVELERS' HOLIDAYS.

By a Salesman.

Another short week or two will see the close of the summer holiday season, and the last of vacation days for the army of salesmen all over Canada. Instead of being able to look forward to the fishing trips, boat excursions, camp life and summer resorts, all this will soon be a thing of the past for another year.

A good many firms neglect the vacations of their salesmen. Does this pay? If one contrasts the jaded, lack-adaisical manner of those who go vacationless from year to year with the refreshed vigor and animated enthusiasm of the men who have enjoyed a brief holiday, one cannot help but think the question fully answered. The most progressive business houses to-day are those who look carefully after the vacation season of their men, help them plan for it in some cases, but under no circumstances allow them to miss it.

The holding of summer conventions inaugurated several years ago by our enterprising neighbors across the borde" and now being followed by some of our most progressive firms, cannot be too highly spoken of. These conventions not only allow a relexation from business, which is in itself refreshing, but affords an exchange of ideas, an insight into the working methods of the "other fellow" that stimulates each attendant towards better results on his own part.

Another thing that should not be overlooked in mentioning the advantages of holidays for the traveling man, is the opportunity they give him of visiting his family for more than two days at a time.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BUSINESS CHANCES.

FIRM in Montreal is willing to communicate with packers of gallon apples in large quantities, with reference to buying for export. State full particulars. Highest references. Apply A. W., care of The Canadian Grocer, Montreal. [36]

MARITIME Warehousing. We have a large four-story brick warehouse in St. John, N.B., near the Railway freight sheds and Harbor docks, and are prepared to receive, warehouse and distribute all kinds of goods for Canadian or English firms wishing to distribute their goods to any part of the Maritime Provinces. J. S. Gibbon & Co , St. John, N.B. [38]

FOR SALE.

FOR Sale cheap. Latest make National Cash Register, with four drawers. Used only eighteen months. Also Stimpson Computing Scales and "Excelsior" Fruit Cleaning Machine; both nearly new. The Wilson Grocery Co., Gananoque, Ont.

Cans! Cans! Cans!

Whatever you require in cans we are able to supply.

Fruit, Vegetable, Meat, Syrup, Baking Powder, Coffee, Spice

and an infinite variety of cans for other uses. We are making **millions** for packers in every part of the Dominion. Cans made by **expert workmen**, from the **best material** obtainable. We guarantee satisfaction—our reputation stands behind **every** can that leaves our factory.

Order at once, before we are booked up for the Fall.

GALLON APPLE CANS

We are still open to book a few orders if you are not fully supplied, provided you order **at once**.

ACME CAN WORKS

MONTREAL

"I've Now More Than I Can Read"

¶ Yes, Mr. Business Man, we are well aware you have not time to read all the publications that come your way each month.

¶ But do you really devote the time you should to reading? Do you get the timely and instructive articles which a man in your business should read in order to be up to date?

¶ Isn't a great part of your time spent in ransacking the various publications in search of these articles? Think of the advantage of having them selected for you each month. How much more profitable your time devoted to reading would be. This is exactly what

THE BUSY MAN'S MAGAZINE

will do for you.

¶ It will select the timely, interesting, and entertaining articles from the CURRENT issues of the world's magazines and periodicals.

¶ Each issue will contain the Cream, the Choicest, and the Best appearing in the magazines of the month.

Write for a sample copy TO-DAY.

The Busy Man's Magazine

TORONTO

AS REGARDS TEA SALES

Let us help you. We can do it.

Every grocer is in business for profit, and tea sales are the important feature of his business.

To buy bad tea or to buy tea badly is equally disastrous to his trade. He must sell the right tea at the right price right along if he would hold and increase trade.

Now, that is just where we come in. We are tea experts exclusively. We make every feature of tea our study. Our customers get the advantage of all our knowledge and experience. We have now arriving some very choice new teas, and would be pleased to send you samples.

Remember! It is quality which wins out and only quality. If it is quality you need, we can help you. If it's "package" tea you want, our "Melagama" is the one tea of quality and uniformity and shows good profit. Write us.

MINTO BROS., - - TORONTO
OF MELAGAMA TEA FAME

A SPECIAL OFFER

We are spending a great big sum of money in advertising our

Gold Standard

BAKING POWDER

as well as our other products.

But we realize that all this advertising cannot accomplish big results unless we have the the co-operation of the retail grocer.

Therefore we are making a special free proposition on Baking Powder, that will make it well worth your while to co-operate with us in pushing the sale of Gold Standard Products.

If you have not already heard about it drop us a line to-day for full particulars.

THE CODVILLE-GEORGESON CO., Limited

WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
LIMITED
PORK AND BEEF PACKERS
TORONTO

FRESH PORK SAUSAGE

With the coming of September comes the opening of the season for Fresh Pork Sausage. Anticipate the desire of your customer and have a stock of delicious, toothsome Sausage on your counter. We shall be glad to book your daily or weekly order for them.

F. W. FEARMAN CO.
Limited
HAMILTON

A Tasty Breakfast

That means a good deal to most men. Here's where you can help the housewife. Recommend

CORONA BACON

It will satisfy the most particular.

At other times get her to try

CORONA HAM

She's sure to be satisfied and that means satisfaction and profit to you.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL STORES

Bring Customers Back

That's the only way to build up business. Our goods will be a mighty weighty factor in helping you do this, our

Bacon
Ham and Eggs
Cheese
Butter
Sausage
Bologna
Lard

Reach the top in purity and wholesomeness. That's why!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Cheese quotations to-day are surprisingly high for a normal season. Last week 11⅞c. was thought to be a very fair figure to mention when high prices were talked, but this week no seller would consider that price.

At the end of the week there was a sharp advance, due, some believe, to manipulation. No matter the cause, the advance is a reality, and quotations to-day are higher than they were a week ago. Some houses quote as low as 11⅞c for Quebecs, but more quote 12⅛c. Ontarios sell as high as 12⅛c, and as low as 12⅜; townships around 12c. It is difficult to-day to give quotations likely to meet the ideas of everybody.

English houses have not by any means followed the advance. They were buying at a little at the prices which ruled last week, but after the jump there was a falling off in demand. Trade to-day is confined almost entirely to local demand, dealers filling small orders for this district and outside points within a reasonable distance.

In the Old Country the market has not changed a great deal, being about steady. There continues more or less talk of a bullish nature regarding the make, but neither buyers nor sellers are to be blinded to the true conditions, which indicate an average English make.

Receipts of cheese last week amounted to 81,388 boxes, against 79,521 boxes previous week, and 91,885 boxes corresponding week 1906. Total receipts since May 1 amount to 1,343,531 boxes, against 1,475,590 boxes for the same period last year.

This week butter prices show an advance of ¼c. At prevailing figures trade is dull, as far as the Old Country is concerned.

Buyers simply will not pay the prices demanded on this side. They are in a position to secure butter of equal quality from other sources, and the prices are much more interesting to them.

The make this year is not large. Feed has been very high all winter, and farmers have not been able to feed their cattle as they should be fed to yield the quantity of milk required. The weather has been dry also, and pastures have not been in as good condition as might be wished, so that all things considered, it is not surprising to find the make below last year. As has been stated before, there are not so many factories running butter this year, as in 1906. So many have been attracted to cheese by the high prices that butter has suffered. The quality of the butter has not deteriorated, dealers finding it first-class. No complaints worthy of mention have been received this year, which must be considered a good sign.

Prices range from 21c to 22½c, according to quality. Townships is quoted 22¼c to 22½c, with Quebec around 22c and Ontario 21c to 21½c. There is very little of the latter obtainable. Consumption in the West is such as to take nearly all there is arriving in Ontario. Dairy is scarce, and prices run all the way from 18½c to 19½c.

Receipts last week were 15,685 packages, against 14,780 packages previous week, and 20,806 packages corresponding week last year. Total receipts since May 1 amount to 281,274 packages, against 432,420 packages for the same period 1906.

Dealers do not expect any orders from the other side as long as present prices rule. They are altogether too high to meet the ideas of Old Country buyers, and until they decline, it is not likely that there will be any sales of any size to the other side. Local dealers are not worrying much, however, as they firmly believe that Canada can consume all the butter produced in the Dominion. Stocks are not accumulating here, which would serve to carry out this statement.

THE PROVISION SITUATION

Receipts of hogs for the past week have been light, running about 19,000 to 20,000. Farmers are not anxious to loosen up on their stock yet a while owing to the very weak tone of the market. Prices declined again last week, and are now quoted at $5.90 to $6.10 f.o.b. country points. The Old Country market has declined about 6s., and there is no immediate prospect of any improvement in the situation. The heavy receipts of bacon from Denmark and Ireland, which were the determining causes of last week's decline, continue without reduction. American shipments have also been above normal.

Though prices are not yet fixed for next week, there is no doubt that they will be lower, and most houses are in a very pessimistic frame of mind with regard to the future. Buyers in England are naturally pursuing a waiting policy, and there seems no reason to doubt that their obvious expectations of a lower market will be realized.

The domestic situation is somewhat improved, and Canadian cuts are moving out more freely. But packers are not yet looking for live hogs in any quantity.

The Journal of Commerce, reviewing the week, says:

"There have been no important developments, activity or change in prices of hog products the past week. There was a tendency to put up options early in the week with corn on poorer prospects of new crop. But after mid-week, when profit-taking sent corn off, products sympathized. It has been impossible to get full returns of receipts, as the telegraph strike still prevents it; but receipts at the east have been light and hogs higher, while at the weat they were lower on larger receipts near the close. There was a little more cash demand for products early this week, but it was at some shading of prices in lard and city bellies, though hams west were held up by packers with the speculative staples. But there has been no activity except in switching September stuff to later months and the high carrying charges as in grain have had a bearish influence. Packers have not appeared to be doing much, except to widen the carrying charge, and this has depressed the September option and steadied up the later ones somewhat. But there has been little to entitle these markets to be called more than a side show to grain, and a pocket one at that."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Provisions are quiet this week. With the coming of cooler weather demand for smoked meats is falling off. Lard will soon be selling freely, the fall and holiday trade requiring extra supplies. Canadian short cut mess pork has been advanced 50c.

Lard, pure, tierces	0 11½	0 11¾
" 56-lb. tubs	0 11¾	0 12
" 20-lb. pails, wood	0 10½	0 10¾
" cases, 10-lb. tins, 60 lbs. in case	0 11¾	0 12½
" " 5-lb. "	0 1 4	0 12¾
" " 3-lb. "	0 12	0 12½
Lard, compound, tierces, per lb.	0 10	0 11½
" " tubs	0 11¼	0 11¾
" " 20-lb. pails, wood	0 11¼	0 11½
" " 20-lb. pails, tin	0 10	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11¼
" " " 5-lb. "	0 10¾	0 12
" " " 3-lb. "	0 10¾	0 12½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	21 50	23 75
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12½	0 18
Extra plate beef, per bbl. variousizes	9 00	23 00

BUTTER—Trade in creamery butter is good, at better prices than ruled last week. Nothing worth while is being done in an export way, the business mentioned being entirely local. Dairy is extremely scarce and higher prices rule in consequence of the shortage.

Creamery, choice, boxes	0 22½	0 23
" " pound prints		0 23½
Dairy, tubs	0 18	0 21

CHEESE—Local trade in cheese is very satisfactory, considering the high prices that rule, but export business is very slack, English buyers not being willing to pay the figures demanded here. Prices are firmer.

Cheese, old	0 14	0 16
" new, large	0 12	0 12½
" " twins		0 12½

EGGS—Eggs are active this week at advanced prices. Selects bring anywhere from 22c to 24c, although the latter is an extreme figure. Good No. 1 are worth 18c to 20c, and in good demand at these figures.

HONEY—It is a little early for good trade in honey, and prices given below are nominal, rather than actual sales quotations.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 07	0 08
Clover, strained, bulk	0 08	0 09

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

TORONTO.

PROVISIONS—Business continues to be active, with the market somewhat stronger, though prices generally hold about the same as a week ago. The approach of the closing of navigation, which forces Western shipments to a considerable extent, and the opening of the lumber camp trade, is causing a briskness in several lines.

In fresh meats, lamb is lower, under heavy supplies. Beef has also dropped a point or two, and, on account of the heavy shipments in hogs, the prices are a little easier.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams, per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 16½	0 17
" pea meal	0 17½	0 17½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails "		0 12½
" compounds, per lb		0 10
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	0 08½	10 00
" front quarters	5 50	6 00
" choice carcases	7 50	8 00
" common	5 00	6 00
Mutton	0 08	0 10
Lamb	0 10	0 11½
Hogs, street lots	8 75	9 00
Veal	0 08	0 09½

BUTTER—Butter is still rising, and this week's market is a cent or two above last week's quotations. The demand occasioned by the rush of Exhibition visitors is to some extent responsible for this, but the supply all round is so short, that prices are bound to be very stiff.

	Per lb.	
Creamery prints	0 24	0 27
Creamery solids	0 22½	0 23½
Dairy prints, choice	0 22	0 25
" " ordinary	0 18	0 19
" tubs choice	0 20	0 22
" tubs, ordinary	0 17½	0 18
Baker's butter		0 17

EGGS—Receipts are decidedly free this week, though the demand is such that the price has appreciated a little. Candled now stand at 20 cents, with better lines, of course, graded higher.

Eggs, candled	0 20

CHEESE—The market is somewhat stronger than last week, with prices correspondingly in advance.

Cheese, large	0 12½	0 12¾
" twins	0 12½	0 13¼

HONEY—The market continues firm. Buckwheat, in particular, is very scarce and has gone up a cent.

Honey, strained, 60 lb tins		0 11
" " 10 lb tins		0 12
" " 5 lb tins		0 13
" in the comb, per doz	2 00	2 50
Buckwheat honey, per lb	0 06	0 07
" " in comb, per doz	1 25	1 50

POULTRY—Spring chickens came in in abundance at the end of the week, in fact, the supply was ahead of the demand, and, as a result, the price dropped from 2 to 4 cents per pound. The situation was relieved a little at the beginning of the week, but shipments will probably be large to-morrow and Saturday.

Live Weight.		
Spring chickens, per lb	0 10	0 11
Old fowl		0 09
Ducks		0 10

Dressed weight.		
Spring chickens, per lb		0 14
Old fowl	0 10	0 11
Ducks	12 0	0 14
Tom Turkeys		0 18
Hen "		0 18

SHOULD EXTEND TRAP SEASON.

Fishermen Make Representation to Minister of Marine and Fisheries.

Victoria, Sept. 4.—Representations have been made to the acting Minister of Marine and Fisheries, of British Columbia, requesting that the trap season, which terminated on the 25th inst., should be extended for the taking of cohoes, humpbacks and dogsalmon. The permission was granted last year, and it is claimed there is far more reason for it this year.

J. H. Turner, Agent-General for the Province, in London, England, arrived here a few days ago. Mr. Turner, who is a pioneer of this city, and was formerly Premier of the Province, says there is a large counter-motion in England to exploit the British Columbia fisheries for the London market. The operations of the company will be extended to the halibut, salmon and other fish, which will be transported in refrigerators. Arrangements have already been perfected. it is said, for the carriage of the fish by rail and steamer.

THE APPLE CROP.

A Large Quantity, But Small in Size—Shippers Warned.

A recent despatch from the department of agriculture, Ottawa, says:

The reports indicate that there will be a large quantity of very small apples; otherwise fairly good. Shippers should not forget that there is no lowering of the standard, and that the size for No. 1 or No. 2 is not the medium size, as grown in Western or Southern Ontario in 1907, but the medium size in an ordinary season. There will, therefore, be a large number of apples that will be marked No. 2, or even No. 3, for no other reason than that they are too small to qualify for a higher grade. The fruit inspectors have already recommended the prosecution of some shippers who have offended in this particular.

Agner Montague, grocer, Hamilton, has sold out to John Patterson.

Henry J. Vaughan, grocer, of Hamilton, has taken over the business of H. N. McGregor.

The sale of Wilson's

FLY PADS
is many times larger than that of all other fly poisons combined.
Avoid cheap and unsatisfactory imitations.
ARCHDALE WILSON, - HAMILTON

Ever Relied Upon

When the housewife knows her grocer carries an assortment of **Clark's Canned Meats** she is never in fear of being caught short of provisions at meal time. Clark's goods are dependable, and there is such a variety that all tastes can be satisfied. You should carry them.

86 A1 LINES

SECURE OUR CATALOGUE

WM. CLARK - MONTREAL

O'MARA'S BACON

Satisfaction Guaranteed

Quality the First Consideration

PRICES RIGHT

JOSEPH O'MARA

Pork Packer PALMERSTON

O'MARA'S BACON

The Manitoba Canning Co.

LTD.

Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

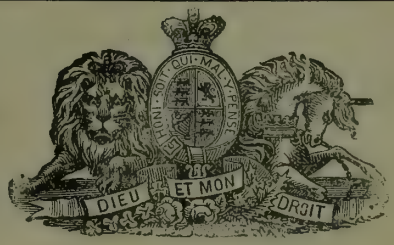
A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Do not be persuaded to load your shelves with inferior Fluid Beef preparations which can only be sold as "substitutes" with much trouble and loss of time.

Bovril is a standard line which never varies in quality. It will always please your customers and do you credit.

BOVRIL Limited, 27 St. Peter St. Montreal

CEREALS AND CONFECTIONERY

Latest Report on the Western Wheat Crop Gives Prospects as Favorable—Fall Trade Beginning in Flour and Cereals.

The outcome of the wheat crop is still somewhat too speculative to induce buyers to abandon the waiting policy that they have been maintaining for some time past. The Northwest Grain Dealers' Association, representatives of which have recently concluded their annual tour thorugh the wheat growing districts of the West, report the prospects excellent under certain conditions. The concensus of opinion seems to be that if the crop can only be garnered before the frost gets at it, the farmers will have an exceedingly profitable year. General cutting will not begin much before next week, and in some districts probably not before September 15.

Flour and cereals, the former especially, are moving more briskly under the usual fall demand. Millers report export enquiry, also, as picking up again, but foreign buyers are still a little shy of present quotations.

Confectionery.

Chocolates and Christmas are, or should be, synonymous terms with the retailer. It is a little early yet perhaps, he thinks, to worry about his Christmas trade, but it is never too early to lay plans, and it is safe to say that many hundred dollars are every year passed up by grocers about Christmas time, simply because they refuse to give their confectionery department the prominent place in their business that belongs to it by right. If you happen to be one of these people, start a reform before it is too late and see to it that you get your share of the fall and Christmas candy trade.

MONTREAL.

FLOUR—All flour has been advanced since last report. The market has been very firm locally for some little time past. Demand has been strong and export business heavy, so that millers felt justified in putting up prices as they did. A firm market rules to-day.

Winter wheat patents		5 20
Straight rollers	4 50	4 60
Extra	4 00	4 10
Royal Household, bags		5 35
Glenora		4 75
Manitoba spring wheat patents		5 35
" strong bakers		4 60
Five Roses		5 30

FEED—Feed is extremely scarce and dear, as is evidenced by the advance in Manitoba bran and shorts. The latter is up $1 to $3 and the former $2. Millers possess small stocks and find it exceedingly difficult to supply the strong demand, or even to fill orders which have been booked for many weeks.

Ontario bran	18 00	19 00
Ontario shorts	23 00	24 00
Manitoba shorts	25 00	26 00
" bran	....	22 00
Mouillie, milled	23 00	30 00
" straight grained	28 00	30 00
flour	1 35	1 45

ROLLED OATS—Demand is of average strength, trade being made up of orders for the supply of immediate wants. Prices are steady.

Fine oatmeal, bags	2 60	2 75
Standard oatmeal, bags	2 60	2 75
Granulated " "	2 60	2 75
Golddust cornmeal, 98 lb bags	1 70	2 00
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 55	2 65
" 80-lb. bags	2 45	2 52½
" bbls	5 20	5 50

TORONTO.

FLOUR—Domestic enquiry is reported brisker and improving rapidly. Millers are all optimistic for a good fall trade and anticipate firmer prices before long.

Manitoba Wheat.

60 per cent. patents	4 90	5 00
85 " "		4 60
Strong bakers	4 20	4 40

CEREALS—There is no change in prices, but trade is improving and the demand is expected to increase rapidly

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.

Importers of Foreign Products.

125 St. Peter St., QUEBEC.

TWINE, PAPER, BAGS, Jute Goods and Stationery

We carry these lines and carry mighty good stuff, too. Write or phone us for particulars.

PHONE MAIN 5348

A. M. THORNE & CO., 77 Front E. TORONTO

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK.

GRAHAM FLOUR

Made from carefully selected wheat.

Send for trial lot

A. A. McFALL BOLTON, ONT.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

since the opening of the fall trade. Prices are firm.

Winter Wheat.

Straight roller	4 25	4 35
Patents	4 45	4 65
Blended	4 35	4 40
Rolled wheat in barrels, 100 lbs	2 75	3 00
Rolled oats, in wood, per bbl	5 25	
" " in bags, per bag 90 lbs	2 50	
Oatmeal, standard and granulated, per bbl	5 55	
" " " in bags 98 lbs	2 65	

PERSONALITY IN SALESMANSHIP.

"Perhaps the strongest factor in salesmanship is personality," says Graphonotes, published by the Columbia Phonograph Co.

"The Diamond Match Co. makes matches; millions, billions, trillions of them. They are good matches. The heads don't fly off. You can strike them almost anywhere.

"As a result, the Diamond Match Co. sells more than seventy-five per cent. of the matches in the United States.

"How did they get the business? Here's how. Trust? Yes, but that didn't get them trade; it rather drove it away.

"Way up in Minnesota there was a man named Mason. His real name was Frederick Mason, but nobody suspected it. He was Fred to everybody. He was big in body and in mind. He was the national organizer of the Retail Grocers' Association. He made that organization one of the most powerful in America.

"He had that mysterious something called personality.

"He has it yet.

"The Diamond Match Co. heard about him. They went after him in the way large corporations have. They got him, but not until he had satisfied himself that their matches were as above described."

We heard him address several hundred merchants.

He talked square and told them the "why" of things. They'd all had the Diamond Co.'s travelers after them at one time or another, but somehow sales hadn't tallied with the company's expectations; maybe they were too optimistic. But within two minutes Fred. Mason had a grip on that crowd that dynamite couldn't break. He told those retailers just where to get off on the subject of Diamond matches, and because they liked Fred's way of telling them, and because his personality and magnetism forced them to weigh what he said, and, in the end, admit he was right, they bought Diamond matches. They believed in them after they had listened to Fred, and their enthusiasm kindled a similar spark in the minds of their customers. The matches were good matches, extra good, in fact, but until Fred took hold there didn't seem to be any way of convincing other people of their merits except in spots. Now everyone knows them and most people buy them. But they don't know that they are doing it on account of the personality of one man.

For best baking results in your Baking Powder or Self-Raising Flour,
TRY OUR
Calcium Acid Phosphate
Samples, recipes and quotations from
Charles C. Bryce & Co,
43-45 Great Tower St.
LONDON, E.C. - ENGLAND

Words are Good—If Backed Up by Deeds

The claims we make for

Perfection Cream Sodas

would be puerile and foolish if we didn't back them up by the proofs. Better Biscuits than

are not marketed to-day, for the simple reason they are not baked.

Perfection Creams

are immensely satisfactory. They are the best biscuits made and they retain their goodness—all of it.

We have something particular to tell you.

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & CORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

Business-Bringing Biscuits

That's the kind that ought to interest you, Mr. Grocer.

McLAUCHLAN'S CREAM SODAS

are just that kind. People like 'em so they keep coming back. Wouldn't it pay you to keep them? Ask us about them.

McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

COX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
P. Tippet & Co. "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

Pure Food is Essential to Good Health

Wagstaffe's

New Season's Goods

If you wish to secure some of these celebrated goods see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

EXPERIENCE IS BETTER THAN ADVICE

If you will put in a trial order of our flour you won't need our advice to induce you to order again. Experience will teach you that your best trade want our brands

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kah-lay)

The fine exhibit of Swiss Milk Chocolate at the Canadian National Exhibition, Toronto, caused enquiries from consumers from all parts of Canada. When home again they will ask for *Cailler's*. Be prepared for the demand.

Write for particulars.

General Agent for Canada:

WM. H. DUNN

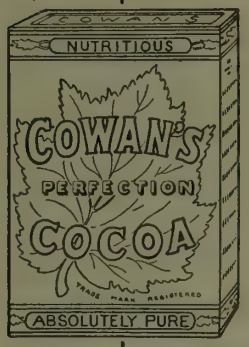
396 St. Paul St.
Phone Main 685
MONTREAL.

27 Front St. East
Phone Main 7658
TORONTO.

PURITY

ABSOLUTE
UNQUESTIONED

Qualifies all our goods



Cowan's Cocoa and Chocolate

A Canadian Product
which Canadians appreciate.

Do You Appreciate
the opportunity you are missing in not pushing it?

THE COWAN CO. LIMITED
TORONTO

CANADA:
No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S:
No better Chocolate

Despite the high price of raw material

Mott's

"Diamond" and "Elite" brands of

Chocolate

will be the same in quality as during the past 30 years.

—Your trade knows that they are Canada's Best Chocolate lines.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

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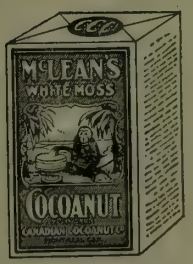
Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Remember



Full weight in every package of McLean's White Moss Cocoanut and costs you no more. "Ask for it."

Canadian Cocoanut Co.
Montreal, Canada

TRADE NEWS OF NOVA SCOTIA

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Sept. 2.

The produce markets are very active just now and large quantities of goods are being turned over. Potatoes are on the downward tendency and are quoted at $1.60 per barrel. A further drop is looked for as large quantities are coming on the market. During the past week there has been a marked scarcity of eggs, and the price went up in consequence, 21 cents being asked for case stock. Very few Nova Scotia eggs are on the market. Those offering are quoted at 26 cents.

The export of blueberries from Maritime ports to the American market this season has been unusually heavy. From Yarmouth they are sending on an average of one thousand crates per week. One of the steamers, the Yarmouth, which sailed early last week, had over eight hundred crates on board. Nearly every boat from Charlottetown also carries heavy shipments, some of them being as high as two hundred crates. Berries are scarce in the United States, and they are selling from thirteen to fifteen cents per quart.

* * *

Reports from Prince Edward Island say that the oat crop there this season promises to be the most productive for years.

Apples are coming in more plentifully. The best varieties of local grown stock sell from $3 to $4 per barrel. This price is for sweet varieties. Some apples of small growth are selling at $1.50 per barrel. Tomatoes are coming in quite plentiful and the price is dropping. Twelve-quart baskets can now be purchased for thirty cents.

* * *

Notwithstanding that the waters of the Cape Breton coast abound with fish, there is but one Sydney man in Sydney who is engaged in the catching and curing of fish. He is James D. McMillan, and he operates a fish curing plant on McKinnon's wharf. He has a small fleet of boats, and thus far this season he caught and cured ready for market over five hundred quintals of codfish and haddock, the most of which has been shipped to Halifax. Boneless cod, which he boxes himself, is one of his products which has met with a ready sale. Mr. McMillan has found the industry very profitable thus far. The steamer, Halifax City, which arrived here last week from St. John's, Nfld., had, among other cargos, fifteen hundred cases of canned lobsters, which were re-shipped to Havre, France.

The fishermen of Tiverton, Digby Co. are in high glee over the prices realized by them at a sale of fish sounds which took place at Digby last week, the firms of How & French, and R. H. Hamilton, of Boston, and Cunningham & Thompson, of Boston, being the competitors. For the past five years prices have ranged from 30 to 35 cents per pound, but on the present occasion the bidding went beyond high water of any recent years and twelve thousand pounds were knocked down to the representative of How & French at 99½ cents per pound.

* * *

The G.L. Murphy & Co., Limited, of Sydney, N.S., has been incorporated under the Nova Scotia Companies' Act, to take over and carry on the wholesale grocery business previously conducted by the firm of G. L. Murphy & Co. The capital stock is $60,000. The directors are: Peter McGrath, Charlottetown, P.E.I.; G. L. Murphy, J. A. Young, and W. T. Lynch. Mr. McGrath, who is largely interested in the stock of the new concern is the President, and Mr. Murphy is the Secretary and Managing Director. Under Mr. Murphy's management the business has been very successful in the past, and success is predicted for the new company in the future. Mr. Murphy, who is a hustling young man, deserves a large share of the credit for the way in which he has built up this business.

The Fortunatus, bound for Australia, with a cargo of nearly 1,000,000 lbs. of Indian tea, has caught fire off the coast of Borneo, and become a total loss.

St. George's Baking Powder

will prove to be a better seller than any other Baking Powder you ever carried

People are being educated on every hand into the importance of pure Food.

The government, the magazines, the newspapers, are all in the good work—and the demand for adulterated articles must cease.

Your customers are learning how pure and good St. George's Baking Powder is—how free it is from alum, ammonia, lime and other adulterants. They have been reading about the law in England that makes it illegal to sell alum baking powders. They are beginning to realize what a large percentage of Canadian baking powders contain alum and acid phosphate. They know St. George's Baking Power is guaranteed to be made of Cream of Tartar, 99.90 per cent. pure—and they will be asking you for St. George's.

It will pay you to stock St. George's—Alum and other adulterated brands will soon be impossible lines.

National Drug and Chemical Co. of Canada, Limited, Montreal

As a merchant you hate like the mischief being imposed upon when buying; so do **your** customers. When they want the **best** Worcestershire Sauce they expect to get

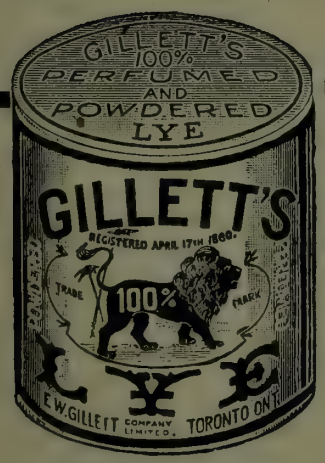
LEA & PERRINS' SAUCE

"The only original and genuine."

The Golden Rule is a good business guide to follow. Applied to table sauces it's **LEA & PERRINS'** every time.

J. M. DOUGLAS & CO., MONTREAL

Established 1857 **Canadian Agents.**



Just Read the Directions.

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

The Summit
of Excellence

St. Magnus

Sweet Pickle

(Fruits and Vegetables)
stands alone as the
PATRICIAN ARTICLE
of the Pickle World

Imperial Pints and Half Pints
Glass Stoppers
Fancy Picture Labels

Quotations of
ANDREW WATSON
91 Place d'Youville, - Montreal

Proprietors,
FRED^K. FISHER & SONS
St. Magnus House,
LONDON, - ENGLAND

FRUITS, VEGETABLES AND FISH

Bitter Oranges and Lemons Will Be Exceedingly Scarce—Canadian Plum Crop About 70 Per Cent. of Average.

Mail advices from Messina, under date of Aug. 5, state that the crop of bitter oranges in Sicily is a failure all over the island, and that in the neighborhood of Calabria there are only about one-third of the fruits there were last year.

Present quotations are higher than last year for new lemons for October shipment. The fruit is rather green and will probably not be ripe enough to ship before the second or third week in October. The first arrivals should be on this market by the first week in November. Fruit on the trees is costing nearly $1 per thousand more than last year. The cost of labor and raw material has advanced, and this, in conjunction with the shortage in the crop, will likely mean higher prices.

Canadian fruit is taking a prominent place on the local market, plums particularly being in evidence. Though the quality of this fruit is very good the crop is likely to be exceedingly short. indeed, a prominent fruit merchant earlier in the week, giving it as his opinion that the crop would not be more than 70 per cent. of the average.

The general outlook for the vegetable crop in Ontario is not at all encouraging. All the crops have suffered from want of rain and cold nights, and the ravages of slugs and cutworms have also been serious. In general, the potato yield is expected to be only half the average. Beets, carrots and turnips will be fair, but parsnips will be rather more scarce than usual.

MONTREAL.

GREEN FRUITS—New Verdilli lemons are selling freely, while oranges continue in fairly good demand at ruling prices. California grapes are quoted this week for the first time, and though prices are not low, business is satisfactory. Plums and peaches have been advanced. Bananas are slightly lower.

Dates, per lb		0 07
Bananas, fine stalk		2 00
" jumbos		2 25
Cocoanuts, per bag		4 00
Lemons	3 75	5 00
California oranges all sizes	5 50	6 25
Watermelons, each		0 40
California Pears, box	5 25	5 50
Figs, per lb	0 08½	0 12
Limes, crates		1 00
California grape fruit, boxes	5 00	5 25
" grape fruit, half box	3 50	4 00
" peaches, box	2 25	2 50
" plums, box	2 50	3 00
" grapes, crate	4 75	3 25
Blueberries, box	2 10	2 50
Montreal Melons, basket of 1'-14 melons		2 00
Almeira Grapes, keg		4 50

VEGETABLES—Demand for vegetables continues strong. Although supplies are large, dealers have no trouble in cleaning out their stocks every night witnessing cleared stalls on the market. Late growth vegetables are now in their prime. Prices hold steady, but are likely to firm up in the near future as the season draws to a close and supplies begin to get scarce.

Parsley, per doz. bunches		0 10
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
New turnips, doz	0 10	0 25
Green beans, bag	0 25	0 40
Celery, doz		0 25
Water cress, large bun hes, per doz		0 40
Lettuce, per doz	0 10	0 25
Boston lettuce, per doz	0 25	0 35
Radi hes, doz	0 10	0 15
Spinach, per box		0 75
Green peppers, 10 lb. baskets		0 50
Cucumbers, per doz	0 10	0 15
Potatoes, per bag		0 75
New potatoes, bbl		1 50
Beets, doz. bunches		0 40
Carrots, doz. bunches	0 10	0 25
Spanish onions, box		3 00
Horseradish, lb		0 40
Rhubarb, doz. bunches		0 40
Tomatoes, box, 30 lbs	0 40	0 70
Corn, doz		0 10

FISH—With continued cool weather there has come an improvement in the fish trade, and this week various kinds are in good demand. There have been no radical price changes. Haddock and steak cod are higher, while No. 1 green cod is 50c a case lower. Halibut is not plentiful. Lake trout and whitefish are arriving freely, while brook trout and dore are also in better supply, though prices are not changed. Labrador salmon and green cod are arriving now and are subject to fair demand, as the first of the season. Smoked and prepared varieties are in better demand now that the cooler weather has set in.

Fresh and Frozen Fish.

Haddock, express, per lb		0 05
Halibut, express, per lb		0 10
Mackerel, "		0 10
Dore, "	0 10	0 12
Smelts "		0 08
Pike, lb		0 07
Steak cod, lb		0 06
Weakfish, lb		0 10
Brook trout lb		0 22
Market cod lb		0 06
Lake trout, lb		0 10
White fish lb	0 07	0 10
Sea Bass, lb		0 13
Gaspe salmon, lb		0 18
Flounders lb		0 10
Bluefish, lb		0 15
Lobsters, lb		0 31
B.C. Salmon, lb		0 18
Smoked and Salted—		
New haddies, boxes, per lb		0 09
Smoked herring, per small box		0 11
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 07
Boneless fish, 20-lb. boxes, bricks		0 06
Boneless fish, 25-lb., boxes, per lb		0 05
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp. qt. tins, sealed		0 40
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" per half bbl		2 75
No. 1 N.S. herring, half bbls		2 50
No. 1 Mackerel, pails		2 00
No. 1 sea trout, 100 lb. kegs		5 75
No 1 sea trout, 200 lb. bbls		10 50
No. 1 Green cod, per 200 lbs		6 50
Small " " " " "		5 50
Large " " " " "		8 00
No. 1 Green haddock, per 200 lbs		6 00
Labrador Salmon, bbls		13 00
" ½ bbls		7 00

TORONTO.

FRUITS—The prices of last week remain fairly steady. The unusually high price of California fruit are to some extent affecting its sale on this market but its place is being filled by Canadian fruit, particularly plums, which appear to be of good quality and which are selling well. Pears are coming in slow-

ly, but heavier arrivals are expected shortly, and this fruit will probably be plentiful next week. Peaches continue scarce, with top-notch prices, and it seems that this condition of things will hardly be relieved this season.

Oranges—		
Late Valencias (California), extra fancy, 96's	4 50	5 25
" " 126's	5 25	5 75
150's, 176's, 200's, 216's	5 75	6 00
Ovals, 80's 10?'s, 150's ½-boxes	2 25	2 50
Lemons, California, 240, 300, 360, 420	5 50	6 50
" Verdellis (new crop) 300's extra fancy	5 25	5 50
" 300's " choice		5 00
" 360's	5 00	5 50
Apples, per basket	0 30	0 40
Bananas, Jamaica firsts, per bunch	1 50	2 00
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Cantaloupes (California), per case	7 00	7 50
Limes, per crate		1 00
Watermelons, Florida, each	0 30	0 40
Peaches, per box, Crawford's	2 25	3 00
Peaches, Canadian per basket	0 75	1 50
Plums, per 4-basket crate	2 25	3 25
Plums, Canadian per basket	0 85	1 25
Pears, Bartlet's, per basket	9 50	1 25
Pears, Canadian per basket	0 50	0 75
Lawton Blackberries	0 14	0 15
Musk Melons, Canadian	0 75	1 00

VEGETABLES—The supply of seasonable vegetables is large, though prices remain steady. Corn is coming in freely, and is a little easier in price. Celery is also plentiful.

New potatoes, per bbl., American	3 00	3 25
New potatoes, Canadian, per bshl		1 00
Onions, green per doz		0 15
Onions, Spanish, per case	2 75	3 0

Fish Season Opening

Our Fish Department, under charge of MR. DONNELY, is now thoroughly equipped to handle the Fresh Fish business. We also are beginning the season with Haddies, Bloaters, Kippered Herrings, etc. The Oyster season is in full swing. The **"Long Island Native"** Oysters will be handled by us exclusively this season. **Fresh car Fancy Halibut due to-day, price 8c. lb.** The cheapest and best fish in the market.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

Branch at Hamilton **TORONTO**

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

For Extreme Goodness

Buy Only

"ST. NICHOLAS," "HOME GUARD," "KICKING," "PUCK" LEMONS

W. B. STRINGER & CO., TORONTO

If you have any

Apples, Plums, Honey, Butter, Eggs, Poultry

ship to us. We will get you good prices.

THE DAWSON COMMISSION CO., Limited, - TORONTO

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

200 Bags French Peanuts

Keen prices for cash buyers.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409

SEBASTIAN CODINA

GANDIA, PROVINCE VALENCIA

(Spain)

EXPORTER OF

RAISINS, ONIONS, PEANUTS,

Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

FOR FANCY TRADE

CALIFORNIA LEMONS, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.

THE BEST ORANGE GROWN

is

"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.

WATER MELONS, Big sellers this weather.

Send us your orders for anything in Fancy Fruit.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

Cabbage, Canadian, per bbl		1 00
Beets, new, per doz. bunches	0 25	0 30
Carrots, Canadian, per doz. bunches	0 25	0 30
Lettuce, Canadian leaf, per doz. bunches	0 25	0 40
Radishes, Roseland, per doz		0 25
Cucumbers, Canadian, per bask	0 25	0 30
Cauliflower, per doz		1 50
Beans, green, per basket, home grown	0 25	0 30
Green peas (Canadian), per basket		0 40
Tomatoes, Canadian, per basket	0 25	0 30
Parsley, per doz		0 25
Egg plant, per basket	0 40	0 75
Corn, new, per doz (green)	0 11	0 12½
Celery, Canadian, per doz	0 35	0 40
Celery, imported, per doz		0 50
Vegetable Marrow, per doz		1 00
Green Peppers, per basket	0 35	0 40
Red " "	0 90	1 00

FISH—The high prices noted last week continue, with slight change, though there is a drop in one or two lines. Bloaters and kippered herring made their appearance on the local market this week, though some dealers state that it is rather warm yet to handle them safely. Perch is quoted, but is exceedingly scarce.

Perch, large, per lb	0 08	0 09
Blue pickerel, per lb	0 08½	0 09
White fish, Georgian Bay, per lb	0 10	0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb	0 07	0 09
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
Sea salmon, per lb	0 20	0 25
Trout, fresh, per lb		0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 08	0 08½
Halibut, fresh caught	0 09	0 10
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Live lobsters	0 20	0 30
Bluefins, small white, per lb	0 06½	0 07
Mackerel mediums, each		0 12
" large		0 22
Finnan Haddie, per lb		0 10
Oysters, per gal		1 85
Bloaters box		1 75
Kippered Herring		1 75

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

We have

SALT

for any and every purpose.

VERRET, STEWART & CO.
LIMITED
MONTREAL

PEACHES FOR ENGLAND.

Although, in view of their extremely delicate nature, the export of peaches from Canada to this country, writes J. B. Jackson, Canadian commercial agent at Leeds, does not hold out the same possibilities as the apple and pear trade, still the following particulars may be of interest to those shippers who have had the enterprise under consideration. This fruit generally arrives here in sieves containing half a bushel, which fetch a price ranging from 96 cents to $1.20. The usual course is simply to pack them loose and cover them with very fine wood fibre, which is protected by four cross sticks fixed at various angles at the top of the sieve. Opinions are almost unanimously given, however, that nectarines are a much superior fruit to stand the transit from Canada. Not only are they described as being the equal to the peach in quality (being a cross between that fruit and the plum), but they are also said to keep twice as long as the peach. They are generally packed a dozen or fifteen to the box, each box fetching a price ranging from 24 to 30 cents.

E. D. Marceau Co., Montreal, is advertising elsewhere in this issue their various specialties. They anticipate the arrival of several lots of fine Japan teas.

U. Oullette, of Hudon, Hebert & Co., Montreal, has returned from his holidays.

SUGARS & CANNERS LIMITED.

MAPLE SYRUP,
MAPLE SUGAR,
MOLASSES,
CONFECTIONERY
SPECIALTIES,
CANDIED PEELS
&c.&c.

CANNED FRUITS,
JAMS &
MARMALADE,
TOMATOES,
KETCHUP,
PICKLES, VINEGAR
&c.&c.

INCORPORATED 1907.

CAPITAL STOCK $250,000.00

PARTHENAIS ST. COR. ST. CATHERINE.
MONTREAL
LARGEST WORKS OF THE KIND IN CANADA

There is no better article to push at this season than

Halifax Shredded Codfish

THERE is none that will give your customer more satisfaction, nothing in the line of foodstuff that is more economical. We find the sale of

This Trade Mark is on every package

Halifax Shredded Codfish

is growing in all parts of the country. Not only in the east, but in the west, as well. From Sydney to Vancouver there is scarcely a grocery store but is carrying and selling more or less of this fish.

No Waste, No Dirt, No Bones, Just Fish.

And all ready for the cook to make it into fish balls, which everybody likes for breakfast.

Atlantic Fish Companies, Limited

LUNENBURG - N. S.

Ask Your Wholesale Grocer

for

Brunswick Brand

KIPPERED HERRING

FINNAN HADDIES

HERRING in TOMATO SAUCE

and

SARDINES

and you will be sure to get A1 stock.

Connors Bros., Limited

Black's Harbour, N. B.

REAL FRUIT FLAVOR

Think what that means to your customers! It's included in every jar of our product—regular bottled deliciousness.

Jams, Jellies, Marmalade

Pure Apple Juice

That's one of the reasons for the big sales of these goods. Are they on your shelves?

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

The man who smokes any other brand of tobacco does not know the virtues of ***T. & B.***

The grocer who pushes any other brand of tobacco is not pushing Canada's first favorite, nor does he know the profit that's in

T. & B.

A smoke that soothes and satisfies with never a nip—the only smoke the man who knows will insist on. You have a friend at the High Court of Finance just as soon as you stock ***T. & B.***

T. & B. sells more than Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

THE CIGAR CORNER

This section of any store is not complete unless it contains an assortment of our famous trade-winners—

Hogen-Mogen and Royal Sport Cigars

These popular lines have been smoked and appreciated so long that they must be stocked to win and hold the trade of men particular about the cigars they smoke.

WRITE US

The Sherbrooke Cigar Co. - - Sherbrooke, P.Q.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

ST. JOHN MERCHANT DEAD.

Thomas White, Prominent Confectioner, Passed Away on August 25.

The death occurred on Sunday, August 25, of Thomas White, of St. John, N.B. Mr. White was on the train going from Montreal to St. John when death claimed him. With his wife he had been spending a few weeks in his old home in Scotland, and feeling ill, he desired to return to his family in St. John. A cable message was sent to his son Frank at St. John, to meet them on their arrival in Montreal, and when they reached there on Saturday last on the Lake Erie, he was at the steamer's side.

Mr. White was placed on board the train by the steamer's physcian and he seemed to resting easily, but before Sherbrooke was reached he had passed away.

Mr. White was the founder of the White confectionery business in St. John, which now has branched out in charge of several of his sons, into some of the winterport's largest industrial concerns. The business started by Mr. White is now run under the name of the Frank White Catering Company, and besides the confectionery store and restaurant on King street, they control the catering and amusement privileges at Rockwood Park and Seaside Park, St. John. The wholesale firm, known as the White Candy Company, has passed into the control of another son, Thomas F., while still another son, William, is in the firm of White, Phillips & Company, wholesale confectioners.

Mr. White was one of St. John's best known and most highly esteemed citizens. His unfailing good humor made him popular with every one, gnd he will be greatly missed from a large circle of societies with which he was connected.

He was for twenty-five years a member of Hibernia Lodge, F. & A. M. He was twice vice-president of St. Andrew's Society. He was also a member of Clan McKenzie, Order of Scottish Clans, and an enthusiastic member of St. Andrew's Curling Club.

On the first day of January last past, Mr. and Mrs. White celebrated their golden wedding anniversary, when hundreds of friends called upon them to extend congratulations. The deceased leaves a widow and six sons.

Mr. White was seventy-five years of age, having been born near Glasgow, Scotland, on May 22, 1832. His father was Leslie White, a broker, who emigrated to New Brunswick with his family in 1845, but returned the following year. Thomas, however remained, and after moving about for some time, finally settled in St. John and entered the confectionery business with Alex. Martin. In 1865, Mr. White made his first venture in business for himself as a confectioner.

His store was burned in the great fire of 1877. Mr. White retired from business in 1899, since when the business has been carried on by his sons.

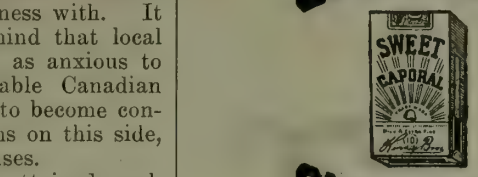
BRIGHT PROSPECTS FOR APPLES.

As the apple season approaches the information given in my previous reports as to the excellent market for Canadian fruit this season in the northeast of England, writes J. B. Jackson, Canadian commercial agent at Leeds, is confirmed in every respect, and I shall be only too pleased to assist those Canadian shippers who are new to this market, in bringing them into touch with suitable connections to do business with. It should be kept well in mind that local fruit salesmen are almost as anxious to become known to reliable Canadian shippers as the latter are to become connected with reputable firms on this side, even more so, in some cases.

Canadian apples have attained such fame on the British market that if a shipper will only make arrangements with a local importer to send him regular shipments, and see that his fruit is kept up to standard throughout the whole season, he can rely on not only doing a full season's trade this year, but in years to come also. Let him, however, send fruit of an inferior quality to the "grade" stated, and not only his own reputation, but the reputation of all Canadian apples is materially affected for some time to come in the estimation of this new importer.

Spanish onions for spot delivery are being offered by L. Chaput, Fils & Cie., Montreal.

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes

Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street,
Office and Sample Room: 188 St. Paul Street, Phone 1272,
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097

QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

EFFECTIVE WINDOW DRESSING

A Well-dressed Fruit and Vegetable Window—An Effective Window—Trim of Cut Glass—Some Timely Hints.

Reproduced on this page is the photograph of a window dressed by H. Jones, of Pembrooke, for J. B. Kemp. Mr. Jones is no stranger to The Grocer, he having been one of the keenest competitors in our various window-dressing competitions held during the past year.

Mr. Jones sends us the following description of the window:

"Bottom of window, reading left to right-hand corner: Cabbages, basket of wax beans, basket tomatoes, bananas, tomatoes, basket of cucumbers cabbages.

"In the centre: Wire basket of oranges, wire basket of vegetables, carrots, beets, onions, lettuce, parsley and radish, arranged as a bouquet, decorated with asparagus fern, glass stand of large oranges, basket of vegetables similar to bouquet, and wire basket of lemons.

"At the back: Crate of raspberries, glass stand of peaches, large fancy stand of water melons, glass stand, with pears, lemons and box of peaches.

"At the left side of the window is shown a branch of a tree with pears hanging from it, and at the right side a branch of choke cherries with the fruit. Suspended from the ceiling of the store at back of window, are three bunches of bananas, which do not show, owing to the heavy reflections of buildings opposite.

At the back of the window on the right and left sides, respectively, stand two palms."

A Fruit and Vegetable Window.

A WORD TO THE WISE.

Good window dressers are usually developed by continual practice in displaying goods in their own trade. The training, however, is in most cases of a rather haphazard kind. It is seldom clear, deliberate, or methodical.

Practice, of course, is the chief thing, but before practice in such an art as window dressing we must have theory. Previous to dressing a window we must have a plan.

Imagination must, therefore, be a principal ingredient in the successful window dresser's composition. The man who has little can cultivate what he has to a surprising extent. When he has done so, he will be able to plan good windows.

Imitation will help him. After he has learnt to copy well the efforts of others, and, perhaps, to improve on them; as a result, he will find himself able to think out schemes of his own.

A great help towards this is a keen sense of the value of novelty—the importance of making a complete change every time the window is dressed.

It matters not whether you are showing stationery, fancy goods, grocery, confectionery, drapery, men's mercery, ironmongery, or what not. In nearly every trade, one display one department should be the rule.

Constant observation is of immense help to the learner, because the habit induces a continual mental exercise. Studying other's windows help one to become critical and expert.

Such study should not be entirely confined to one's own trade, for oftentimes a good idea for a window worked out in one trade may easily be adapted to quite another line of business.

A notebook is also helpful. In it the novice can jot down his impressions of good windows he has noticed, and notes as to how the goods were shown. Otherwise, if he trust to memory, many of such impressions, vivid enough at first, will gradually fade quite away. In a book he can by writing them down avoid this losss. He might also write down ideas, which may occur to him at odd moments, for future displays of his own. Moreover, he should keep account of the effect on sales of every window dresssed. By so doing an at least approximate knowledge will have been gained as to what it pays best to show and the best to show and the best paying way of showing it.

To recapitulate, the learner should try to develop his powers of imagination, imitation, observation, and invention: preserve his impressions, and carefully note the effect of his display upon the public.—Smith's Weekly.

CUT GLASS TRIM.

A neat and attractive trim was recently arranged in a window of J. B. Horrell & Sons, departmental store, Midland, by A. C. Carruthers, manager of grocery section, that showed an artistic taste for harmonizing arrangement rather above the ordinary.

The window used has a mirrored back extending up about five feet, the remainder, about two feet, at the top, being prism glass.

A pretty design in Bobinet curtain material was tastefully draped over this ground, an Austrian rug of rich design (in imitation of the genuine Persian) covered the floor, a mahogany stand of artistic outline was placed well back in the window, the shelves being neatly arranged with several pieces of cut glass. Two fancy-colored lamps, one on each side of the stand, completed the trim, which was a rich looking display at night, especially, when the electric lights were turned on, of which there were twenty-one five candle power and six eight candle power lamps arranged round the window frames and pillars.

The rich mahogany being a dark ground, served to increase the sparkling effect of the cut glass, while a glint from the prism top showing through the thin draperies lent an added brilliancy, altogether making a complete and well-balanced trim.

A GOOD MOVE.

Wm. Reed grocer, Vancouver, is moving from 300 Westminster avenue to his new premises at the corner of Hasting and Gore avenues. He will have one of the finest stores in Vancouver, and will carry a first-class stock of groceries and provisions.

Laporte, Martin & Co., Montreal, report excellent sales of high-class French specialities which they are handling for various exporting firms in France.

Don't Grope Around in the Dark!

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Our Factory now boasts the most up-to-date equipment for making Catsup in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Ozo Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., $1.00 per doz. f.o.b. Montreal.

THE OZO CO., LIMITED,
MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

GROCERY CLERK Wanted.—A competent man to take charge of our Grocery Department. Give experience and state salary expected. Must understand window dressing. Geo. G. McKenzie & Co., Campbellton, N.B.

FOR SALE.

FOR SALE.—General Store Business, principally lumbering trade; Dwelling, Store and Warehouse also. In a good Lumbering District in Western Ontario. Stock about $6,000; Annual turnover $40,000. This is a rare chance; no opposition; satisfactory reasons for selling. Box 157, Canadian Grocer, Toronto.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

BUSINESS MEN IN PUBLIC LIFE

No. 28.

Ald. N. Lapointe, Montreal.

One of the prominent men in the Montreal City Council is Ald. N. Lapointe, who is known in grocery circles as one of the oldest established merchants in the city.

For thirty-one years Ald. Lapointe has been selling the necessities of life to the people in the neighborhood of his store. During that time he has seen many sides of life in Montreal, and has witnessed one change and another in the grocery trade, but through it all he has maintained a firm grip on his work and has steadily built himself up a large business and a good reputation.

He was born in 1853 at St. Michel de Belle Chasse, in Quebec Province, but not much of his life was spent in this rural community. Early in his career he went to the United States, where he passed a few years in wood turning. At the age of twenty-two he came to Montreal, and, after a year, opened a grocery store. The first store was at the corner of St. James and Dominion streets, where Mr. Lapointe could be found any time during business hours for nine years. Later he removed to Dominion and Quesnel streets, where for the past twenty-two years he has conducted his business. Mr. Lapointe is interested, since last fall, in the business formerly carried on under the name of A. Leduc & Co., now Leduc & Lapointe, provision merchants.

Having been so long among them, it was not unnatural of the people of that part of Montreal to recognize the ability and good citizenship displayed by Mr. Lapointe. He was elected School Commissioner for St. Cunegonde, as that part of the city was known at the time, and in 1902 was elected alderman for the ward. On the Road Committee, and as a member of the committee which looks after the city markets, Mr. Lapointe's wide experience with life and business has been of great value to the citizens who need have no regret for having conferred upon him the honor of electing him to look after their interests.

Mr. Lapointe is fond of describing himself as 54 years young, and certainly in the exercise of that vigorous activity, mental and physical, which is popularly supposed to be the peculiar property of youth, he can give years to many men younger than himself.

Because he has never abused the confidence reposed in him by the people, and because he has shown himself indeed as well as in word to be worthy of his office. Ald. Lapointe is not likely to be allowed to retire from public life for many years to come.

CONTINUITY IN ADVERTISING.

"Advertising," says Elihu Woodworth, "to be thoroughly effective, should expand rather than contract. The merchant who advertises for a time and then stops would better have not advertised at all. Of course, there may be exceptions to this, for it may pay a non-advertiser to advertise a special sale and discontinue the advertising and the sale together, but as a general rule the only way to make advertising a success is to keep it up.

"The merchant who does not advertise will never be widely known and will never do a very extensive business. The merchant who gains a certain amount of publicity through a brief spasm of advertising will be quickly forgotten when the advertising ceases. People in this age will not take the trouble to remember what someone advertised last year or last month. It is enough for them to take heed of what is being advertised to-day. The man who drops out of a race receives no further notice. The attention of the spectators is centred upon his competitors who are pressing toward the goal. They have no more time to waste on those who are forced to disappear, or who voluntarily retire from the public gaze.

ALD. N. LAPOINTE, MONTREAL.

"The cumulative effect of advertising is often one of its most potent factors. This effect, which, after a time, in some cases, brings in more returns in a month than were received at first in a year, depends almost entirely upon continuity. The desired results have been obtained by "keeping everlastingly at it." Even a short truce in the campaign is fatal to success."

COFFEE PROSPECTS GOOD.

Total Crop About 1,000,000 Bags in Excess of Probable Consumption.

F. J. West, in the course of a report on the present statistical position of coffee, says:

"At the moment interest is centred in estimates of the quantity of coffee from the crop of 1906-1907, remaining in the interior of Brazil at the beginning of this crop year and in the probable outturn of the crop of 1907-1908. As to what remained of Santos coffees in the interior July 1, 1907, the lowest estimate to reach us was 1,000,000 bags, and the largest 3,000,000 bags. We think that, say, 2,000,000 bags is about right, and this estimate is borne out by the receipts to date for this year, which are over 1,500,000 bags and mostly old crop,

"The smallest estimate we have had from coffee producing interests as to the probable outturn of the Santos crop for 1907-1908, is 6,500,000 bags and the largest ,coming from a conservative exporter at Santos, 8,500,000 bags, and we think that an average of the two, say, 7,500,000 bags, will be a fair estimate. To this add 2,000,000 bags remaining in the interior of the 1906-1907 crop, and we have a probable total of 9,500,000 bags receipts at Santos during the crop year 1907-1908.

"A correspondent in Rio, who for several years has made estimates that proved to be very close to the outturn, estimates the probable receipts at Rio at about 4,500 000 bags old and present crops, unless prices are very low when coffee will be held back. A generally accepted and, we believe, conservative figure for the receipts of all ports outside of Rio and Santos is 4,500,000 bags, this with 9,500,000 bags old and present crop at Santos, and at Rio 4,500,000 bags, makes a probable total of receipts for the crop year 1907-1908 of near 18,500,000 bags and about 1 000,000 bags more than probable consumption for the same period. The first of this crop year the world's visible was the largest recorded, 16,399,954 bags.

"We have a letter under recent date from one of the most important coffee interests in Europe, reading, in part, as follows: 'Stocks in Europe are very large, new coffees are hardly offered yet, but still nice old green coffees appear in the market. Coffee, no doubt, is kept back by the planters who want at first to get rid of their old crop coffee, besides, having received such high prices for the bumper crop, they are well supplied with money and know very well that the present system is the best one to keep prices up."

H. H. Barnard, Montreal, representing Hunt & Co., Yokohama, spent last Saturday in Toronto.

The Valencia rasin crop reached high water wark in 1890, when the crop yielded 3,500,000 tons.

There are more than a few reasons for the preference so unanimously expressed by the women of Canada in favor of

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

The climate, where our products come from, is ideal for the gradual and thorough nourishment of the vegetable kingdom. Too sunny lands and sultry winds mean premature growth and quick decay, and nowhere else on the globe are climatic conditions just right for the best fruits and vegetables. Then we better nature's work by eliminating all fruits and vegetables showing the least symptoms of coming taint, and, mind you, the scrutiny of our experts is microscopic in its severity.

Canada's Ideal Canning Factory

Home of Old Homestead Brand

And there you see Canada's best canning factory—in fact, the ideal one. The ultra cleanliness of the place goes without saying. Numerous devices, making for perfection, obtain therein. Extravagant! No sir! We had simply determined to give you the concentrated goodness of fruits and vegetables in cans—a goodness so unapproachable by even the next best brand that the particular women of Canada called **OLD HOMESTEAD BRAND—"Incomparable."** People who want fruit and vegetable goodness condensed, order **OLD HOMESTEAD BRAND.** Can you supply the demand?

The Old Homestead Canning Co.

PICTON, ONTARIO

If you have to do a

Credit Business

why not make it as easy and convenient as possible?

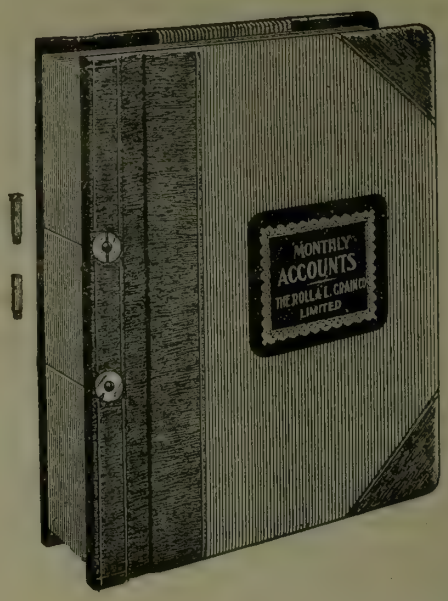
The Crain

Monthly Account System

is designed especially for the retail trade. It will cut your bookkeeping in half—Accounts are always ready.

We manufacture and devise Systems for any kind of business.

Write us for catalogue "G," which will give you al information.



The Rolla L. Crain Co., Limited

Ottawa, Canada

Toronto: *18 Toronto St.*

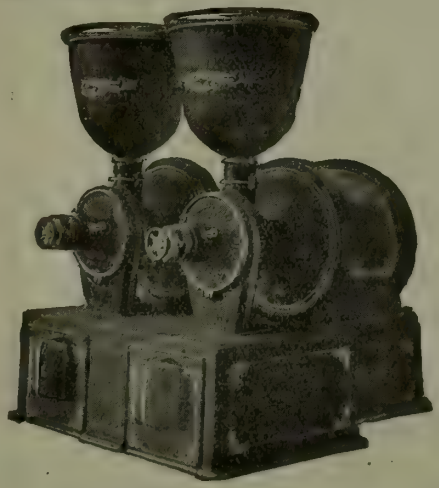
Montreal: *28 Alliance Building.*

Winnipeg: *11 Nanton Block,*

COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

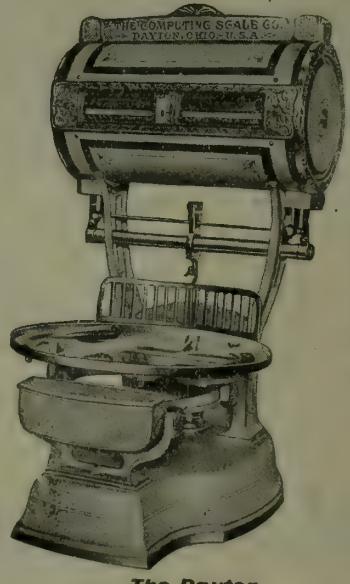
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

Boston Special

Absolutely Automatic



The Dayton

Over 210,000 Scales sold. Are you one of the users?

: l that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

NO ACID OR GRIT

will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.

Write for sample and prices. 71

MAJESTIC POLISHES, Limited
575 Yonge Street - - Toronto, Canada

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.
Toronto

THE LAW SAYS YOU MUST

Do you know that a man is obliged by law to keep a proper set of books?

The law says:

"Any man who fails and has not for five years before his failure kept proper books shall be liable to a fine of $800.00 and one year's imprisonment."

Since you must keep books of some sort, and as the law insists that you keep proper books, why not keep them properly?

It is just as easy to do a thing right as it is to do it wrong.

* * * * *

Business Systems mean absolute accuracy, and with less work than the old-style methods of bookkeeping.

Business Systems are not expensive to put in in the first place—the cost is in proportion to the size of the business, and they enable one clerk to do the work of two.

Business Systems allow your clerks to put their work before you in such shape that you can see at a glance how everything stands.

* * * * *

Drop us a one-cent post card asking for further particulars.

You don't have to buy unless we can suit you.

860

BUSINESS SYSTEMS
LIMITED
85 SPADINA AVENUE
TORONTO - - - CANADA

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
CANADIAN GROCER
Montreal and Toronto.

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

TO MAKE YOUR BUSINESS GROW

To Swell Your Profits

YOU MUST CATER TO THE WANTS OF

The Best People

The customers who know a good thing and will buy and pay for it

---

Good Thing No. 1

Roquefort Cheese

in perfect condition, scientifically matured in an absolutely precise temperature under exact conditions. Perhaps you have been handling any old kind of Roquefort. If so, watch your sales grow—when it is right. *Your profits* will grow with the sales.

Good Thing No. 2

Better because it is different from the ordinary artificially made jelly powders.

Different because it is pure. Your profit has been provided for. If your jobber will not supply you with it, write direct.

MacLAREN IMPERIAL CHEESE CO., LIMITED

TORONTO, ONT. **DETROIT, MICH.**

Agencies Everywhere

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Sept. 6, 1907.

Baking Powder.

Cook's Friend—

	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb tins 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 13
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb	13 50
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Beverages

JOHN HOPE & CO. AGENTS.

Cantrell & Cochrane's aromatic ginger ale, cases, 1 doz	1 30
Cases, 1 doz	1 25
Dry Imperial ginger ale, pts, cases 5 doz	1 40
Dry Imperial ginger ale, ½ pts. cases 10 doz	1 00
Club soda water cylinders, casks 10 doz	1 25
Club soda water cylinders, cases, 5 doz	1 30

Not less than full package.

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	3 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$3 40
2a size	2

Cereals

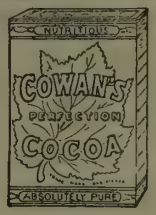
Wheat O8, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	

Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18
London Pearl per lb.	0 25

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ¼-lb. cake, 12-lb. boxes per lb.	38
Vanilla, ¼-lb. cakes, 12-lb. boxes per lb.	35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ¼'s 12-lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ¼'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, 20c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 4 doz. in case per doz.	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ¼'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb.	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 41
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., $ .90
¼ " " 4 " "	" 2.40
½ " " 2 " "	" 4.75
1 " " 1 " "	" 9.00

JOHN P. MOTT & CO.'S

R. S. McLaughlin, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ¼'s (for cooking)	$0 32
Prepared cocoa, ¼'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 40
" " ½'s	0 38
" No. 1 chocolate, ¼'s	0 32
" Navy " ¼'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 25

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ¼ and ½-lb. cakes	$0 38
Breakfast cocoa, ¼, ½, 1 and 5-lb. tins	0 44
German Sweet chocolate, ½ and ¼ lb. cakes, 6 lb. boxes	0 28
Caracas Sweet chocolate, ¼-lb. cakes 6-lb boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 [illegible]
Cracked cocoa, ¼-lb. pkgs., 5-lb. bags	0 31
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case, 38c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 39c.	
5-lb. boxes, 10 boxes in case, ½-lb. tins, 40c.	
6 lb. boxes 12 boxes in case, 1-5-lb. tins, 41c.	
12-lb. boxes, 6 boxes in case	41c.

Sweet cocoa powder—

12-lb. boxes, 6 boxes in case, 1-lb. tins	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins	32c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	33c
6 lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
Milk chocolate—	
50 5-cent pieces to box, per box	$1.65
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.65
6-lb. bxs. 12 bxs., in case, ¼-lb. tins	28c.
6-lb bxs., 12bxs. in case, ½-lb. pkgs	28c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs.	24c.
6-lb. " 12 " " ½-lb. "	24c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb "	0 28
1 and ½ lb. packages assorted	0 26½
¼ and ½ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 28
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCHAU, Montreal.

	Pe [illegible]
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42½c.
" III, 80-lb. boxes	37½c.
" IV, 80-lb. boxes	36c

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

In lots of less than 100 books, 1 kind assorted.	Un-bered.	Covers and num Coupons number ed
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	11 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

The almost universal demand of the Canadian public for

BORDEN'S BRANDS

OF

Condensed Milk and Evaporated Cream

"EAGLE BRAND" **"PEERLESS BRAND"**

Makes them the best lines for you to stock. For sale by all jobbers.

WM. H. DUNN, AGENT

27 Front Street East, TORONTO. ***394 & 396 St. Paul St., MONTREAL.***

(Unsweetened)

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON, - ENG.**

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.		$1 00
2-lb. tins, 2 doz. in case	per lb.	0 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate	per lb.	0 07
7 and 14-lb. wood pails	per lb.	0 07
30-lb. wood pails	"	0 06½
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case, per doz.		1 00
7-lb. tins, 2 doz. in case per lb		0 07½
7 and 14-lb. wood pails, 6 pails in crate	per lb.	0 07
30-lb. wood pails	"	0 06½
Home Made Jams—absolutely pure—		
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	$1 60 1 90
5, 7, 14 and 30-lb. pails, per lb		0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces		$0 11½
½-bbls.		0 11½
Tubs, 60 lbs		0 11½
Pails		2 33
20-lb. tins		2 23
Cases	3-lb. "	0 12½
"	5-lb. "	0 12
"	10-lb. "	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
"Ringed" 5-lb. boxes	per lb.	0 40
"Acme" pellets, 5-lb. cans	per can	2 00
" " (fancy boxes 40)	per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
Licorice lozenges, 5-lb. glass jars		1 75
" " 20 5-lb. cans		1 50
"Purity" licorice 10 sticks		1 45
" 100 sticks		0 73
Dulce large cent sticks, 100 in box		

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz		2 90
Pint " 2 " "		1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz		2 90
Pint " 2 " "		1 85

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz	$3 60
3 cases of 4 doz	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins	per doz. $ 1 40
"	½-lb. tins "	2 50
"	1-lb. tins "	5 00
Durham	4-lb. jar	per jar. 0 75
"	1-lb. jar	0 25
F. D	½-lb. tins	per doz. 0 85
"	1-lb. tins "	1 45

E. D. MARCHAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	per lb.	$ 0 38
½-lb. tins	"	0 35
1-lb. tins	"	0 32½
4-lb. jars	per jar	1 20
8-lb. jars	"	0 85
Old Crow," 12-lb. boxes—		
¼-lb. tins	per lb.	25
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	per jar	0 70
8-lb. jars	"	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—		
Minerva, qts. 12's		$5 75
" pts. 24's		6 50
" ½-pts. 24's		4 25

JOHN HOPE & CO., AGENTS.

Barton & Guestier Olive Oil—	
Quarts, 12's	$ 8 50
Pints, 24's	9 50
½ pints, 48's	10 50

Less 5 per cent. discount.

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz.	$ 1 00
Home-made, in 1-lb. glass jars	"	1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 07
Golden shred marmalade, 2 doz. case,	per doz.	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz.,	per doz.	0 90
Pint " 3 doz.		1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$ 2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. "	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross	$10 20
" black	"	15 30
Oriole soap	"	10 20
Gloriola soap	"	12 00
Straw hat polish	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 06½
No. 1 " " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. draw-lid boxes	0 07½
Silver gloss, 6-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kegs silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, bbls. and kegs	0 05½
Canada White Gloss, 1-lb. pkgs.	0 06
Benson's enamel—per box 1 25 to	2 50
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 5½0
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 06½
Barrels, 300 lb.	0 05½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07½
3-lb. toy trunks, 8 in case	0 07½
6-lb. enameled tin canisters, 8 in case	0 07½
Kegs, ex. crystals, 100 lb.	0 06½
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 07½
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celluloid Starch—	
Boxes of 45 cartons, per case	3 50

Wood's Package Ceylon Teas

MAY QUEEN PRIMROSE FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

MAY QUEEN, PRIMROSE, GOLDEN ROD and FLEUR DE LIS are packed in full weight, air-tight tin cubes—the most practical and satisfactory package for the Consumer.

From the finest product of the world the Teas are culled for these delightful packages—whose Trade-Mark guarantees unchallenged Purity and Superiority.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL,

Culinary Starches—

Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 05½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07

SAN TOY STARCH.
pkges, cases 5 dos., per case.. 4 75
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

St. Lawrence corn starch, 40 lb	0 07
Durham corn starch, 40 lb.	0 06

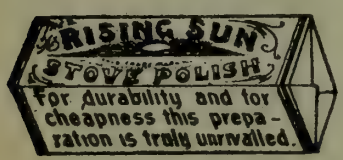
Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 06½
" 3-lb. cartons, 36 lb.	0 06½
" 200-lb. bbl.	0 05½
" 100-lb. kegs	0 05½
Canada Laundry, 40 to 46 lb.	0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07½
" 1-lb. fancy, 30 lb.	0 07½
" large lumps, 100-lb kegs	0 06½
Patent starch, 1-lb. fancy, 28 lb.	0 07½
Akron Gloss, 1-lb. packages 40-lb	0 06
Coldwater Ivorine Starch, per box, 40 pkgs	2 50

OGILVIE MILLS.
Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03½ "
Kegs, 150 lbs.	0 03½ "
2-gal. pails 25 lbs	1 15 each
3 " " 38½ lbs	1 60 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 25
5 " 1 " "	2 55
10 " ½ " "	2 50
20 " ¼ " "	2 45

(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.

5 gal. tins, per can	4 40
1 " " per case	4 90
" " "	5 45
" " "	5 70

LUCAS, STEELE & BRISTOL.
Empire Maple Syrup—
Cases 24, pts.. 2 50 Cases, 24 qts.. 4 80
Cases 12, ½-gal 4 80 " 6 gals.. 4 50
1, 5-gal 4 00
54 lots prepared up to 40c. rate.
Empire Golden Syrup—
Cases, 24—2's. 2 25 Bbls, per lb. 0 03
" 12—5's. 2 55 ½-bbl. " 0 03½
6—10's. 2 50 Kegs " 0 03½
3—20's. 2 45 Pails, $1.50 and $1.60
Usual freight allowance for factory shipments

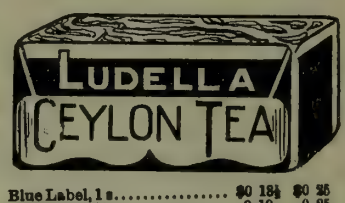
ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03 per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs.	0 03½ "
2-gal. pails 25 lb.	1 15 each
3 " 38½ lbs.	1 60 "
2-lb. tins, 24 in case, per case	2 25
5-lb. " 12 " "	2 55
10-lb. " 6 " "	2 50
20-lb. " 3 " "	2 45

Teas.

SALADA CEYLON.

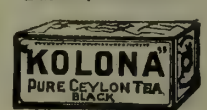
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 19	
" " ½-lb. " "	0 20	
Blue Label, retail at 30c.	0 22	
Green Label, " 40c.	0 28	
Red Label, " 50c.	0 35	
Orange Label, " 60c.	0 42	
Gold Label, " 80c.	0 55	

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, 1 lb.	0 20	0 25
" " ½ lbs.	0 21	0 26
Black, green, mixed, 1 lbs. & ½s.	0 22	0 30
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 35	0 50
" " 1 lbs. & ¼s.	0 40	0 60
" " ½s	0 42	0 60

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 120 ½-lb.	0 35
" " 120 ¼-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Sky, basket fired Japan, 70 lbs.	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 80-lb. "	....
" XXX 60-lb. "	....
" XXX 80-lb. "	....
"Condor" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s 60-lb. cases retail	0 27½ at 0
Grey Label, ½s, ¼s and 1s, 60-lb. cases retail	0 30 at 0 33
"Condor" Ceylon black tea in lead packets yellow Label, ¼s and 1s, 60-lb. cases retail	0 35 at 0 36
Blue Label, ½s, ¼s and 1s, 50-lb. cases retail	0 40 at 0 30
Red Label, ½s, ¼s and 1s, 50-lb. cases retail	0 50 at 0 34
White Label, ½s, ¼s and 1s, 50-lb. cases retail	at 0 40

Black Teas—"Old Crow" blend—Bronzed tins of 10, 25, 50 and 80 lb.

No. 1 per lb.	0 35
No. 2 "	0 30½
No. 3 "	0 25
No. 4 "	0 20
No. 5 "	0

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 8s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality	$0 22½
Condor, pure distilled	0 27½
Old Crow	0 25½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 26
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S LEMON SQUASH

Great Merit

We find our best salesman for Batger's Lemon Squash is its delicious flavor and all round high merit. Made from finest fruits and pure cane sugar.

Keeps sweet and good after being uncorked.

ROSE & LAFLAMME
Agents
MONTREAL and TORONTO

Good Value to Your Customer

Paterson's Worcester Sauce

ROSE & LAFLAMME,
Agents, Montreal.

Large Profit To You

The Best Canned Goods

RIVERDALE BRAND

Reasons For It.

The Lakeside Canning Co. Limited · Wellington · Ontario

Because---While there may be a land better adapted for growing the best Fruits and Vegetables, that land has not been discovered.

Because---Our factory is the most sanitary and up-to-date in the Dominion of Canada.

Because---Our experts are the highest salaried and highest skilled on the continent and because

RIVERDALE BRAND

retains all the succulent and appetizing goodness of ripe juicy fruit and fresh vegetables.

Can you meet the demand ?

The Lakeside Canning Co.

Wholesalers!

We desire to inform you that we have opened an office in

Paris, France, 20 Rue Reaumur

The possession of this branch will enable us to **expeditiously** procure the products of any French, Italian, or Spanish manufacturer desired by our patrons.

Full information regarding our specialties will be furnished on request.

Any wholesaler not at present receiving our price list will oblige us by informing us of the fact. Let us know also **what lines particularly interest you.**

Leon Fontanel & Co.

General Agents

4 and 6 St. James St. - Montreal

20 Rue Reaumur, Paris, France

CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Awnings, Tents, Rope, Etc.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Beer—Non-Alcoholic.
Kops' Breweries, London, S.W.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLauchlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Lea Pickling & Preserving Co., Simcoe.
Napanee Canning Co., Napanee.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Co., Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Decorations, Table.
Hovell, A. J., & Co., London, W.C.

Delivery Wagons.
Abbott H. G., & Co., London, Ont.

Egg Trays.
Star Egg Carrier & Tray Mfg. Co. Rochester, N. Y.

Financial Institutions & Insurance
Bradstreet Co.

Fish
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
Bovril Limited, Montreal.

Foreign Importers.
MacDonald, Gordon & Co., London, Eng.
Methven, James London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton
Underdown & Crichton, London, Eng.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Alexander Milling Co., Ltd., Brandon.
London, Ont.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
McFall, A. A., Bolton, Ont.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto

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Balfour, Smye & Co., Hamilton.
Bell, Thos., Sons & Co., Montreal.
Gorman, Thos.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Holmes, W. G., & Co., Calgary, Alta.
Jarvis, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Standard Brokerage Co., Vancouver
Scott, Bathgate, & Co., Winnipeg.
Tew, Richard & Co., Toronto.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

Matches.
Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

Office Supplies.
Business Systems Ltd., Toronto.
Orain, Rolla L., Co., Ottawa.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.

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Brand & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Gillard & Co., Walthamston, London, N.E.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal
Mason, Geo., & Co., London, Eng.
Paterson's— Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.

Poison, Rat.
Common Sense Mfg. Co., Toronto.

Polishes—Metal.
Majestic Polishes, Ltd., Toronto.
Oakey, John, & Sons, London, Eng.

Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.

Polishes—Stove.
Morse Bros., Canton, Mass.

Printing.
Barnard Frank H., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
Canadian Castile Soap Co., Berlin, Ont.
Guelph Soap Co., Guelph, Ont.
La Cie Des Savon Francais, Montreal.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

Storage and Warehouses.
Terminal Warehouse & Cartage Co. Montreal.

Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Branson & Co., Ltd., London, Eng.
Ceylon Tea Association, New York.
Codville-Georgeson Co., Winnipeg
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Lipton's Tea, Toronto.
Nishimura, Shaw T., Montreal.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Robertson John & Son, Montreal.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Veterinary Remedies
Young, W. F., Montreal

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Burnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.

Washing Compound.
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware
Stevens-Hepner Co., Port Elgin

Wrapping Paper. Paper Bags. Twine, Wood Dishes, Etc.
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Thorne, A. M. & Co., Toronto

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Spec shapes to order.

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"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

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HAMILTON, - ONTARIO

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Concentrated Sal Soda

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

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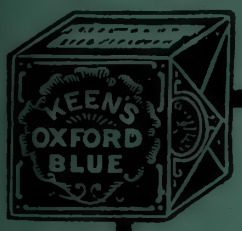

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20 " " " ¼ "

Also in Bris., ½-Bris. Kegs and Pails

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A display of **"CROWN BRAND" CORN SYRUP** will be a seasonable leader from now on. Your customers will appreciate the reminder.

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(Continued on page 4.)

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ONE CARLOAD Medium Pearl **TAPIOCA**

The genuine article—from Singapore—Straits Settlements.

We have a full stock of all kinds including—

SEED PEARL
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Don't forget. *Our*

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The EBY, BLAIN CO., Limited

Wholesale Grocers

TORONTO

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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

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Tel. 359 Box 793 MOOSE JAW, SASK

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Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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...ESTABLISHED 1849...

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Your line will be in **good hands** if placed with
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Good References TORONTO, ONT.
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Great Variety, $8.50 to $350.00
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Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

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KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

if there is a **scarcity** of all kinds of Canned Goods **this Fall.** Season is very backward and freakish.

The **Wise** Grocer is placing his **entire** season's order **now.**

He is **insisting** upon getting the products of the **CANADIAN CANNERS, Limited,** as same are

Guaranteed as to Quality

Brands are :—

"Aylmer," "Little Chief," "Auto," "Log Cabin," "Horseshoe," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," and **"White Rose."**

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

We told you last month that our Increase in Sales of

"SALADA"

during the first seven months of this year over the corresponding seven months of 1906 amounted to 21 per cent.

Eight months have now passed, and our increase in all branches combined over the same peried of last year amounts to

22¼ per cent.

In Canada alone during the month of August we had an increase of

54,380 pounds

or an increased trade in one month of over

1,000 half-chests of Tea

and this in Canada alone.

Are you getting your share of this increase? Or are you shutting your eyes to the channel the Tea Trade is running in, and allowing others to profit by your blindness?

The consumer in the long run is sure to get the best, if not from you, then from some other dealer. It will pay you to hand it out when tea is asked for.

"SALADA" is always best. No other concern has ever attempted to compete in quality.

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL

TRINIDAD, B.W.I.

Best Results Obtained — *Prompt Returns*

Enquiries Solicited — *All Codes Used*

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

Y. & S.
SCUDDER } **STICK LICORICE**
M. & R.

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

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Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.
Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

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GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
CARMAN, ESCOTT CO. - -	WINNIPEG
C. E. PARADIS, - - - -	QUEBEC

Valencia Raisins

Next Time You
Order, Ask for

"M.D.&Co." Special Fancy Quality
"W.Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by
Mahiques, Domenech & Co.

Canadian Agent :
Rose & Laflamme,
Montreal and Toronto

"Just Perfection!"

So women express themselves when speaking of the concentrated deliciousness of our product. Our

Jams,
Jellies,
Marmalade

Pure
Apple
Juice

are accounted the best by all discriminating grocers. Then, the margain of profit is pleasing, to say the least.

The Belleville Fruit & Vinegar Co.
LIMITED
BELLEVILLE, ONT.

It is possible for some grocers to do more business and add to their reputation, because all grocers do not carry

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

It is not enough that 90 per cent. of the grocers in Canada should stock and recommend Old Homestead Brand. **All grocers should.** Because it is admitted even by our competitors that our famous brand of canned fruits and vegetables is so much superior to the next best that there is no comparison. Certainly, Old Homestead Brand has paid most grocers well, and it

Will Pay You

Mr. Grocer, if you are out for a lasting reputation and the staying trade—the only trade that pays—you should stock the Superior Brand of canned goods.

Important Reasons: There are important reasons—reasons which you cannot afford to overlook—for the marked superiority of Old Homestead Brand. The fruit and vegetables we can are exceptionable for their luscious and invigorating qualities—these qualities we can, with the result that Canada's particular women insist on Old Homestead.

It Does Pay to Stock the Best

The Old Homestead Canning Co.

PICTON, ONTARIO

LEA'S

THE PICKLE WITH THE HOME-MADE FLAVOR

History of the Lea Pickle

1901—Made by Mrs. Lea for her own table.

1902—Made by Mrs. Lea for sale in their store.

1903—Demanded by the outside consumer. A small factory started.

1904—Premises too small; moved into larger place and unable to supply demand.

1905—Factory used last year too small; unable, on account of accommodation, to supply demand; another addition.

1906—Demand so large that Stock was all sold in March, and large orders received through balance of the Pickle season were not filled.

1907—Formation of the Lea Pickling Co., to enlarge premises and carry on business on larger scale, with more up-to-date packages, but using the same care in packing goods, and processing done as before by Mrs. Lea.

Do you not think that Lea's Pickle must be a pickle of quality to have attained this reputation purely on quality and without advertising?

Will you try a small lot and be convinced?

——PACKED BY——

The Lea Pickling & Preserving Co.

SIMCOE, - ONTARIO

"WAGSTAFFE'S"

Fine Old English Xmas Plum Puddings

in porcelain bowls, packed 1 doz. in case,
2 sizes, to be retailed at 50 and 75 cents.

Our Celebrated Mincemeat and Plum Puddings

will be ready for delivery on October 1st.
Get your orders in early.

Our New Season's Jams, Jellies AND Sealed Fruits

are now in the hands of the jobbers.

The name Wagstaffe on the label is a sure guarantee of quality.

WAGSTAFFE LIMITED,

Pure Fruit Preservers,
HAMILTON, CANADA.

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BANNATYNE ST. EAST.
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CALGARY BRANCH. NICHOLSON & BAIN.

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NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION:
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS,

Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS:

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY **WINNIPEG** **EDMONTON**

ESTABLISHED 1882.

IS THERE MONEY IN THE BRAND?

That's naturally your first question when asked to stock any brand of goods on the market. Well, as far as my brand of Jams and Jellies is concerned I refer you to 90 per cent of the grocers in Canada. They say that

E. D. S. Brand
JAMS and JELLIES

is distinctly the greatest money-maker on the market. They go on to assert that ***"E. D. S." Jams and Jellies*** are the wholesomest and best on the markets of the Dominion and—

I can prove the truth of their assertions by government documents.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

Everybody Knows

the cooling and refreshing properties of the Lemon.

As a beverage it reaches its best and highest form in

KOPS Lemon Squash

Prepared by special process from juice and peel of fine luscious Messina fruit.

There are qualities in the peel of lemon that can only be extracted by scientific process. This "Oil" is missed in home-made lemonade, but in KOPS LEMON SQUASH is found all that is good, wholesome and healthful, combined with the full flavour of the fruit.

A PERFECT TABLE DRINK.

Attractively bottled, in two sizes.

Send your name for printed matter, quotations, etc.

Sole Makers

KOPS BREWERIES, ***LONDON, S.W., ENGLAND***

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS BELL, SONS & CO., Montreal

TEAS— Fresh consignment of our 40 and 50c. Ceylon Blends. Packed in 50-lb. Boxes.

These Teas, by their uniformity and excellent drawing qualities, have established themselves with the trade. Will be pleased to send samples.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st, this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

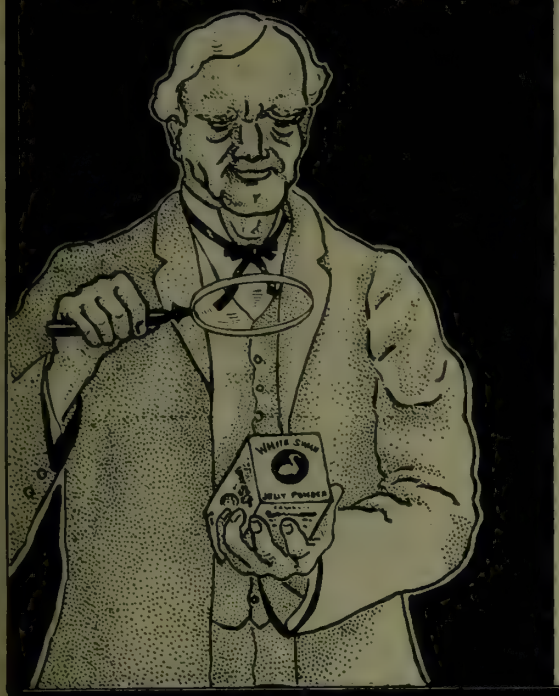
"I can now submit you several suitable samples at suitable prices on receipt of your commands."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

A CLOSE SCRUTINY



Search with a magnifying glass, but you won't find anything better than

Greig's White Swan Jelly Powder

That's why so many merchants all over Canada will have no other line on their shelves, and why so many housewives insist on being served with it and none other.

Made from the finest gelatine and powdered sugar and flavored with Greig's flavors—flavors for quality—it is impossible to produce anything better, purer or more wholesome.

Fifteen different fruit and wine flavors to choose from.

Put up in handsome counter cartons of one dozen. It's time to sort up your Fall stock.

THE ROBT. GREIG CO., Limited
TORONTO

GREIG'S White Swan BRAND

BURLINGTON
BRAND
CANNED GOODS

The name stands for the Canadian housewife's surety of purity as far as canned goods are concerned. **BURLINGTON BRAND** is the grocer's assurance of a fair profit and a lasting reputation. It's easy to merely can fruits and vegetables, but it takes an up-to-the-minute factory, scientific processes and more than ordinary skill to can all the rich and invigorating goodness of ripe juicy fruit and fresh vegetables.

BURLINGTON BRAND is demanded by particular people all over the continent **and the profit is more than you'd naturally expect.**

The Burlington Canning Co., Limited, Burlington, Ont.

PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells ***the best.*** You will find the ***market leader*** in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing ***Order Without Delay***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS THOS. SYMINGTON & CO. EDINBURGH

Second to None!

The demand is growing right along for Essex Canned Goods, based on the superior quality of all our products and the well-known Essex flavor. We're educating the public to insist on the best, and grocers who want to hold their trade will find it necessary to handle our line. Plenty of encouragement as regards sales and profits, and no suggestion of risk.

The Essex Canning and Preserving Co. LIMITED

28 WELLINGTON STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

Every pound of

Crystal Granulated Sugar

is guaranteed to be unsurpassed by any sugar in the world for **PRESERVING PURPOSES.**

Insist on getting CRYSTAL granulated

MANUFACTURED BY

The Wallaceburg Sugar Co. LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

You Must Have the Best Spices

to GET and KEEP your spice trade, and, incidentally, make a good profit.

Red Feather

means the highest grade in spices every time—ask our travellers.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

When visiting the City we invite you to make your down-town head-quarters at

36 YONGE ST.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

St. George's Baking Powder

Mrs. Rorer, the famous Food Expert, said recently: "The stingiest people I know have stopped buying 'cheap' foods . . . they are buying the best to be had."

Your customers don't take long to decide that a pound of sugar, half sand, at 5c., is more expensive than a pound of pure sugar at 8c.

And they won't hesitate in deciding that St. George's Baking Powder, with its 99.90% pure Cream of Tartar, is less expensive than Baking Powders containing "Commercial" Cream of Tartar which has 10% to 15% lime and other adulterants in it. Yet "Commercial" is the next best —many worse.

Most of your customers have likely figured it out by this time—for they've probably read our advertising—could hardly miss it—and they'll be glad to get St. George's, which is guaranteed to you and to them.

St. George's is the best Baking Powder that chemistry can evolve.

We've tested it every way.

National Drug and Chemical Co. of Canada, Limited, Montreal

DELAY IS COSTING MONEY

When a Fixture Saves its Cost the First 90 days, CAN YOU AFFORD TO WAIT?

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day.

Shipped f.o.b. Hamilton, Ont.

Send all orders to

THE AMERICAN COMPUTING CO., Indianapolis, Indiana

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

Do You Want Customers to Come Back?

Of course you do. Then sell them

CANADIAN CASTILE SOAP

It pleases the housewife. That should please you.

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

A CORNER OF DISPATCHING DEPT.

Ridgways Celebrated Teas

Sold in ¼, ½, and 1 lb. Tins, also 3 lb. and 5 lb. Canisters.

Capital Household,	40c.	In very attractive tin packages
Five o'Clock Tea,	60c.	
Her Majesty's Blend,	1.00	

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To John Robertson & Son, Ltd.

41 Common St., MONTREAL

SOLE AGENTS FOR CANADA

The Genuine **HOLBROOK'S** WORCESTERSHIRE **SAUCE**

Acknowledged the Premier Sauce of the World

Holbrooks Limited

Canadian Branch:
25 FRONT ST. E., TORONTO
Canadian Manager, - H. GILBERT NOBBS

Business Insurance

Mr. Grocer ! The only way to assure a lasting success in your line is to pay more attention to the quality of the goods than the price. Secure a reputation for handling the best there is on the market by stocking and recommending

Farmer Brand
Canned Fruits and Vegetables

There's a whole series of differences between Farmer Brand and the next best brand of canned goods on the market. The deliciousness of Farmer Brand—that appetizing something only found in the richest fruits on earth, combined with the invigorating qualities of fresh vegetables—is drawn from earth and air, and then our scientific processes retain all the goodness which has made the brand famous. And——

The Profit Story is Certainly Interesting

FARMERS' CANNING CO., Limited, BLOOMFIELD, ONT.

GET

Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

STOCK THE BEST.
"KIT"

COFFEE
IS
BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

For Prices and all Particulars apply to

KIT Coffee Ltd., Govan, GLASGOW.

Sell Syrup in Hot Weather?

Why, yes! If you think the best is good enough to increase your profits and sales, give your jobber an order for

GOLDENETTE

Pure Cane Table Syrup

The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

Free samples to give to your customers. Put up in 2, 3-lb. tins; 5, 10, 20-lb. tin pails and barrels by

Imperial Syrup Company

Refiners of Natural Flavor Food Products

Montreal - - Canada

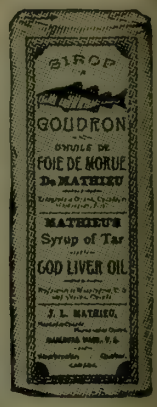
Sell The Best

That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package). Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.



J. L. MATHIEU CO.,
Proprietors, SHERBROOKE, P.Q.

How About Your Profits?

Most soaps evaporate in suds as far as the Grocer's profits are concerned. Many soaps destroy business because they rot clothes.

Wonderful Soap

differs from most and is better than all. It is 100% pure and beside being ultra pure its downright economy pleases the fastidious housewife.

That's the most profitable soap for you to handle.

THE GUELPH SOAP CO.

Our Matches

Notably the "Laurier" and "Togo" brands show you best value in this line—They also show you a better profit than any other brands - You can find out why and how by dropping a post card for particulars. **Do So.**

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

FOR THE PICNIC SEASON!

BRANSON'S

CONCENTRATED COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.

CONCENTRATED COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.

A Shoe Polish Makes or Mars a Business

When you consider that the most of shoe polishes are nothing more or less than leather destroyers it's certainly up to you to be careful.

Better stock

2 in 1

the only polish scientifically manufactured and guaranteed to add to the life of any shoe to which it is applied.

Mention the Grocer when you order

The F. F. Dalley Co. LIMITED

Hamilton, Canada. **Buffalo, U.S.A.**

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well-Known

CLIMAX SOAP

A HIGH-CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, etc.

NO PREMIUMS PRICES RIGHT

SAMPLES AND PRICES ON APPLICATION

98 St. Charles Borromee Street, - Montreal

VALENCIA RAISINS AND ALMONDS

Do you want to satisfy your customers?
Do you want to make a decent profit?
Do you want to stock the best goods?

F. W. ROWLEY
Canadian Standard—
Quality Extra Fine—Valencias

S. BODI
Finest Selected

These are the brands recognized as the standards for years, and it is pretty safe to stock them in such belief.

You take no risk in ordering these brands, but insure an increase in your business.

How About Shelled Almonds?

In 14 lb. and 28 lb. boxes. We have the real goods.

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents:

Wm. C. Christmas, 22 St. Francois Xavier St., Montreal
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T, Sturdee, St. John, N.B.

"Canada's Pride"

The brand of canned goods that is packed in the heart of the fruit and vegetable belt in the famous **Bay of Quinte Canning District** by the **Napanee Canning Company,** always reliable ; always to be depended upon.

When we started this business, we made up our minds to handle only first-class goods, and our increasing business shows that our efforts have been appreciated. In the Canned Goods Line we pinned our faith to **"Canada's Pride,"** and we have not been disappointed, as these goods have already attained a standard of excellence unapproached by any rival.

And what is true of **"Canada's Pride"** is equally true of our **Valencia Raisins** and other Mediterranean goods.

Our **"Home Sweet Home Ceylon" Tea,** in 1-lb. and ½-lb., tops all competitors. New crop Japans, secured before advance, now in.

If you want the **Best Goods** at **Bottom Prices,** write us for quotations.

WILLIAM GALBRAITH & SON

Wholesale Grocers and Importers

80-82 St. Peter St., - MONTREAL

Tartan BRAND

SIGN OF PURITY

WAGSTAFFE

THE ONLY

PRESERVES, JAM and MARMALADE

The finest in the world and **made in Canada.** Pure Fruit and Sugar only. Buy your year's requirements while you can. Write, phone or see our travellers for further information.

Wagstaffe's Fig and Lemon,
to sell at 15c.

Long Distance Phone 596.
Free to buyers.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

"CAMP"
COUNSELS.
The finest coffee stock
you can possibly get hold of is

'Camp' COFFEE

It never deteriorates in price or quality, takes up but little room, and is so thoroughly good and reliable that it will certainly increase your trade reputation. "CAMP" Coffee is selling now—selling well. Have you stocked it yet? If not, try some now.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal

OF COURSE, YOU CAN SELL

"ROYAL CROWN"

Witch-Hazel
Toilet Soap

We are advertising it all over Canada.

The C.P.R. supply it in all their magnificent hotels, on trains and steamers.

We are making people want to try it. And the soap itself makes them want to buy it right along.

"Royal Crown" Witch-Hazel makes money for every grocer who sells it.

Write for prices.

The ROYAL CROWN Limited,
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto
Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St. Montreal
Agent for Quebec and Lower Provinces

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

Joint Deposit Accounts

are a special convenience arranged for customers of THE METROPOLITAN BANK. Money can be deposited or withdrawn by husband or wife. Particularly valuable for farmers and town residents.

Money Orders and Drafts sold at lowest rates.
Farmer's Sale Notes collected and advances made thereon.
SAVINGS DEPARTMENT—$1.00 or more opens an account, interest allowed from date of deposit, and compounded FOUR times a year.
You may deposit or withdraw money by mail.

The Metropolitan Bank

Capital Paid Up: $1,000,000.00
Reserve Fund and Undivided Profits: $1,183,713.23

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
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HOTEL DIRECTORY

WINDSOR HOTEL

HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL

GEORGETOWN DEMERARA
BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE

HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

HALIFAX HOTEL

HALIFAX, N.S.

HOTEL IMPERIAL

Large Sample Rooms
Steam Heated and Gas Lit
GEO. W. WEBSTER, Prop., Swift Current, Sask

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

Allison Coupon Books

Are the ball-bearings that will make almost any business run smoothly. Here's how they work:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with $10.00; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. Then he pays for the book and gets another one. No pass books, no charging, no lost time, no errors, and no disputes. Allison coupon books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

The EBY, BLAIN CO.
Canadian Agents

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

A Business-Builder

When shrewd grocers all over the Dominion talk that way about a certain article, it must possess Quality of high order. The mere fact that

Purnell's

Sauces—Pickles—Vinegar

are the favorites of particular people is a strong reason for your stocking them. The name PURNELL is the people's guarantee of purity and quality. **The profit is more than reasonable.**

PURNELL WEBB & CO., Ltd.

Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

R. JARDINE, - - - - - ST. JOHN, N.B.
H. HASZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BICKLE & GREENING, - - - HAMILTON, ONT.
CARMAN-ESCOTT Co., 722 Union Bank WINNIPEG, MAN.
C. E JARVIS & Co., - - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East - TORONTO.
MESSRS. ERB & RANKIN, Commission Brokers - HALIFAX.

Cans by the Million

Made by the Acme Can Works

are being used in every part of Canada where sound, clean, sanitary, absolutely first-class cans are required.

Acme Cans have acquired a reputation for reliability which cannot be equalled by any maker in Canada or out of it, bar none.

No matter what kind of a can you require we can make it. Look at our list here. 'Twill give you an idea as to our range. Our capacity is 150,000 cans a day.

WE MAKE:

Vegetable Cans, Fruit Cans,
Meat Cans, Key-opening Cans,
Syrup Cans, Baking Powder Cans,
Spice Cans, Lard Pails
and other lines.

James B. Campbell, William Pratt.

ACME CAN WORKS

Reliable Cans

Montreal, - Que.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

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W. H. BEATTY, President.

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HEAD OFFICE, - TORONTO, CANADA.

Throwing Away Money

is all very well if you can afford it, but it is not necessary if you deal with the right house. Our prices will suit you.

VALENCIA RAISINS

Still selling ***"Fine Selected"*** and ***"Fine Off Stalk,"*** to arrive by first steamer via Liverpool. Very few remaining unsold.

OLD HOMESTEAD CANNED GOODS

Factory reports short pack on many lines. If you want to get in, send your orders ***at once.***

S. J. CARTER & CO.

Wholesale Grocers

58 McGill St., Montreal

FALL SEASON

At this season of the year there starts in a steady demand for Stove Polish. Get ready for it. Sort up your stock.

James Dome Black Lead

is without doubt the best Stove Polish on the market and its use guarantees satisfaction always. Order now.

W. G. A. LAMBE & CO., Canadian Agents.

The Manufactory of

Stevens-Hepner Company
Limited

Port Elgin, Ontario

where

KEYSTONE BRAND BRUSHES and BROOMS

are made.

A PRINCE AMONG PICKLES

This may without any reservation be written of the famous

STERLING
BRAND
PICKLES

Made in Canada of best grown Canadian vegetables, by skillful methods, in Canada's greatest pickle factory.

It is good business for grocers to keep well-stocked in these pickles.

The T. A. LYTLE CO.
Limited

TORONTO, - CANADA

YOU CAN SAVE MONEY—LOTS OF IT.

MR. GROCER . Doesn't it stand to reason that every cent you pay for freight charges robs you of so much profit? Place your orders for

Staple and Fancy Groceries, Dried Fruits, Fish, etc.,

with a Sherbrooke House of national reputation. We pay the freight as far as Sherbrooke, and our prices compare favorably with Montreal prices. If you are doing business in the Eastern Townships **YOU CAN SAVE MONEY—LOTS OF IT**—by placing your orders with us.

T. A. Bourque & Co., Wholesale Grocers **Sherbrooke, Que**

MATHEWSON'S RED VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

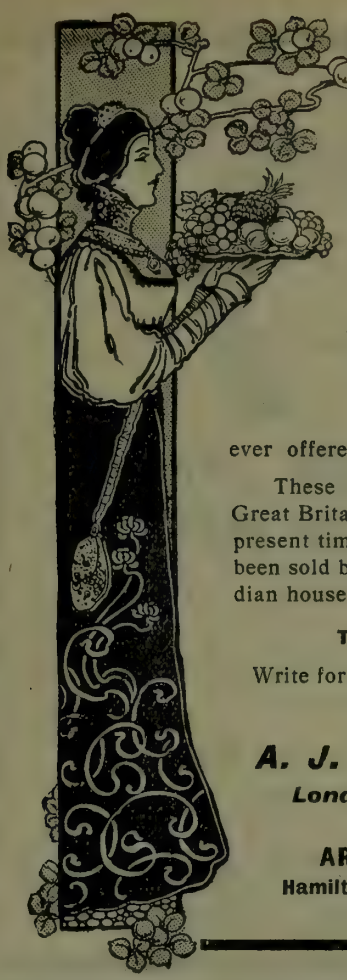
The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL



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These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

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Canada's Southern States

The Possibilities of Trade Development Between Canada and the West Indies—A Fine Exhibit at the Canadian National Exhibition—Interview With Sir Daniel Morris, Who Declares That the Sentiment of the West Indies Towards Canada Was Never More Favorable.

The British West Indies are gradually coming to be appraised by Canada at something appoximating their correct valuation. For some years past the imports from Canada to the islands have been increasing steadily, but there still remains a large field untouched by many Canadian manufacturers, which presents unlimited possibilities of mutually profitable development to those who have the necessary qualities of ambition, courage and initiative to take advantage of them. General interest in the islands has recently been greatly stimulated by the visit of the Canadian Board of Trade representatives in February and March, of this year, as the guests of Messrs. Pickford and Black, and this interest has been sustained and the visit, in a way, reciprocated, by the presence at the Canadian National Exhibition of Sir Daniel Morris, the Imperial Commissioner of Agriculture, and the fine display of West Indian products and manufactures brought to the Exhibition by Messrs. Pickford & Black. During the course of the Exhibition this West Indian exhibit was seen by thousands of people, many of whom, no doubt, wandered through the various sections out of pure curiosity, but few of whom failed to acquire some knowledge of an educational value of which they were previously ignorant, and which will be remembered because of the tangible and practical manner in which it was presented.

Canadian National Exhibition—Exhibit of West India Products.

Geographical, Historical and Statistical.

The British West Indies consist of a group of colonies in the Caribbean Sea. With the exception of British Honduras and British Guiana, which are on the mainland of Central and South America, the other colonies are islands possessed of great beauty, dotted like gems in tropic seas. The total area, including British Guiana, is 100,000 square miles, and the population, both white and black, is probably about 2½ millions.

These West Indian possessions are amongst the oldest in the British Empire. In former days they produced enormous wealth and much blood and treasure were expended in battles by land and sea in acquiring them from the Spanish, French and Dutch. Their chief production before the emancipation of the slaves, were sugar, rum molasses, cocoa and coffee. During the last 60 years, that is since emancipation, they have undergone many vicissitudes of fortune, but present prospects point to brighter days with general progress and advancement in all branches of industry. To such progress, Canada is capable of contributing a large share, to the expansion of her trade, to the stimulation by competition of industrial enterprise within her boundaries, and in many other ways to, the very material advancement of her own welfare.

The total trade of the British West Indies, including British Guiana, is of the annual value of about $60,000,000. Of this, so far, the trade between the Dominion of Canada and the West Indies is of the annual value of only $11,000,000, or a little over one-sixth of the whole. These figures show the great possibilities that exist for increasing the trade relations between the two countries. The actual figures are as follows:

The value of the Canadian imports into the British West Indies amounted, in the year ended June 30, 1906, to $3,246,075, while the value of the West Indian exports shipped to Canada was $7,521,360. The total volume of the trade carried on between the two countries last year was, therefore, $10,768,435.

In the year 1905-6, British Guiana exported to Canada produce, mostly sugar, to the value of $3,254,985, while the imports of Canadian goods were of the value of $585,780. The Leeward Islands exported, during the same year, to British North America, $1,020,000 worth of produce; the imports being valued at $135,800. From Barbados, sugar to the value of $535,000, and molasses to the value of $493,000, were sent to Canada, and imports of the

West Indie's Foodstuffs. Exhibits at the Canadian National Exhibition.

value of $393,000 received. The value of the imports from Canada into Jamaica was $792,000. or 8.1 per cent. of the total imports, and the exports were 6.1 per cent. of the total exports. Trinidad in 1906-7 sent exports to the value of $1,135,000 to British North America, and received imports of the value of $695,000.

It may be seen from these figures that although a considerable trade is already carried on between Canada and the West Indies, the possibilities for expansion are still practically unlimited. As is well known, the Dominion Government offers a reduction of customs duties for produce grown in the British colonies, and, on this and other grounds, it is anticipated that closer commercial relations will ultimately result between the two dependencies. The exports from the West Indies to Canada are chiefly sugar and its products, while their imports from Canada consist mainly of breadstuffs, fish, and provisions. The trade already built up, largely by means of Messrs. Pickford & Black's Canadian line of steamers, is considerable; but in sugar, molasses, cocoanuts. cocoa, coffee, fresh fruits, spices, and other tropical produce, especially, the trade, comparatively speaking, its only in its infancy.

Sir Daniel Interviewed.

In talking over the present situation with a representative of The Canadian Grocer, Sir Daniel Morris, the Imperial Commissioner of Agriculture for the West Indies, said: "In her race with the United States for the trade of the West Indies, Canada has hitherto been greatly handicapped by her inability to make quick shipments in competition with the American manufacturers. Prices and quality being equal, we are prepared to give Canada the preference every time, but to ask our buyers to wait two months for their goods from Canada, when America will supply the same articles in two or three weeks, is unreasonable. Lack of adequate storage facilities is the chief drawback with which Canada has to contend, and until these are provided she must be prepared to content herself with a very small proportion of the trade she might secure without difficulty if her abilities in this respect were more conspicuous. The matter is being taken up by the Government in Nova Scotia and New Brunswick and it is probable that extended accommodation will shortly be provided at Halifax and St. John."

Questioned as to the attitude of the Islands towards Canadian goods, Sir Daniel said:

"The sentiment throughout the islands is exceedingly favorable to Canada. Canadian goods have, in many cases, made a reputation with the people, and nowhere are the products of the Dominion more favorably regarded than in those colonies which at present receive the greatest quantity of imports from the United States. Canadian manufacturers should endeavor to become familiar with the wants of our people, and, in all cases, it is desirable, if not actually necessary, to keep a man on the ground to look after the interests of both parties."

In reply to another question, Sir Daniel said:

"Canada takes approximately three-fourths of all the sugar exported from the West Indies, and of the entire amount of sugar imported into Canada the West Indies supplies about two-thirds."

Great credit is due Messrs. Pickford & Black for the admirable way in which they have handled this exhibit, and to Mr. Charles Pickford, especially, for his unfailing courtesy in giving information about the islands and in answering questions, some of which would have taxed the patience of Job, the wisdom of Solomon and the imagination of Ananias.

QUESTIONABLE CONDITIONS IN ONTARIO CANNING FACTORIES

The annual report of the Ontario Board of Health, just issued, brings to light some peculiar conditions in connection with the canning factories of the Province.

Dr. Bell, medical inspector, made a tour of inspection in the Niagara district with Mr. Holmes, a factory inspector, and his report disclosed such questionable sanitary conditions that Dr. Hodgetts, Provincial Health Officer, made a personal trip through the district.

"During the canning season," says Dr. Hodgetts' report, "the canning companies provide accommodation for their help, who are for the most part obtained in the Niagara district, from Buffalo, from among the natives of Central Europe, whose habits are far from sanitary.

"For their housing, long shacks, some two storeys in height, are provided, and the better ones are divided into compartments with sleeping accommodation. The bedding was, to say the least, far from clean, and, judging by the way in which mattresses were left in those factories closed for the season, no attempt is made to clean even these. In the very class of work which should call forth on the part of the employer the most rigid enforcement of the most simple laws of cleanliness, this is found in most instances to be wanting, one excuse given being: 'These people are better housed by us than they are in their homes.' This, however, is no excuse for the employers to perpetuate an evil."

Prevent Such Conditions.

The report goes on to suggest methods of prevention.

"The public expect from the manufacturers of pure food supplies the adoption of rules such as will give them guarantee that cleanliness in all its details is a cardinal principle in the business. Such ordinary provisions as are necessary to ensure the same should be made by the employer. It was particularly noticeable that the class of employes improved in ratio to the improved conditions of the environment. The factory in which I found the best class of accommodation, and that in which the employer took pains to keep clean had by far the better and cleaner lot of employes.

"In conclusion," says Dr. Hodgetts, "I am of the opinion rules should be drawn up by this board, regulating this part of factory work—dealing with air, space, number in rooms, the separating of dormitories from living and dining-room space, with sufficient lavatory accommodation, and possibly a matron to oversee the whole should be arranged for in a similar manner as set forth in the regulations relating to the unorganized districts. Certainly personal cleanliness must be insisted upon—for that as a rule is not to be found at present."

Dr. Bell's report goes even more closely into the details of the lack of sanitation in these factories. He says: "About 1,800 persons, two-thirds of whom are females, are employed. About one-half are foreigners, from Buffalo, and there are a couple of hundred Indians from Brantford and Caledonia. In a few cases the accommodation is fair, but in no case are the requirements of the Public Health Act observed. Food was frequently kept in dirty fruit baskets under the beds, and was often eaten either on the floor or on the beds. These sleeping and living quarters were often kept in a most wretched conditions, and in some cases thirty or forty were disgracefully huddled together in one compartment. Many of these buildings were most filthy, and choice places for vermin-breeding."

A Serious Matter.

"How," Dr. Bell asks, can people be clean in these circumstances? Yet these are the persons who handle and put up our choicest foods. Several factory-managers declared that it was impossible to keep these people clean, and that they would not use the facilities if they were provided.

"If such is the case, then I say in the name of all that is righteous, insist on these employers going out of business, who, for the greed of a few extra dollars, hire such dirty help and prepare our food under such unsanitary conditions. They complain of the difficulty in getting the required help. I do not wonder at it, as no clean, respectable woman would for one hour live in such places as I have described.

THE CANADIAN GROCER

Established - - - - - - 1886

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JOHN BAYNE MACLEAN - - President

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THE WESTERN CROPS.

It is never wise to whistle until one is out of the woods, but if present indications are not utterly misleading it would seem that the pessimists were wrong. The crop killers were determined that Western Canada should have no crop this year and their noisy predictions of disaster dominated the situation for a long time. For once the cheery optimism of the West was unable to stand up against the pessimistic forebodings of the faint-hearted ones. But it is now pretty generally understood that in spite of the calamity howlers the West has a good crop this year—a crop not quite so large as that of 1906 or that of 1905, but still a satisfactory crop. The Northwest Grain Dealers' Association, after a careful inquiry, estimated last week that the West will harvest this year at least 82,000,000 bushels of wheat. October wheat has already reached the dollar mark in Winnipeg and there is every reason to believe that the Western farmer will get about one dollar per bushel this fall for his wheat. In view of the higher prices there will be no reason to complain if the crop is somewhat smaller than last year. It is indeed not at all improbable that, in spite of all the forebodings of the last month, the Western farmer will find the 1907 crop the most profitable he has ever had.

Many millions will be put in circulation in the West during the coming weeks and months to pay for this crop. There may continue to be a money stringency in the financial centres of the world, but, given a good crop at high prices, the West should not suffer.

SALMON AND SOBRIETY.

The sockeye salmon season, recently concluded on the Fraser River, has been unique in the poor run of fish. From the standpoint of the packers and fishermen, it has had little to commend it, for it is doubtful if the pack exceeds 50,000 cases. This, in conjunction with the small pack of last year, makes the prospect a blue one for the packers. In other respects, also, the season has been unique. Steveston, the headquarters of the fishing industry on the Fraser during the run, is the jumping-off place for individuals of many different nationalities. Chinese, Indians, Japanese, Canadians, Americans, and representatives from almost all the European countries, gather here for the period during which the run of salmon takes place. Naturally enough, friction not infrequently results from the rubbing together of the different sections of this polyglot population. Usually, there is considerable trouble with the Indians, who are popularly credited with greater internal storage capacity for fire-water than any other race. In endeavoring to live up to this reputation, they occasionally make themselves objectionably conspicuous. This year, however, most of this trouble, together with gambling and whisky-peddling, has been eliminated. Life and property have been protected to a degree previously unattained. There has been practically no sickness, and only one serious crime. For this peaceful state of affairs much credit is due Thomas O'Connell, who has so ably filled the newly-created position of Dominion constable, and by so doing, proved the value of such an office and the necessity of continuing it.

If salmon had been more plentiful the season just closed would have been an ideal one in every respect. Because of of the lack of fish, from the viewpoint of the majority, it is an utter failure. It is unfortunate, perhaps, that the reforms at Steveston and all along the coast should have been introduced at a time when the bad fishing discounted enthusiasm, but it is equally to be regretted that they were not instituted years ago, when the need of them was more accentuated than it is at present. Reforms improve with age only when the country is not ready to receive them.

MUST BE REMEDIED.

Sanitary conditions in connection with the housing of the employes of some of the canning factories in the Niagara district appear to be pretty serious, according to the report of Dr. Hodgetts, provincial health inspector, which has lately been issued from his department.

The report does not censure conditions in the factories, but rather the living condition of the employes. The trouble seems to arise from the temporary nature of the employment. Large numbers of people, generally of the lowest class, are brought in from the American cities, and from the Indian reservations, for a few weeks' work during the busy season, and the housing of this class for the short period of the fruit harvest seems to be provided for in the cheapest way possible. The canners lay the blame on the class of labor employed, saying that these people do not ordinarily keep themselves clean and would not do so even under better conditions of housing. This may be to some extent true, but it does not remedy the matter.

The public must be assured that absolute cleanliness exists through all the processes employed in the preparation of its foodstuffs and it is the duty of the government to see that the conditions which seem to exist at present in these canneries are remedied. It may be necessary to employ a better class of labor, but conditions of housing must also be remedied.

The canners will find it to their own interests to improve things. The widespread publicity which is sure to be given the features of the inspector's report will frighten the public, and canned goods from the Niagara district will be religiously tabooed unless reliable assurance is given that these doubtful conditions have been improved.

BERLIN BEET-SUGAR OUTLOOK.

The beet acreage for the Ontario Sugar Co., at Berlin, Ont., is considerably reduced this year, being about 3,200 acres. The crop outlook is good, better than for several years, so far as yield is concerned. The present arrangement whereby a quantity of raw sugar may be imported from Germany is of considerable advantage to the factory, as it can be kept in operation for a longer period.

Markets and Market Notes

QUEBEC MARKETS

POINTERS :

Beans—Higher.
Fish—Revised.
Prunes—Strong.
Produce—Firm.

Montreal, September 12, 1907.

Some wholesalers report strong demand for provisions lately. Pork and beans for the lumber camps are two lines subject to considerable demand according to some jobbers. Interest centres largely in dried fruits this week. Reports from Greece are to the effect that prices there are advanced. Valencia raisins will be arriving via New York shortly, but buyers are holding off. Prunes are strong, both here and in the primary market. Indications still point to a 50 per cent. pack of corn and tomatoes. Some activity is reported in canned sardines and salmon. Sugar is steady. Teas are firm and high, as usual. Beans have been advanced five cents. Fancy prices are being asked for evaporated apples, but are not taken seriously by the trade. Figures ruling to-day are altogether too high to warrant much business. Chocolates and cocoas are advancing, lines which formerly stood at 38c, now commanding 45c. Camphor has been reduced from $2 to $1.80. Butter, cheese and eggs are all high and the markets are firm.

Collections are reported satisfactory.

SUGAR—Sugars are steady locally, but buying is of a hand to mouth character. Prices may advance, but they are just as likely to decline. Raws dropped 2d. a hundredweight, but no weakness has been felt in this market up to the time of writing.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 09
" " 25-lb. boxes	5 21
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Syrups are beginning to pick up for Fall, while molasses is quiet.

Barbadoes, in puncheons	0 29	0 31½
" " fancy	0 30½	0 33½
" " extra fancy		0 35
" in barrels	0 31½	0 33½
" in half-barrels		0 34
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 60
" 25 lb pails		1 15
Cases, 2 lb tins, 2 doz per case		2 25
" 5-lb. " 1 doz. "		2 55
" 10-lb. " ½ doz. "		2 50
" 20-lb. " ¼ doz. "		2 45

TEA—Japan teas are very high. Transactions are naturally limited with prices such as they are to-day. Ceylon and Indian teas are in fair demand. Gunpowders of all kinds are selling freely in some sections.

Japans—Fine	0 29	0 31
Medium	0 21	0 23
Good common		0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15½	0 20½
India—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 19	0 [illegible]
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

FOREIGN DRIED FRUITS AND NUTS—Currants are firmer this week, having been advanced 1s., owing, so cables say, to heavy local purchases. Here, the feeling is that the advance is due to the presence in Patras of the first direct steamer, the "Bellona," which is now loading. The boat will proceed from that port to Denia, to take on a cargo of Valencia raisins, and will arrive in Montreal about October 15. New raisins will be obtainable through New York by the 20th inst., but fancy prices will be paid. New currants, also via New York, will arrive toward the end of the month. Offerings of Valencia raisins, by New Yoek boat, are being made to the trade here, at figures which would mean a cost to the retailer of 7c to 7½c. Reports from California state that the raisins are not curing as rapidly as they should, owing to cold weather. Otherwise the outlook is satisfactory. Prunes keep very firm locally, and on the coast. Crop estimates are falling off as the season advances, and it is now thought that the yield will be but 30 per cent. to 35 per cent. of last year's large crop. Shipments from the coast will not be particularly early this year, as far as raisins are concerned. Nuts are firm, most of the chief lines having been advanced. Valencia shelled almonds are quoted 33c to 35c, though new goods will be obtainable at figures two or three cents under these prices. Brazil nuts are now quoted 16½c to 17½c, an advance of 2½c from the lowest point. Shelled walnuts are now 25c to 26c, and likely to advance further. Mayette walnuts are up 1c, dealers demanding 10½c to 12½c today. Pecans are down 2c, 18c to 19c being the ruling quotations. The prices of the last couple of years have had the effect of cutting down business in pecans.

Valencia Raisins—		
Fine off-stalk, per lb.		0 08
Selected, per lb	0 8½	0 09
Layers, "	0 8½	0 09
Dates—		
Hallowees, per lb		0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 [illegible]
"Connoisseur Clusters"		3 00
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs		013
Choice seeded, 1-lb. pkgs	0 12	0 13
Loose muscatels 3 crown	0 10½	0 1
" " 4 crown	0 11½	0 11

Prunes—	per lb.
30-40s	
40-50s	
50-60s	0 08½ 0 09
60-70s	0 08½
70-80s	0 07½
80-90s	0 07½
90-100s	0 06½
Oregon prunes (Italian style), 40-50s	0 07
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07
" " 90-100s	0 06½
" " 100-120s	0 05 0 04½

Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 09½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 [illegible]
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown		0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30

COFFEES—Coffees are quiet locally, and in primary markets.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio. No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

SPICES—Spices are fair in demand at unchanged prices. The markets are featureless.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

BEANS—Quotations are firmer this week. Demand is strong in some quarters, many reporting receipt of goods, which will be used in the lumber shanties this winter.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 25	2 30

RICE AND TAPIOCA—Prices on tapioca for October to December shipment are slightly easier at first hand. Locally, quotations hold steady, but some wholesalers expect to quote 1c below present figures toward November 1. Medium pearl tapioca is very hard to obtain. Rice is normal.

B rice, in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 7½	0 08

EVAPORATED APPLES—According to reports received, evaporated apples are selling at fancy figures in the States. As much as 10c has been asked here for new goods, but the feeling is, that this is cutting things too fine. There is not likely to be much interest displayed in evaporated apples at such fancy quotations. Any old stock held, and there is little, brings that figure.

MAPLE PRODUCTS—Sugar is strong, there having been rather heavy buying by two or three parties lately. Other lines are normal.

Pure maple syrup, bulk, per lb.	0 06½	0 07
Compound maple syrup, per lb.	0 04½	0 05½
Pure Townships sugar, per lb	0 07½	0 08
Beauce County, per lb.	0 09	0 [illegible]

CANNED GOODS

Montreal.

Later reports would indicate the correctness of The Grocer's estimate that the pack of tomatoes and corn will be in the neighborhood of fifty per cent First lots of these lines are now being packed, and, needless to say, prices are awaited with interest. Jobbers antici

pate higher figures, but have no definite idea as to what will be asked. Wholesalers report all lines in fairly good demand considering the prices. Salmon and sardines show considerable activity.

Toronto.

There has been an active demand for all lines of canned goods during the week, but prospects for the forthcoming corn and tomato packs are checking the optimistic feeling which has prevailed on this subject till recently. Now it looks as though a fifty per cent. pack will be all that the canners will give out, and high prices are naturally expected.

Retailers are buying fairly steadily, but there is little or no speculative trading.

ONTARIO MARKETS.

POINTERS—

Canned Goods—Heavy consumption.

Tapioca—Large arrivals have relieved the situation.

Molasses & Syrups—Corn syrup prices withdrawn.

Sugar—Very firm.

Toronto, September 13th, 1907.

Heavy consumption of all lines of canned goods, the withdrawal by the Edwardsburg and Brantford Starch Companies of all prices on corn syrup, formal announcement of which will be found on another page, and the long awaited arrival of a heavy tapioca shipment from Singapore, have been the features of the past week in the wholesale grocery markets. The withdrawal of the corn syrup prices was made on Monday, and a meeting of the representatives of the two companies was held in Toronto two days later. It is not known definitely what causes have influenced this action on the part of the controlling company, but a reasonable inference is that the high prices of corn in conjunction with crop prospects of only an average character, have forced the advance to prevent actual loss in manufacturing. The new prices are to be given out on Friday, and the general expectation is for a raise of from ¼c to ½c per pound. This advance, of course, at any rate so far as starch is concerned, will be borne by the retailer. Starch has become too much of a staple for the consumer to regard higher prices therein with anything but unyielding hostility.

Business, on the whole, is reported good, and collections have improved.

TEA—Locally, the situation is unchanged. Prices on all the cheaper grades are very firmly held, but stocks are small and difficult to obtain at the best quotations. Mail advices from London, dated August 29th, say:

COFFEE—The world's visible supply of coffee decreased 324,142 bags during July, and on August 1st was 16,075,812 against 9,948,058 on the corresponding date last year, showing an increase for the coffee year of 6,127,754. Of this visible 8,000,000 is held by the Brazilian Government, principally in New York, Havre, Hamburg and Santos, leaving an available visible supply for consumptive purposes of 8,0775,812 against 9,948,053 last year, or an available visible of 1,872,246 less than on August 1st, 1906.

"It will be remembered," writes a New York Exchange firm, "that the Brazilian crop of 1905-06 was only 10,227,000. If the movement so far has been on the same ratio as that of 1905-06, a crop of not above 8,000,000 Brazilian coffee is indicated for this year, or less than one half the quantity produced last year. This crop, if no more than 8,000,000 together with the world's visible supply of 8,000,000, making a total of 16,000,000, would be the total supply, to fill a consumptive demand of from 17,500,000 to 18,000,000 for the coffee year—unless the price should be advanced to 9½ or 10 cents, the price at which the Brazilian Government is willing to sell its holdings and is pledged to hold for, or some unforeseen developments should cause the Brazilian Government to change its mind and sell at a lower level. No such development is looked for or expected at this time. In any event, should this crop be no larger than is now indicated by the movement, with a consumption of 18,000,000, the visible supply must be sensationally reduced within the next year, a development which present prices for coffee do not discount.

"At this time last year, with an available visible supply as above indicated of 9,948,000, contracts for September delivery in the New York market sold at 6.30, but on August 28th this year the price was 5.50. At the end of August last year July contracts sold in our market at 7 cents; lately they have sold at 6-10, or almost one cent per pound lower. At this time last year the biggest crop ever produced in Brazil was expected; at present, less than one-half last year's yield is indicated by the movement."

plus coffee other than Brazil has pledged.

SUGAR—Consumption of refined is not exhibiting any increased activity over the average demand of last week. The market, however, is very strong, though there is no immediate indication of an advance. The heavier arrival of the plum crop is expected to stimulate consumption to an extent not previously anticipated, as the crop has shown up better, in quantity, than was indicated by early reports.

"In Europe the tone and tendency is towards a constant, steady advance. Here the disposition is to follow Europe as slowly and conservatively as practicable.

Paris lumps, in 50-lb. boxes	5 15
" in 100-lb. "	4 85 5 05
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 45
Berlin granulated	4 40
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbl's

MOLASSES AND SYRUPS — All prices on corn syrup have been withdrawn by the Edwardsburg Starch Co., pending a revisal, which will be issued by the end of the week. It is expected that the new prices will be ¼c to ½c in advance of the old. The reason for this raise is attributed to the high and advancing prices of corn, under which the companies claim will be unable

companies claim they will be unable to manufacture at anything but an actual loss. Outside of this development, the situation is unchanged, and other prices continue firm.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 50
West Indian	0 30 0 35
Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 1.
Quarts, 24 "	5 4)
Pints, 24 "	2 90

DRIED FRUITS—Sultana raisins advanced 1s on the primary market on Sept. 9th, and later advices state that yesterday the market was strong and higher prices were asked. In valencias the market is firm, quotations from all responsible shippers indicating a continuance of this condition.

	Per lb		Per l.
Prunes, Santa Clara—			
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07½
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 03½
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07½ 0 08	Vostizzas	0 09½ 0 10
Patras	0 08½0 08¾		

Uncleaned, ½c less.

Raisins—			
Sultana			0 12½0 1b
" Fancy			
" Extra fancy			
Valencias, selected			0 08¾
Australian			0 08½
Seeded, 1-lb packets, fancy			0 11g
" 16 oz. packets, choice			0 11
" 12 oz. " "			0 09
Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairs	0 04	" choice	0 08½
Domestic evaporated apples			0 09 0 0½

SPICES—No development of special interest has occurred during the week, and prices are unchanged.

NUTS—The market is apparently firm at unchanged prices.

RICE AND TAPIOCA—A large consignment of medium pearl tapioca was received from Singapore on Wednesday. This, it is expected, will satisfy consumption until the next arrival, which will probably not be on the market before December. The new stock will sell at 7¾ to 8.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 06
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 08 0 08½
Carolina rice	0 1[illegible]
Tapioca, medium pearl	0 08

BEANS—Prices are very strong. Prime No. 1s, which last week showed a slight weakness, have firmed up again.

Beans, hand picked, per bush	1 75 1 80
" prime No. 1 "	1 60 1 65
" Lima, per lb	0 07 0 07

HIDES AND WOOL—Country hides are ½c lower, pulled wools, super and extra, have dropped a cent. Washed wool is slightly easier and wool rejections are a cent lower. The tanners are taking just enough to keep their plants going, and no more. None of them are looking for business.

Hides, inspected, cows and steers, No. 1	0 06
" " " " No. 2	0 07
Country hides, flat, per lb., cured	0 06 0 06½
Calf skins, No. 1, city	0 12
" " No. 1, country	0 11
Lamb skins	0 50 0 60
Horse hides, No. 1	3 00
Rendered tallow, per lb	0 05½ 0 06
Pulled wools, super, per lb	0 24
" " extra	0 25
Horse hair, per lb	0 28 0 30
Wool, unwashed	0 12 0 13
" washed	0 22 0 23
" rejections	0 16

W. O. Shrumm, general store, of Dashwood, has suffered loss by fire. Some insurance was carried.

Canada's National Fair

Many Fine Exhibits of Foodstuffs by Wholesalers From All Over Canada—The Exhibition An Important Factor in the Industrial Development of the Dominion—New Records Established for 1907—Many Improvements Over Last Year—Average Attendance More Than 85,000 Daily—West Indian Exhibit Again Proved Great Attraction.

The Canadian National Exhibition, designated by impartial critics as the greatest annual fair in the world, ended its thirteen-day course for 1907 on Saturday, Sept. 7. In those thirteen days it broke all existing records. It established new figures for attendance, and a new high-water mark for cash receipts. It has to its credit one brand new building and some important additions to existing structures. To avoid going too minutely into detail, it may be asserted briefly, without fear of contradiction, that the Exhibition of 1907 surpassed that of any previous year in practically every respect. To regard it from no other standpoint, the Exhibition possesses a value incalculable in the opportunity it affords—first, to the manufacturer, of openly demonstrating to the retailer the methods adopted to produce his goods, and in this way of forming and strengthening a personal bond of confidence between himself and his customers; second, to the retailer, of increasing his knowledge of the goods he handles daily and thus enabling him to represent their quality to his customers with a greater measure of appreciation and intelligence; and, thirdly, to the public, of becoming more intimately acquainted with articles of daily use or consumption which they had hitherto been in the habit of taking pretty much for granted as one accepts the assistance of the sun, moon and stars without worrying particularly as to their origin.

The Process Building, in which these demonstrations took place, ranked in popular favor about equally with that of the Manufacturers', which was crowded with people every afternoon and evening. In the former building, about twenty different articles, ranging from bicycles to bread, were shown in process of manufacture. In the building set apart for manufacturers, the number of exhibits was legion. One hundred and fifty would-be exhibitors were unable to obtain space for their booths, and the committee were obliged to refuse their applications for this reason. There were more than 120 different exhibits in the Manufacturers' and Liberal Arts Building alone. Counting those in the Implement, Transportation, Dairy, Automobile, Process, and Stove buildings, and in Machinery Hall and Manufacturers' Annex, as well as some forty-odd, scattered about the grounds, there must have been close upon 400.

Every feature of Canadian life, agricultural, industrial, educational or artistic, was covered by the Exhibition, which, though owing its origin and development solely to Toronto, is, of course, in scope and representative character, broadly Canadian. Its influence as a factor in Canada's prosperity was expressed very succinctly by Earl Grey in his opening remarks. He said: "The object of Canadian manufacturers and producers through their processes of manufacture and the methods they employ for marketing their goods, must be to associate the name of Canada with high quality. The Exhibition, in the success which has attended it, is an excellent illustration of the advantages a country derives where the Government and the people pull at the same end of the rope and work together for the common good. If the people and the Government work together and so secure to buyers the knowledge that the goods they buy are of a high quality, I am sure there is no limit to the prosperity which awaits the people of Canada. Let our inspections be thorough, and let our condemnation of inferior articles be absolutely merciless. No man is such a blackleg, in my opinion, as the man who endeavors to pass as sound, unsound articles, and secures an inferior reputation in the markets of the world."

The newly-erected Agricultural Building, one of the largest and finest on the grounds, containing a wonderfully comprehensive selection of fruits and vegetables from all parts of Canada, was a feature of this year's Exhibition. A cut of this building is shown herewith. Another much needed improvement, and one which was rendered necessary by last year's fire, is the extension to the grand stand, which now has a seating capacity of upwards of 5,000. It was filled to overflowing many times during the course of the Exhibition. Two improvements which will probably be instituted by next year, are a new transportation building, to replace the one burned last year, and a more extended street car service. The cars were unable to handle the enormous crowds that thronged the Exhibition, and next year it is likely that an eastern extension will be arranged. President W. K. George, during the course of some remarks at the concluding luncheon, said that the present entrance to the grounds appeared too small and cheap by comparison with the splendor that lay within its gates, but that next year they hoped to have this remedied by the erection of a new and more suitable entrance at a different part of the grounds. Mr. George also recorded the interesting fact that the increased receipts this year were attributable entirely to the enlarged grand stand accommodation and other receipts within the grounds, the gate receipts being actually less than last year.

Canadian National Exhibition—New Agricultural Hall.

The West Indies.

As has been the case ever since this important department has been introduced, the Exhibition set apart for West India products, proved one of the best drawing cards of the great Fair. The West India exhibit this year was more complete than anything previously brought over to the Canadian National, but the keen interest shown by the public was ample justification of the additional trouble incurred in providing such a representative collection of the various island products. Sir Daniel Morris, Imperial Commissioner of Agriculture to the West Indies, was present in the building every day, and spoke at several luncheons and meetings during the course of the Exhibition. To Sir Daniel is due much of the development of the islands, which has taken place within

recent years; his work as Imperial Commissioner has made him an authority on practically every article grown in the islands. He has become a statistical encyclopedia of facts regarding the import, export and manufacture of everything connected with his department, and since his department embraces the whole of the West Indies, it may be logically inferred that he is something more than merely "well posted." His enthusiasm for the work in which he is engaged shows itself every time he speaks of the islands.

The exhibit is to be taken to Halifax, where it will be shown at the forthcoming exhibition there, under the charge of Charles S. Pickford.

Canadian National Exhibition—Edwardsburg Starch Co. Exhibit No. 1

Edwardsburg Starch Co.

The exhibit of the Edwardsburg Starch Co., in the Manufacturers' Building, was in the form of Moorish mosque style, divided into two distinctly separate sections. The corner booth was surmounted with a handsome crown, typical of the display of their Crown Brand Corn Syrup, a line of table syrup enjoying an enormous sale throughout Canada. Miniature sample pails of this syrup were given out to ladies. Many visitors, in receiving the samples, remarked that they were users of the goods already, and pleased to see the exhibit. The adjoining booth was devoted to a display of the company's starch products, the established reputation of which under the brands of Edwardsburg Silver Gloss, Canada Laundry, Enamel Starch and Benson's Prepared Corn (the original yellow package), is one to be envied by any manufacturer. Large showcases and bottles were filled with bulk laundry starches. The whole exhibit was most attractively arranged, and Mr. Fred. A. Veroy, Toronto, representative, and Mr. Paul, of the Ontario traveling staff, who designed and arranged the display and looked after it, deserve great credit for their work during the Exhibition.

For exhibit No. 2 see page 50.

E. W. Gillett Company, Limited.

The consensus of opinion of visitors to the Manufacturers' Building as to the most attractive exhibit, judging by the comments heard, was in favor of E. W. Gillett Co.'s magnificent stand in the main aisle, eastern end. Artistic and good as have been this company's display in past years, it is to the 1907 exhibit that the palm of merit must be accorded. A glance at the accompanying photo will show "those who were not there," that too much praise cannot be spoken in favor of the company's ideas of tasty and effective display of their products. The color scheme was rich and harmoniously carried out, the dark olive green velvet draperies and background throwing into relief the bright colors of the red, yellow and blue tins and packages pyramidically arranged in front. A large gilded lion surmounted the central projecting stand, while on the two corners of the booth handsome banners were placed, bearing on same Canada's emblems, the beaver and the maple leaf, respectively. On top were placed well painted signs bearing Canada's best known commercial legends: "Magic Baking Powder," "Gillett's Lye Eats Dirt," "Royal Yeast Cakes," "Imperial Baking Powder." A large Smyrna rug added to the pleasure of the eye. In the centre of the booth was the pivotal attraction, "The Hindoo Magician," whose magic wand instantly transformed a can of Magic Baking Powder into an appetizing bun. The query, "How does he do the trick?" was echoed by every observer. The automatic operation was a delight and a puzzle to all, and as a lasting advertising impression on the minds of visitors, was certainly a great card for E. W. Gillett Company. Mr. J. F. Holden, Western Ontario traveler, with an assistant, was more than busy handing out thousands of samples of Magic Baking Powder, and useful souvenirs to housewives, egg separators, jar holders, etc. Upon G. H. Macfarlane, assistant general manager, fell the work of superintending the carrying out of the handsome booth and display. Since the reorganization of E. W. Gillett Co., last year, and the election of Wm. Dobie to the presidency of this great Canadian company, the business has expanded in such a manner as to necessitate the building of a six-storey addition to the factory.

Red Rose Tea.

That everybody loves a good cup of tea was clearly demonstrated by the crowds that constantly thronged the large double booth of Red Rose Tea. Situated near the centre of the Manufacturers' Building, it was in line with a constant stream of visitors and never were the lady demonstrators idle in serving the delicious tea that is known as Red Rose Tea is Good Tea." The booth was arranged in the form of a reception room, with small five o'clock tea tables, and the tea served by seven young ladies. Mr. Geo. H. Taylor, of the Red Rose Tea traveling staff, was in charge of the booth, and his assiduous attentions and explanations were highly appreciated by callers. Mr. Taylor's explanations as to the proper preparation of tea will result in many a

Canadian National Exhibition—E. W. Gillett Co.

Canadian National Exhibition—Red Rose Tea.

good cup of tea being made throughout the land. Enthusiastic in the extreme, with a good article to talk about, Mr. Taylor certainly kept up his reputation as a tea expert and model demonstrator. Red Rose Tea, since being placed upon the Western market, by T. H. Estabrooks, St. John, N.B., has taken a leading stand in the trade, and the very apt legend of "Red Rose Tea is Good Tea," is a household word. The experience of the trade since Red Rose Tea was first introduced in Ontario and Western Canada, some six years ago, has been short of marvelous, and to-day branches are located in Montreal, Toronto and Winnipeg. The Toronto premises are located at 3 Wellington street east, and are under the management of G. H. Campbell, and it would be hard to find a more enthusiastic tea man in the trade. Visitors are always heartily welcomed by Mr. Campbell, and he voices his principal's sentiments in indisputably contesting the fact that "Red Rose Tea is Good Tea."

Canadian National Exhibition—Cailler's Swiss Milk Chocolate.

Cailler's Swiss Milk Chocolate.

Unquestionably one of the handsomest booths in the Manufacturers' Building was that of "Cailler's Swiss Milk Chocolate. Situated on one of the side aisles opposite the main entrance, it drew the attention of visitors most conspicuously. The accompanying illustration shows the artistic and tasteful design and arrangement of the booth and its contents. Cailler's Swiss Milk Chocolate has only been on the Canadian market a little over a year, but during that time its fame and reputation has spread from ocean to ocean. Cailler's Chocolate is possessed of a reputation on the continent of Europe that is the envy of other makers of Swiss Chocolates—in fact, the name is a word as familiar to tourists as that of Baedecker or Cook's Tours. Made from the finest selected Trinidad cocoa bean, purest white sugar and the famous Swiss milk, from the Gruyere Valley, under absolutely perfect hygienic conditions, it is the acme of chocolate manufacture. It is not only a confection, but the most nourishing as well as delicious food possible to offer. Grocers are realizing the value of selling the best, and the Canadian agent, W. H. Dunn, Montreal and Toronto, must feel complimented on the reception it is receiving at the hands of the trade. The booth was under the direct management of Mr. Logan, of W. H. Dunn's traveling staff, who has devoted his sole time to the introduction of Cailler's to the trade, from Montreal to the Pacific. Mr. Logan was assisted by several lady demonstrators and sales ladies. The samples supplied visitors will carry the meritorious news still further through the land.

Thos. Upton & Co.

Among the notable exhibits at the Exhibition, that of Thomas Upton & Company, Hamilton, was easily up with the leaders. During recent years this enterprising firm has established an enviable reputation for their products. The traditions of the house have been ably sustained this year. Occupying a conspicuous corner in the Manufacturers' Building, with its large display of various kinds of jams and marmalades, the booth was both striking and pleasing. The public were invited to taste and learn that the fruit products of the company were high-class and pure. The numerous visitors indicated the acceptability of the invitation. Judging from the frequent remarks and approving glances, the Canadian people fully realize and appreciate the sterling qualities of Upton's preserves.

A little reflection soon reveals the cause of the increasing popularity of

Upton's jams and marmalades. It is matter of common knowledge that the conditions of modern housekeeping are rapidly changing. Time was when every good Canadian housewife spent many a weary hour in a highly-heated kitchen preparing her supply of preserved fruit for the ensuing year. Even tedious kitchen work and likewise economizes because of the steady rise in the price of fruits. To satisfy these demands, a new industry has arisen, that of fruit preserving. Foremost among such firms is the Thos. Upton Co. This progressive Hamilton firm was a pioneer in the business. In fact, their business has increased by leaps and bounds. This year it bids fair to exceed all records.

Much of the success of the Upton exhibit is due to the manager, E. E. Hustwitt, who was ably assisted by a courteous staff of young lady demonstrators.

Canadian National Exhibition—Upton's Jams.

then there was the usual danger of her fruit spoiling. Nowadays, however, the old method is being largely superseded. The thrifty housewife consults her own convenience and demands fruits already preserved. By so doing she avoids the

according to one of their representatives, Upton's was really the first to make a success of packing Canadian jams in glass jars. Since then, Upton's has become a standard for all manufacturers. In spite of keen competition

The Quaker Oats Company.

Among the many exhibits of food products in the Manufacturers' Building, that of the Quaker Oats Company, in a splendidly decorated corner booth on the south aisle, was one of the most at-

Canadian National Exhibition—Quaker Oats.

tractive. A handsome display of the company's products, which were pleasingly demonstrated, kept the booth surrounded by visitors.

Quaker Oats, Pettijohn's Breakfast Food, Quaker Puffed Rice, Appetizo, Quaker Wheat Berries, Cereta Wheat Food and Quaker Cornmeal, all recognized as the purest of pure foods, comprise the company's product.

Of these, Quaker Wheat Berries, the newest of their foods, is a ready-to-eat cereal—the only perfect whole wheat food in the world. It is the whole grain and is made from the choicest selected wheat, thoroughly puffed and baked, and toasted to a dainty brown crispness. The entire process is accomplished in a sealed drum and thus all the richness and flavor of the wheat berry is preserved.

Quaker Puffed Rice is another cereal, which, prepared in a new and novel method, furnishes a delicious and healthful food.

Pettijohn's Breakfast Food is especially prepared for home cooking, and contains all the food qualities of the best of wheat.

Appetizo, with its attractive qualities, has found a large place on the Canadian market, and Quaker Oats, the world's breakfast, is known all over the world as a staple and highly valuable breakfast food.

Majestic Polishes.

In a tastefully decorated booth on the west aisle of the Manufacturers' Annex, the exhibit of Majestic Polishes attracted a great deal of attention. This was one of the displays that appealed to everyone, no matter what their business or profession.

There are two kinds of polishes on the market, that is, ordinary polishes. One requires an inordinate amount of labor to bring satisfactory results. The other kind, while eliminating this feature, are almost invariably injurious, either eating the metal or scratching its surface. Majestic Polishes were evolved, after a great deal of study, to avoid the undesirable features of the general run of polishes, and they have proved remarkably successful. They accomplish a quick-shining polish with positively no injury to the various surface, for which they are specially manufactured.

In Majestic liquid metal polish, only the highest quality of refined oils are used, which are entirely free from all acid and grit. Majestic paste metal polishes are made in three colors—white, red and black—of the same high-grade ingredients as the liquid polish. Housewives generally seem to be prejudiced against a liquid silver polish, and to provide for this, the company have a silver polishing powder. This is a dry polish, which gives a lasting brilliancy to the article cleaned and which has been highly recommended. This powder is guaranteed to contain no acid or alkali, and like other Majestic polishes contains only pure ingredients.

Majestic furniture polish is another special product, manufactured particularly for high-grade polished wood surfaces. Take a piano, for instance. Most people would hesitate a moment before using an ordinary furniture polish to restore its lustre, but there need be no hesitancy in using Majestic Furniture Polish on this or any other article of the finest furniture.

Christie, Brown & Co.

One of the exhibits visitors to the fair and particularly grocers look for year after year, is that of Christie,

Canadian National Exhibition—Majestic Polishes.

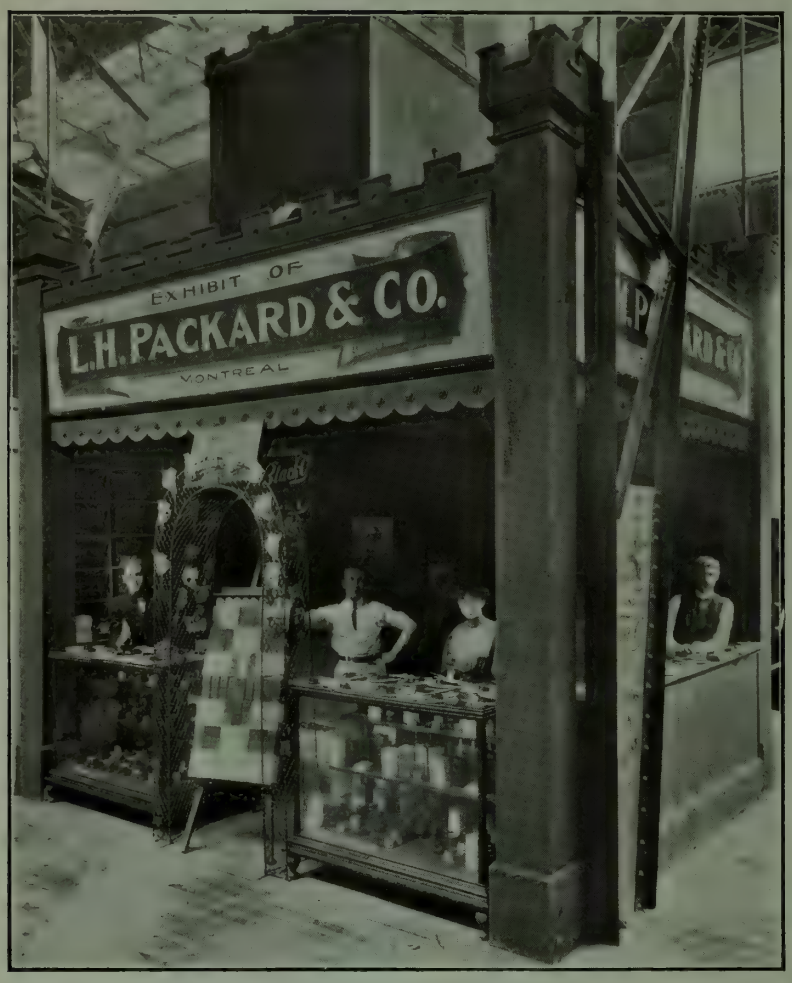
Brown & Co., Canada's premier biscuit makers. The reason for this is that the name "Christie" is known in every household in Canada. This year the firm was again represented by a large and handsome exhibit, built up of the company's products, comprising over

Canadian National Exhibition—Christie's Biscuits.

five hundred varieties of biscuits and similar products, such as cakes and tinned puddings.

Christie, Brown & Co. maintain their proud position by keeping up the standard of excellence in all departments, and by insisting on absolute cleanliness in their large factory. The company's supply of butter, for instance, is purchased from well-known dairy farmers, who supply their whole output. When this supply is insufficient, resort is made to the best creameries. The butter, also, is salted according to the company's direction, thus assuring uniformity in the product. The best of molasses, too, is purchased, no matter what the cost, and this policy is followed with all the supplies purchased, so that the firm have achieved an enviable reputation among the purchasing trade.

With such attention to raw material, it is only natural that special attention is paid to methods of manufacture. Christie, Brown & Co.'s immense factory is a model of cleanliness and organization. Each of the hundreds of employees is furnished with a uniform and handkerchief, which are laundered at the expense of the company. Again, bath rooms are provided for the use of employees and time is allowed during



Canadian National Exhibition—Packard's Shoe Dressing.

raw material and to put it through the processes of manufacture at the most desirable time, is only one secret of the excellence of the goods. The steady increase in sales is another proof of excellence.

Packard's Popular Polishes.

The fact that L. H. Packard & Co.'s booth attracted more than ordinary attention was quite evident from the eager crowds which continually confronted the staff. Great interest was manifested in this exhibit. In addition to their well-known lines of shoe dressings, a specialty was made of the sale of Black "O." With each package was presented a handsome fan, some blotters and an interesting little novelty in the shape of a "drummer." The "drummer" was a decided "hit," and a clever advertising medium. The exhibit also included French Glycerine and Ladies' Special, Box Calf Combination, Patent Leather Cream. J. W. Strike, E. D. Van Dine and J. P. Neville conducted the exhibit in a courteous and pleasant manner.

F. D. Smith's Preserves.

"Like mother used to make." That's the kind of jams and jellies one got a taste of at the booth of E. D. Smith, Winona fruit king. And many were the visitors who had their mouths water for a moment at the thought of the old days in the country when they used to scrape the scum off the saucer when mother was "doing up" her fruit.

E. D. Smith's pure fruit jams and jellies have achieved a remarkable reputation in Canada. There are several reasons for this. One is that the fruit used in the product is grown either on the

working hours so that these privileges may be taken advantage of. The different processes throughout the factory are attended with the utmost care, and much time has been spent in study to assure perfect cleanliness everywhere. Indeed, a lady who has always had a prejudice against factory-made biscuits and who recently made a trip through the factory, expressed herself as greatly surprised at the cleanliness evident everywhere, and said she would have no further prejudice against any of this firm's product.

H. J. Heinz Co.

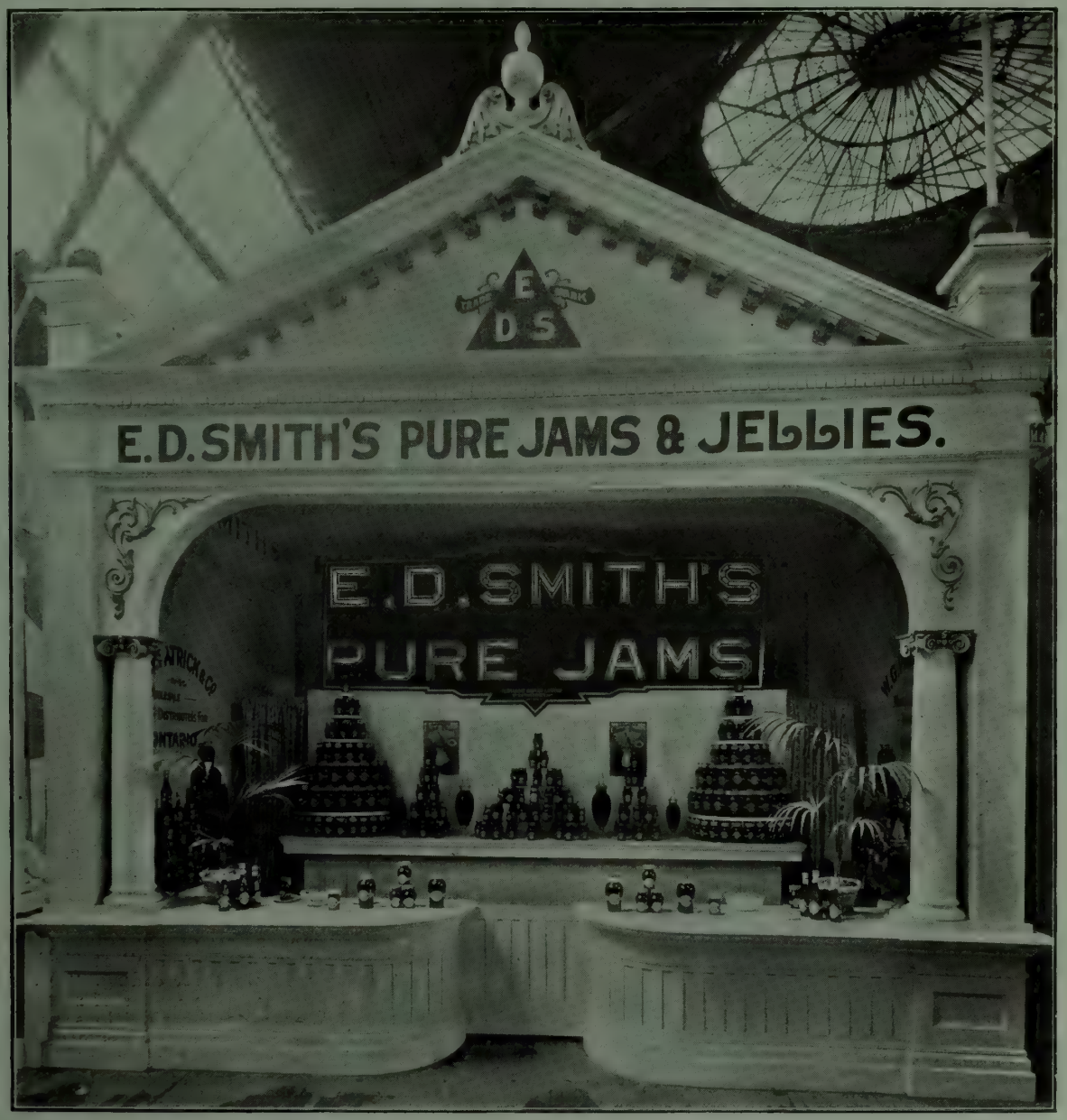
Every member of the famous "57 Varieties" was present at the company's pretty booth facing the main entrance to the Manufacturers' Building, and the corps of demonstrators did their best to make the general public acquainted with the distinctive qualities of each of these members. The company's product, in cans, jars and bottles of various shapes and colors, were arranged in a striking pyramid in the centre of the booth, while at the top of this was a gigantic cucumber, the firm's familiar trade mark.

The excellence of the Heinz products need scarcely be mentioned. They have gained a continental reputation and are reaping the fruit of excellence of method and organization. The fact that the company has fifteen branch factories and sixty-seven salting stations, and that they own extensive land around these and are thus able to grow their own

Canadian National Exhibition—Heinz 57 Varieties.

property of the canner or on adjoining farms, at Winona, in the garden of Ontario, where tempering suns and balmy air produce the most perfect fruit. Another is that the fruit is gathered and preserved when it is ready and does not deteriorate through shipment. Again, the canning and preserving are done by the most cleanly and modern methods and only fresh fruit and pure granulated cane sugar are utilized. No preservatives or coloring matter of any kind find their way into the E. D. Smith product. The result is the "like mother used to make" flavor. In one way Mr. Smith has even got ahead of the mother-made product. That is in the style of his jars. They are of French design and are uniformly labelled. The fine appearance made by an assortment of these jars may be seen by reference to the accompanying photograph, which gives also an excellent idea of the booth as it appeared during the Exhibition.

The world in general talks a good deal about pure foods. There would be no necessity of a food law if manufacturers in general were as scrupulous as the manufacturer of the E. D. S. brand goods. Grocers are pretty well acquainted with the excellence of these goods. It would pay them to recommend E. D. Smith jams, jellies and preserves to their customers, not only to the particular ones who always insist on the very best, but also to even the general class. The "like mother used to make" taste is sure to be pleasing to everyone.



Canadian National Exhibition—E. D. Smith's Jams.

St. Charles Evaporated Cream.

For general attractiveness, artistic display and dainty service the exhibit of St. Charles Evaporated Cream easily occupied a premier place. The booth was decorated in white, suggestive of the purity which is the foundation-stone of this cream's popularity. Judging from the gratifying remarks heard and the large numbers who partook of the booth's hospitality, St. Charles Evaporated Cream scored a signal success.

The many features peculiar to this cream have made it an accepted household article all over America. Whatever qualms people once experienced over the use of Evaporated Cream, have long since been dispelled. It is no longer in an experimental stage, nor is it a novelty. At present it can be utilized in any household and is really a necessity in every well-ordered house. Not only is it practically invaluable as a nourishing food, but it is exceedingly useful for culinary purposes. For fruits, puddings, custards, coffee, cocoa, etc., it has no superior, adding a rich flavor, and, at the same time, being free from the dangers inherent in all unsterilized liquids.

In the process of manufacture, every precaution is taken to insure absolute purity. Science plays a most import-

ant part in its preparation, and every detail is carefully watched in both the factory and dairy. A recent Board of Health report on the company's establishment, at Ingersoll, Ontario, says, "scrupulous cleanliness in every department is evident throughout the whole premises." It is little wonder, in view of such commendatory statements, that the high-class products of the St. Charles Condensing Co. are making their way into so many homes and proving themselves so beneficial to the public. Numerous testimonials point in the same direction.

Besides the celebrated St. Charles Evaporated Cream, the company produces such well known lines as Silver Cow, Condensed, Purity and Good Luck Milk. Dane & Co., Toronto, are the enterprising Canadian representatives of this firm, and they deserve congratulation for their splendid showing at the Exposition.

Canadian National Exhibition—St. Charles Condensing Co.

The "Melagama" Tea Books.

Passing down the northern side of the Manufacturers' Building, visitors to the Exhibition could not fail to be struck with the imposing booth of "Melagama" Tea. This exhibit is one which calls for more than mere passing comment. Life and energy were continually in evidence and the stentorian tones of the superintending demonstrator echoed and re-echoed throughout the building, announcing that "Melagama Tea is now being demonstrated free, 40c Melagama, tested at 200 cups to the pound," and if the manner in which the public patronized the booth is any index to the success of the demonstration, then indeed it must have been an unqualified success.

Canadian National Exhibition—Edwardsburg Table Syrup. Exhibit No. 2.

Encouraged by the success of previous exhibits, the proprietors this year had taken a largely increased space—more than twice the size of their previous year's stand. This stand, however, large as it was, was scarcely adequate for the accommodation of the crowds which pressed around. The exhibit was beautifully decorated in red and white, the two favorite colors of "Melagama." The signboard, which was plainly but beautifully written in deep red and white letters, was much admired, and could not fail to be attractive.

The accompanying illustration will give readers of The Canadian Grocer a good idea of this interesting exhibit, and a few of the pointers gathered by "The Grocer Man" at his interview, are well worth recording. "Eo, sir ; we do not find the giving of sample packets of tea at such exhibitions as these to be productive of results equivalent to the outlay. What we want is to get customers to buy from the grocer, having tomers to buy from the grocer. Having once bought "Melagama," the one package is sufficient to convert customers to use it continuously." Such were the sentiments of the "Melagama" ad. manager, and, judging from the pile of orders which were taken at the booth, a large number indeed of the public will soon be "Melagama" converts.

To the casual observer, the rapidity with which the cups of tea were passed round to the crowds, who were five and six deep, was little less than marvellous but to those who looked more closely, system and order were the answer to it all. The tea was placed in the urns straight from a 40c package in the presence of the public, who could thus see the actual tea test and, after the few

minutes' brewing, was drawn from the urns and passed round to the onlookers.

It must not be thought that "Melagama" Tea is a new tea to the market. It has been known to the older men of the trade for a great many years and has made steady and sure progress. Minto Bros., the proprietors of this tea, have been known to the trade as an exclusive tea house for more than a generation, and make a specialty of carrying one of the fullest lines of bulk teas on the market. "The Grocer Man" gathered at his interview that their premises at 55 Front Street East, Toronto, were totally insufficient for their purpose and that arrangements had to be made to warehouse a large quantity of "new arrivals" at additional premises. Minto Bros. are evidently one of those firms who are proving to-day the advantage of steadily and consistently studying their clients and placing at their disposal the experience and knowledge of years of practical tea business.

The Stewart Co.

Without doubt one of the daintest booths in the Manufacturers' Building was that of the Stewart Co., Limited, manufacturers of fine chocolates and high-grade confectionery. Around three sides of the booth, as may be seen in the accompanying photograph, were displayed samples of the firm's product in different lines of confectionery, while, tastefully arranged in silent salesmen in front, were some of the dainty boxes and packages of the famous chocolates which the Stewart Co. regularly manufacture. These range from the packages which the small boy and girl buy from the grocer or druggist, to the elaborate boxes and pretty baskets which are used so generally at Christmas and holiday time.

Quality is the one thing above all others that the Stewart Co. are emphasizing in their product, and the high standard reached in their goods has become well-known all over Canada. Indeed, the firm have such confidence in their goods, that every chocolate turned out is stamped with the name "Stewart," as a guarantee to the purchaser, and incidentally, as an advertisement for the goods. The high-quality of the goods has been reached by using only the very purest materials, by insisting on the most scrupulous cleanliness in the factory, and by employing the highest class of help that can be secured in this special line.

Grocers are generally beginning to carry a line of high-class confectionery, and many of these who carry Stewart's goods report that this department is a good profit maker. A line of Stewart's confectionery should aid very materially in stimulating a grocer's fall and Christmas trade.

Snap Company, Montreal.

An altogether new and unique display in the Manufacturers' Annex was that of the Snap Company, Montreal, manufacturers of the new antiseptic Hand Cleaner, "Snap." This article, though but newly placed upon the Canadian market has already secured a good hold among the grocers of the country and the practical demonstration of the quick and ready work shown visitors is bound to spread its fame far and wide. Snap is a paste hand cleaner, on entirely new principles, is hygienically a perfect household necessity. It removes paint, grease, blacking and stains from the hands in a marvelous manner, at the same time leaving the hands soft. For mechanics, printers, metal workers and the like it would appear a practically indispensible article, and the housewife will endorse it free-

Canadian National Exhibition—Melagama Tea.

Canadian National Exhibition—Stewart's Chocolates.

ly. It leaves the hands soft as velvet and does not chap. Too much cannot be said in praise of Snap. The company's display was in charge of H. E. Livingstone, the Toronto agent, who was assisted by W. R. Jaffray, of the traveling staff, and a lady demonstrator. All were most assiduous in waiting upon visitors and explaining that "Snap is better than soap."

Bowser Oil Storage System.

Probably no display at the Toronto Exhibition attracted more attention from hardwaremen this year than the exhibit of Bowser Oil Tanks in the Process Building. Several expert salesmen were present at all times, and they had few idle moments, large numbers of hardwaremen, grocers, automobile owners and factory users, being constantly present, studying the advantages to be derived from the use of Bowser Tanks, which have now become such a standard article in the oil and gasoline trade throughout Canada. The large new factory established by the Bowser Company last October, in the vicinity of the Toronto Exhibition grounds, was also visited by many dealers who desired to get in closer touch with the men who are providing the trade with such an economical, clean and money-saving system of handling all classes of oils. The factory since its establishment less than a year ago has been kept in operation to its fullest capacity, in an endeavor to keep pace with the enormous demand for Bowser Tanks.

A representative of this paper spent an interesting hour at the Bowser display, and learned much regarding the Bowser system, and was greatly impressed by the interest manifested by retailers of oil, who already knew much, but desired to learn more regarding oil storage by the Bowser system, and spent considerable of their time while at the Exhibition in gathering additional information. W. R. Hance, the manager, kindly outlined the remarkable development of the business, which was established about twenty-two years ago. In less than a quarter of a century the business has grown until, to-day, Bowser Oil Tanks can be found in all parts of the world wherever oil is used by enterprising men, who desire to handle it in the most economical manner. Competition to-day forces every business man to adopt every device which reduces cost of fire risk, or tends to save time, labor, or material. The Bowser oil equipments accomplish this, and are so complete in detail, and so simple and comprehensive in construction, that they win the approval of every handler of oil who is sufficiently progressive to adopt modern methods of doing business.

Mr. Hance also informed our representative that his company had recently issued a book entitled "Plan Drawings of Model Storage Systems," which they are placing in the hands of everyone interested in the economical handling of oil.

There is absolutely no waste in using a Bowser outfit, and the saving made in consequence, is sufficient in a short time to fully cover the original expense of installing the system. The purchase of the Bowser outfit is, therefore, one of the most profitable investments that can be made in the way of store fixtures,

Canadian National Exhibition—Soap Hand Cleaner.

this being borne out by the experience of thousands of merchants who have made the test.

The Bowser Oil Storage outfit is the best system for handling oil out of the store and away from it beyond the distance required by the insurance companies. The company places outside, at a suitable distance from the building, a tank holding any desired amount, generally about twenty barrels. The pump is placed at the most convenient point on the store floor, and connected with the tank by a 1½-inch galvanized iron pipe. The pump is a combination suction and force pump, built entirely of metal, is equipped with all the latest improvements, and measures an accurate gallon, half-gallon, quart or pint, at a stroke.

With this outfit, a dealer may have any desired amount of coal oil on hand, but never more than a gallon at a time in his store. This plan gives most excellent satisfaction and supplies the long-felt necessity that merchants in general have felt; a relief from much danger in case of fire; a relief from a heavy rate of insurance; a relief from being compelled to pay the high price of oil, when everybody wants it.

The handling of paint oils, varnishes, and other non-lubricants, has always been more or less costly, because of the large amount of oil wasted by the dripping faucets and by using measures and funnels, causing besides the waste of oil, time and labor, a dirty and disagreeable oil room. Bowser Measuring Outfits handle these oils in an economical, clean and convenient manner, and are guaranteed to handle all classes of heavy, gummy oils and liquids easily and satisfactorily. They positively will not "gum" up. The pumps are so constructed that all working parts are always submerged in the oil, and hence, never being exposed to the air, never become gummed and always work easily and smoothly.

The company has a corps of able salesmen covering every part of the country, who have been kept busy during the past year in installing several thousand new outfits made by the Toronto plant, hardware dealers and grocers everywhere finding it to their advantage to install a system of handling oil which not only saves time and money, but has the unqualified approval and endorsement of all fire insurance companies.

Canadian National Exhibition—Display of S. F. Bowser & Company, Toronto.

Thos. J. Lipton.

This year's Canadian National Exhibition is acknowledged as the finest, largest and best ever held. Hundreds of thousands of visitors from all parts of Canada were interested in the great and varied displays made by manufacturers, artists, purveyors, etc. The Manufacturers' Building was naturally the centre of attraction and the exhibits were of a high class. It is safe to say that good, great and handsome as were the booths and their exhibits, there was nothing within the walls of the grounds equal in anything to the magnificient exhibit of Thos. Lipton at 91 King street west. The very novelty of having a downtown show, sample and tea room, appealed to thousands of visitors as well as citizens of Toronto, and the magnificient scale upon which the display was made, left an indelible impression upon all callers. The premises were formerly occupied as a show room by Arts and Crafts, designers of artistic furniture and interiors, and had but lately been erected. The decorations of walls, floors, ceilings and stairways were in the old Dutch style and the most perfect possible, the ground floor arranged as a tea room with about twenty tables. Lipton's tea was served by a staff of lady attendants. Two Singhalese tea experts, dressed in the spotless white native costume, their raven-black hair coiled on their heads and held by the indispensable comb. These two tea experts were especially brought to Toronto from the Jamestown Exhibition, where they were employed in Lipton's Tea Exhibit. Their appearance was a good advertisement for the Toronto Exhibit, and their careful attention to customers and tea knowledge was much appreciated. The two windows as well as the running shelving along the walls were devoted to displaying Lipton's Teas, Lipton's Coffees, Lipton's Jams, Jellies, Marmalades, Pickles, Sauces, and other grocers' sundries and specialties. The basement was arranged as a log cabin, with everything appropriate, rustic chairs, settees, tables, etc., and formed a most unique tea room. "The finest tea rooms on the American continent,"

was the opinion of those who have seen the best on both sides of the line, and undoubtedly, this statement is correct. There certainly never was seen here anything to approach it, and the advertisement obtained by Thos. J. Lipton in this unique and artistic exhibition of his teas and other sundries, is one whose value is hard to estimate. Thousands of visitors were served every morning, noon and evening, and everyone was pleased to learn more of Lipton's goods. The conception of this artistic display and the carrying out

Blue Ribbon Tea.

One of the exhibits that visitors looked for, because of the pleasant reception accorded them in previous years, was that of the Blue Ribbon Tea Company. And the welcome extended this year was even heartier than ever.

In a spacious corner of the Manufacturers' Building, tastefully decorated with bunting and with the familiar Blue Ribbon packages, was the company's booth, and it was filled with and surrounded by visitors during almost

Perhaps the most attractive feature of the exhibit was the welcome extended by the company's staff. This year the honors were extended by Messrs. Geo. F. Campbell, F. Blewett, M. A. Rae, Geo. Simons and R. G. Morgan, and it will not be the fault of these gentlemen if everyone who visited the Exhibition does not believe in and use Blue Ribbon Tea.

Tobler's Chocolate.

In an exceedingly dainty booth immediately facing the main entrance to

Canadian National Exhibition—Thomas J. Lipton's Exhibit, 91 King St. West.

to its success is credited to A. E. Carson, the Canadian representative of Thos. J. Lipton, whose offices are at 75 Front street east, Toronto, and the praise is due him. During the Exhibition, W. A. W. Melville, New York. Thos. J. Lipton's general representative for America, spent a few days in the city. Mr. Melville's energy and up-to-date ideas and push are bearing fruit in the increased demand for the world's greatest purveyor's products. Mr. Carson, his Canadian lieutenant, is as full of energy as his direct superior, and Lipton's is their constant thought.

every hour of the Fair. A pleasant feature of the exhibit was a cosy parlor where visitors were welcomed and served, as proof of its good qualities, with cups of the Blue Ribbon product.

The company were generous, for, in addition to their demonstrations, they distributed thousands of copies of the "Blue Ribbon Baby Book," a novel little volume in which nursery rhymes are made to sing the praises of Blue Ribbon Tea. Each of these books, by the way, bore a coupon, entitling the owner to a sample of the tea advertised therein.

the Manufacturers' Building, the product of Tobler, the Swiss chocolate maker, whose goods are found the world over, was exhibited by Messrs. Maclure & Langley, of Toronto, who are the Canadian and United States agents for this firm. The booth, which deserves particular mention, was an excellent reproduction of a Swiss chalet, though unfortunately the requirements of the Exhibition management prevented carrying out the idea of roof construction as far as was intended.

Tobler's milk chocolate is recognized as one of the purest, most delicious,

Canadian National Exhibition—Blue Ribbon Tea.

most healthful and most nutritious of sweetmeats. Indeed, it is more than a confection and may justly be called a food, for its nutritive and sustaining values are higher than in most of the so-called "pure foods."

For these and other reasons, Tobler's chocolate is finding a remarkably large market in America, and in spite of the heavy Canadian tariff imposed as a result of the jealousy of Canadian manufacturers, Messrs. Maclure & Langley are having largely increased sales. Indeed, Tobler's chocolate is known and is coming to be regarded as a standard line, not only in the larger centres, but also in every little town and hamlet in Canada and the United States.

Tobler established his business in Berne, Switzerland, in 1845, sixty-one years ago, and has been improving the methods and product, and enlarging his sales ever since. He now stands as the premier manufacturer of eating chocolate in the world.

Samples of the firm's goods were distributed and were on sale at Maclure & Langley's booth, which was a popular place during the two weeks of the Exposition.

Canadian National Exhibition—Tobler's Milk Chocolate.

BUSINESS NOTES.

Rufus Williams, grocer, of Essex, has assigned to W. D. Beaman.

Geo. W. Thomas, grocer, of Ottawa, has retired from business.

Normandin, Prance & Co., brush manufacturers, Montreal, have dissolved.

Jas. Grieves, of Ottawa, has taken over the business of Cundell & Co., in that city.

The firm of C. Auclair & Frere, broom manufacturers, of Quebec, has been registered.

N. Grafos, confectioner, of Sault Ste. Marie, has assigned to J. Bassingthwaighte.

Jas. B. Campbell, of the Acme Can Works, Montreal, spent last week end on the Rideau, fishing.

Lewis & Robinson, grocers, of Hamilton, have dissolved partnership. Eva M. Walker is continuing the business.

Wm. Robinson, grocer and men's furnisher, of Blind River, has assigned to U. S. Robinson. The creditors will meet on the 13th inst.

Richard Humphreys, who has been conducting a general store at Kirkwall, is succeeded by J. Lothian.

The stock of J. A. Seward & Co., of Montreal, wholesale dealers in teas and coffees, suffered rather serious damage by water, by reason of fire in a neighboring building, last week.

The total production of sugar in Trinidad for the year 1906-7 was 45,000 tons. Of this amount Canada took half. America, upon which the sugar planters relied almost entirely a few years ago, in 1906-7 only took $2,500 worth.

McDonald Bros., general storekeepers, of Jamestown, have dissolved partnership and Duncan McDonald, one of the former firm, is continuing the business.

Moses Moyer, who has been conducting a general store at Jordan Station, died last week.

Salada Ceylon Tea.

The man, woman or child in Canada who has not heard the name "Salada" is a rarity. Of the nearly 800,000 visitors to the Canadian National Exhibition, it is safe to say that every one of this large crowd admired the rich artistic booth of the Salada Ceylon Tea Co. Situated directly opposite the main entrance of the Manufacturers' Building, it at once caught the attention of the visitors. The booth was in the form of an Indian or Ceylon bungalow, in white and old ivory colors, and surmounted by an octagonal tower, the dome of which was bronze and crowned with a golden Buddha. On the corners of the booth were large gilded statues of Singhalese mythological characters, holding up banners with the words "Salada Ceylon Tea." Over the arched doorway in the centre, and on the side of the booth, were large statues of elephants; on the ledges of the arched windows, valuable ebony elephants were placed. In the centre of the booth on a table was a most perfect ebony Buddha. The back and sides of the booth were built up with pyramids of Salada Tea, while a number of palms completed the beautifully artistic conception. Unstinted praise was expressed at the delicate and artistic design, the whole idea being in keeping with the company's well-known plan of having the best in all they attempt. Salada Tea requires no introduction to the trade and consumer. Its reputation as the premier package tea, not only of Canada, but the continent, is one that has built up the largest package tea trade in the world. The word "Salada" is synonymous of the very best that can be produced by the tea gardens of Ceylon, which means the world's best. The constantly increasing demand for Salada Tea speaks the confidence the consumer has in it, and bears out the company's claim that " they are giving the consumer the best tea, uniform in quality and absolutely guarantee every package." The Salada Ceylon Tea Co.'s ad. in this week's issue of The Grocer is worth perusing, and the facts set forth tell a marvellous story

Canadian National Exhibit ion—Salada Ceylon Tea.

of the greatest tea house on the continent.

Kops Non-Alcoholic Beverages.

Not a little attention has been evinced in the exhibit of these world-famous English drinks. A genial manager, a tempting counter, and a well-arranged background of bottled "wet" goods appealed strongly to the visiting public. It is only within comparatively recent years that these goods have invaded the Canadian field. Their success has been quite remarkable and gratifying. Eminent persons the world over testify to the high quality of Kops Ale and Stout, especially.

Kyle & Hooper, 73 Front street, Toronto, are sole agents for Ontario for these goods. Their exhibit was competently conducted by W. J. Wright.

Canadian National Exhibition—Kops Non-Alcoholic Beverages.

Maple Tree Producers' Association.

At the entrance to the Manufacturers' Annex was the booth of the Maple Tree Producers' Association, Waterloo, Que. This company, organized a few years ago, had the commendable object in view of producing only absolutely pure maple syrup and sugar. The work laid out was one of great difficulty, owing to the blending and adulteration of maple syrups that had crept into the trade. It was through the efforts of this company that the Inland Revenue Department at Ottawa took active measures for the stamping out of the adulteration, and a great improvement is already apparent. The Maple Tree Producers' Association control their own sugar bush, besides paying farmers such a high price for pure syrup that it does not pay the private producer to manipulate the product. M. F. Goddard, manager, is one of the best authorities on maple products in Canada, and a stickler for purity. Energetic and posted as he is on his goods from the run of the sap to the finished syrup or sugar, he convinces one that to use anything but the Maple Tree Producers' goods, is a serious misdemeanor. The word Pure, means perfection, and grocers handling the "Pride of Canada" and other brands of this company, have a guarantee that nothing can be better.

SPECIMEN ORGANIZE.

A Lesson in Newspapers.

It was recently announced from New York that the spice merchants had organized The American Spice Trade Association, and nearly every newspaper headed it with "Another Trust," "A Spice Combine," or similar label. This is a fair sample of the ordinary newspaper's attitude to trade. The organization has no more relation to a trust or combine than an ant has to an elephant. John Clarke, of New York, chairman of the organization meeting, explained the movement as follows:

"In calling this meeting to order it is perhaps as well to state briefly its purposes and reasons for existence. There is one prominent and central statement of policy that it is advisable should be given emphasis in the strongest manner, and that is the attitude of the promoters of this organization of the spice trade toward Pure Food legislation and regulations. It is the distinct and sincere purpose of this association to uphold the law in every possible way, and not in any case to oppose, evade or attempt to discredit it.

"For many years there have arisen in the spice trade innumerable questions and disagreements on qualities, contracts, terms, deliveries, etc., and these have proved unpleasant and unprofitable; and, within a year, the Pure Food legislation has proved another subject which demands trade action, as a trade, on the part of those interested in spices. In the belief that these conditions may be improved; that much unnecessary friction and loss may be avoided by intelligent action, and that the dignity and influence of the spice trade, as a trade, may be enhanced and further established, we have called this meeting to-day."

It is curious how the passion for sensation clouds the judgment of so many newspaper men. It probably explains why the daily paper is so unreliable in matters relating to business.

Canadian National Exhibition—Maple Tree Producer's Association.

LITTLE EVIDENCE.

"Poor chap! Everything he earns goes on his wife's back."

"Well, if you'd seen her at the opera you wouldn't think he earned much."—Bohemian.

Metallic Roofing Co.'s Exhibit.

The accompanying photo shows what is probably the finest exhibit of sheet metal building material that has ever been made. The workmanship could not have been excelled. This very attractive exhibit clearly shows that sheet metal can be successfully used for nearly every portion of a building and produces a handsome, durable, fire and lightning proof finish.

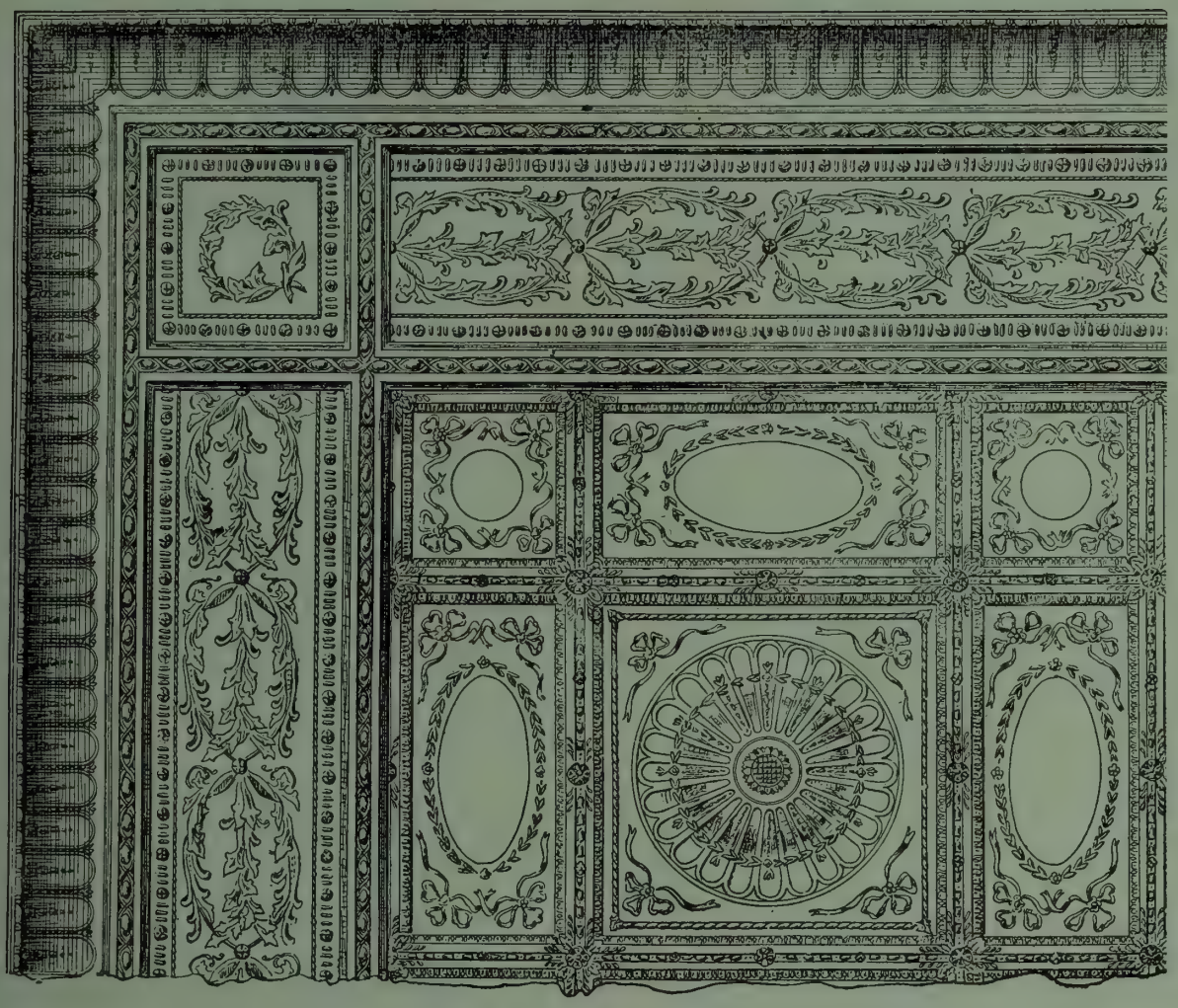
The exhibit included cornices, skylights, finials, embossed fireproof doors, pressed zinc ornaments, Haye patent metallic lath, ventilators, conductor pipe, eave trough, spun zinc balusters, metallic ceiling, centre pieces, cores, moldings, etc., fireproof wired glass windows with hollow sheet metal sash and frames, "Eastlake" and "Empire" metallic shingles, corrugated iron, both galvanized and painted, straight or curved. Some of these articles are most beautifully decorated in colors and only need to be seen to be appreciated.

The company makes only reliable, artistic and durable articles, and point out that theirs is the only exhibit of sheet metal building materials that has ever been considered worthy of a gold medal, and this high honor has been given no less than three years in succession. What more need be said?

Canadian National Exhibition—The Metallic Roofing Co., Toronto.

The company's products are exported to nearly all foreign countries and their Canadian trade has increased so greatly that they find it necessary to operate their factories both day and night.

Metallic Ceiling for Grocers



One of many designs

A " Metallic " ceiling will add greatly to the appearance of any store.

Metallic ceilings are easily applied, are sanitary, are easily cleaned, vermin proof and last as long as the building stands.

Send us an outline, giving accurate dimensions and exact shape, of any ceiling that you desire to cover and we will send you a quotation for sufficient " Metallic " ceiling to do the job, together with a sketch for approval.

Our " Metallic" ceilings are better made, can be applied quicker, look better and will last longer than any others.

Three gold medals at the Canadian National Exhibition and the highest awards at Paris, France, attest their excellence.

Write us NOW. Full information for the asking.

The Metallic Roofing Company of Canada, Limited

Manufacturers

Toronto and Winnipeg

Retail Merchant and His Window

By H. L. Hall, Circulation Manager Business Man's Magazine.

The properly used show window is the best advertising medium within the reach of the retail merchant, and yet, curiously enough, it seems to be the least appreciated of all the means he uses. His show window is his best medium, because it will sell goods for him at a less percentage of cost than any other means at his command. I say that it is the least appreciated because of the fact that it is so very generally neglected. Most retail merchants have not yet learned its true value. Many of them seem to think that it is merely a space which must be filled up with something—it does not really matter what or how. All this is wrong.

Your department store manager appreciates his window space and makes good use of it. If you do not believe that he considers window space valuable, go to him and try to rent one of those he is using. You will soon get a larger idea of its value. The big store even goes to the length of employing an artist who spends all his time and thought in getting up and executing attractive window displays. And these window displays sell goods enough to make the window dresser and his big salary a good investment. We called these window trimmers artists, and many of them are nothing less, as an inspection will soon show, but it is not enough that a display shall please the eye. It must sell goods or it is not successful. The big store demands that there shall be a material increase in the sale of a displayed article while it is in the window, and if the increase does not come the fact is chalked up against the window dresser in the records of the manager.

In show windows the acme of achievement is to be found in the big stores on Broadway and State Sts., New York, and there are not lacking those who will whisper that the latter is in the lead. The other extreme is to be found in the window of the little store in a side street, where the sole decorations consist of a smoky lamp or a flaring gas jet and a choice collection of fly-specks. And the latter has just as great a relative value as the former if the merchant did but know it. The advertising agent of your local opera house knows the value of show windows, for he is willing to exchange seats worth money for the privilege of hanging his lithographs in your window, and I cannot conceive of him doing it unless your window has a real value to him—and if to him, why not to you?

The real potential value of a show window lies in the number of people who will pass it within a given space of time. Its value may be computed on the same basis as that used for the computation of any other means of publicity. Magazines charge so much a line per thousand of circulation. If you buy space in the pages of a magazine you pay for the privilege of exhibiting your announcement in a place where a given number of people will pass. It is up to you to make your announcement in such a manner that these people, or a goodly number of them, will stop to see what you have to say. It is just the same with your show window. No matter what your location, there will be about so many people pass your window each day, and it is your task to make that window catch and hold their attention to such an extent that some of them will feel a want of what you there offer.

Of course the average retail merchant cannot afford to pay a big salary to an exclusive window trimmer, but the chances are that there is some one within reach who can do many times better than he is now doing with the means at his command. It may be his clerk or porter. It may be his wife or daughter. The proper thing to do is to experiment till he finds the right one, and then let that one do his best. Window trimming is an art, but like most other arts it can be studied and acquired. Get out on the street and study other windows. Analyze the ones which appeal to you as being above the average. Learn what it is which makes them better than most of the others. Pick out the good points and emulate them. Pick out the faults and avoid them. I do not mean to advise copying, but we can learn from the mistakes and successes of others without copying.

It is at night when the outside world is dark that your window will look the most attractive. Hence the best time for window display is in the fall and winter, when the evenings are longest. For this reason, too, it follows that one of the first things to be seen to is that the window must be well illuminated. Nothing so surely kills off a window display as poor lights. And at the same time it may be stated that there is no other investment which will pay a merchant so well as good lights throughout the store as well as in the window, but if the lights must be cut down anywhere, let it not be in the windows.

The chief fault of the ordinary window display is crowding. Don't try to put your entire stock in your windows, but leave room for an effective arrangement of what you do put there. Too much stuff will defeat your purpose, which is to call attention to the items displayed with enough force to make the gazer want to buy. The handsomest and most effective window the writer has seen in a long time was at the same time the simplest. At the season of beautiful window displays—Christmas—this one was easily the best. It was in the window of a shoe store. The back and sides of the window were finished in plain wood of a dark shade, and in the window were three pedestals about fourteen inches high. Over these pedestals were draped three skins, one white, one red and one blue. On the top of each was a single slipper, matching in color the skin under it. In the centre of the window, on a white mat, was placed a single shoe, one of a new pattern. This shoe was marked "Our Marquise Shoe —$3.50." I'll warrant that the display sold that brand of shoes and sold plenty of them.

There is one more point. Do not expect a window display to sell goods indefinitely. Those who pass your place will get tired seeing the same thing day after day. Give them something new to look at once in a while. Let them get into the habit of looking to see what you are going to offer them next. Sooner or later you will catch the fancy of the regular gazer and sell him, or her, something. If your offerings are made on the basis of attractive prices, make the price a part of the display. In most cases it is well to do this anyway, as the combination of the article and the price together sometimes make an irresistible combination to the vagrant fancy of the window-gazer.

One word more and I am done. Wash your windows. Is this an unnecessary suggestion? Not so much so as it might be, as you will see if you will take a walk along any street you like, for I will warrant that you will find at least half the windows you pass would be all the better for a little attention from the porter. It is a big job to wash windows frequently when other work presses, but

do not allow yourself to fall into the habit of letting it go till a more convenient season. Even if you do not do it for the benefit of the window display, do it anyway for the sake of the appearance of the store generally. If nothing better is possible, cover the floor of your window with clean paper of a light color. It looks much better than stained and blotched boards. A little attention to your windows will pay well for all the time and trouble it will cost you, as you will soon find out.

MONTREAL RETAIL GROCERS MAY FORM SEPARATE ASSOCIATION

Strong Feeling of Discontent Among Members of Grocers' Branch of Retail Merchants' Association—President Laniel Favors Separate Association.

Will the Montreal branch of the Grocers' Section of the Retail Merchants' Association break away from the Retail Merchants' Association of Canada?

This is the question in retail grocery circles in Montreal, which is asked of those interested in the association and its work.

The monthly meeting of the Retail

R. Laniel, re-elected President Montreal Grocer's Section of the R. M. A.

Grocers' Association took place Thursday evening last week, and it was then that the first whisperings of discontent became public.

Not much was said, and nothing definite was done, but from the little talk of one man and another it was to be seen that there is considerable discontent over the present state of affairs.

At Thursday evening's meeting the feeling was that the members of the Retail Grocers' Association were not getting fair play. Under the circumstances many thought the best thing for the association to do was to break away entirely from the Retail Merchants' Association and to form a separate association of their own.

The grocers feel that they are the most important body in the Montreal branch of the federation, and from the standpoint of numbers, they undoubtedly are, forming as they do two-thirds of the entire membership.

Six hundred and fifty members are annually paying in to the Retail Merchants' Association a fee of $2, or $1,300 a year. Where does the Grocers' Association come in on this? is the question.

According to the constitution of the Retail Merchants' Association, Article IV., Section 8, $1.50 of the membership fee shall be forwarded to the Secretary of the Provincial Board, while the remaining 50c "shall be retained by the Executive officers of the branch, or the section, agreed upon by both parties." According to Section 9, of the same article, where there is no organizer working, and where the officers collect their own fees, only $1 must be forwarded to the Provincial Secretary, which leaves the other $1 for the local branch.

In Montreal, there has been employed an organizer, so that according to the constitution, only 50c. of their membership fees would go to the retail grocers.

But The Canadian Grocer has it on good authority that after this constitution was formed there was held a meeting at which it was decided that the Retail Grocers' Association should turn over the entire $2 to the Retail Merchants' Association, and they should then be free of any expense. With the 50c. they formerly retained, they were supposed to pay their share of rent and light of the hall occupied by the various branch associations in Montreal.

Section 10 same article, makes it possible for each branch to obtain money for current expenses by making special assessments, on a two-thirds vote, or by charging sufficient dues.

The foregoing will give an idea as to how matters stand, and, under the circumstances, the retail grocers feel that they are not being justly dealt with. They claim they are paying $1,300 into the coffers of the Retail Merchants' Association, for which they receive no return, beyond, perhaps, free hall, light, heat and the like, and, possibly, the payment of the expenses of grocer members of the few delegations to the Government or conventions during the year.

Did they receive this $1,300 themselves, they feel they would be able to put it to good use in organizing a powerful body of retail grocers and in generally furthering the aims of the retail grocery trade.

As it is to-day, the grocers have no money to go about these things in their own way. They receive the proceeds of their annual picnic, amounting to perhaps $300, but this sum is pitifully small to carry on the work of a Grocers' Association in a city like Montreal.

Though the retail grocers desire to withdraw from the Retail Merchants' Association, it is hardly likely that they will do so for some time, as the constitution provides that "no local branch can become separated from the Provincial Board unless it gives six months' notice before January 1 of any year to the secretary of the said Provincial Board."

President Laniel, of the Retail Grocers' Association, seen by The Grocer, said: "I do not think the Retail Grocers are receiving fair play at the hands of the Retail Merchants' Association. We are paying in a large sum in membership fees every year, and are receiving very little in return. We are

A. Sarrazin, Secretary Montreal Grocers' Section of the R. M. A.

not getting a square deal, and unless there is a decided change in the state of affairs, we are very likely to cut loose from the federation and organize a purely Grocers' Association, which we will make the largest and best of its kind in Canada."

It is very likely that some motion will be made at the next meeting of the Retail Grocers' Association to find out what is the feeling of the members in this matter.

Officers were nominated at the meeting as follows: President, A. Laniel; First Vice-President, J. A. Dore; Second Vice-President, J. D. Boileau; Treasurer, H. Laniel; Secretary A. Sarazin; Auditors, N. Chartrand and E. P. Lalande.

Selling the remains of the donations to the annual picnic occupied what time was left. The amount realized on the sales was $143.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

CHATHAM.

The old trouble over peddlers and transients is once more occupying the attention of the City Council.

This time the fruit dealers and grocers are particularly interested. The culprit is Gaspar Favata, who, a short time ago, after a brief spell of exile, returned to Chatham and opened a fruit store on Queen street. On Saturday Gaspar appeared on King street and proceeded to dispose of cheap bananas at cut prices. Storekeepers complained and P. C. Dezelia warned Favata to quit, as he had no license to conduct pushcart sales. The Italian blandly rejoined that he wasn't going to move, and that he had a good lawyer who had informed him that he didn't need a license—furthermore, that the magistrate wouldn't do anything to him.

The magistrate declined to take an information in the case, pending a decision on the appeal in the Brodie case, in which he some time ago decided in favor of the defendant, on the ground that a $100 license fee was prohibitive. The appeal was to have come up this week, but the hearing has been postponed.

The incident was the theme for much heated discussion at Monday night's city council meeting, and the magistrate's refusal to take an information came in for a deal of caustic comment. It was suggested that the matter could probably be dealt with by two justices of the peace, and, accordingly, the Property Committee were instructed to consult the solicitor, and, if possible, lay an information against Favata before two justices.

* * *

The Kent Canning Co. started operations on corn last week. The crop is late this year on account of unfavorable weather, but, weather permitting, the company hope to have three or four weeks' work for a large number of men and women.

GUELPH.

The Saturday market was a good one all round. The farmers have got practically all their crops under roof, and, as a result, the market was one of the largest in some months. In fact, so great was the demand for wagon space, that some vehicles could not get into the building, and then, too, the demand being scarcely in proportion to the supply, those with produce stayed around until an unusually late hour. Butter and eggs were plentiful, the former at from 23c to 26c, and the latter from 18c to 20c a dozen. Potatoes also dropped to 75c a bushel. Tomatoes are now apparently in their last stages, and are in great demand not a basket being obtainable after 6.30 a.m. The price was from 35c to 40c a basket. Plums and pears were a little firm, from 60c to 85c being paid.

* * *

It seems as if the Merchants' Association have fully decided to keep open their stores next Thursday, after all, which doesn't by any means say they have used the best judgment. There may or may not be too many holidays, but this is a grand opportunity. This should have been Merchants' Day, and none will regret it more than those who keep open and find it would have been pleasanter and, perhaps, cheaper, to have closed up. We all know what a small city is like for business when a large excursion like this is going out, and at the small fare of $1.25, who would not go?

HAMILTON.

The tomato outlook in this section looks rather gloomy. The drouth in August seems to have cut off all chance of a crop that will be of much use to the canners. The farmers who have contracted with the canners at 25c a bushel, are looking with envious eyes at their neighbors who are getting 80 and 90c a bushel on the Hamilton market, and the canners may find other reasons than the small crop for the shortage in stock coming into the factories. Human nature is pretty much the same among all classes, and while we blame the farmer just now, may they not have resisted the temptation, as a class just about as well as the mercantile community? Of course, all retail grocers live up to all the contracts they go into, and do not demand anything from anybody but what is morally and legally theirs.

* * *

Fruits and vegetables in this city are abnormally high, but even at the lofty prices demanded by the grocers there does not seem enough to go around. It is to be hoped that labor may be fully employed during the coming winter, as at the prices all commodities have reached, a man out of work would have a pretty hard time of it. The obliging grocer would have to extend a helping hand to a good many of them.

LONDON.

Fair week with tens of thousands of visitors in the city and so many more mouths to feed, finds the grocers and all other food providers very busy. The demand for all commodities is very great, and storekeepers wear a glad smile. Grocery travelers are staying in this week, meeting their customers from all over the province, but more particularly from the western part, the result being orders large and numerous. Fair week is a veritable harvest time for purveyors of food and foodstuffs.

* * *

Farm, garden and orchard produce brought in this week finds ready sale at good prices. The great demand for fruit keeps the price of plums, which are more plentiful than anticipated, at a high figure, for with an unusually small supply of berries and other small fruits, and anything but a good peach crop, housekeepers are looking on the plum as their only salvation. Growers must certainly find profit in the prevailing prices—from 90 cents to $1.25 per small basket, according to variety. The recent warm, dry spell has had the effect of ripening belated tomatoes and they are now coming in in large quantities. A drop of ten cents a basket is recorded since last week.

QUEBEC.

The latest reports on the state of the crops in the Province of Quebec are far from being favorable. The Deputy Minister of the Department of Agriculture, whom your correspondent met a few days ago, told him that the rain at the beginning of September compromised very much the crops which in July were expected to be better this year than they were last. While in 1906 we had only a general average of 72 per cent., this year we were counting upon 80 per cent. On account of the rain, the average will now be very poor. Fodder and pastures suffered most from the unfavorable temperature. The same thing is remarked for green fodder, which was showing in July an average of 86 per cent.; clover 82, and timothy 77. At that time the averages in grain were: For wheat, 78; barley, 84; oats, 88 rye, 78, and buckwheat 79. Actually these grains are fine, but on account of the rain began to rust in the field. Apples are deceptive, for after a splendid flowering they only show an average of 68 per cent. Other small fruits are abundant. Potatoes are at present fine, but according to the latest information, which has been positively confirmed, the potato rot is just beginning.

* * *

The wholesale movement of groceries in our city is very satisfactory for the present season of the year. Good orders are received from travelers on the road. Retailers are satisfied with the actual state of business and with the arrival of their usual customers from summer resorts, trade will revive again. However, a good demand is noted for refined sugars and teas.

* * *

Small consignments of fresh fish arrived on the market this week. Cod is very scarce and prices are firm.

(Additional Correspondence on Page 65)

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VALENCIA RAISINS

We look for higher prices

Don't miss this chance of buying at the lowest price for the BEST BRANDS.

WRITE OR WIRE

L. CHAPUT, FILS & CIE

Wholesale Grocers and Importers of Teas, Wines and Liquors

2, 4, 6 and 8 DeBresoles St. - - Montreal

CANNED GOODS

We are actually receiving our first consignment of imported Canned Goods of the celebrated

"Soleil" Brand

Comprising:—***850 cases of green fresh-selected Peas and Beans.***

Surextra Fine Green Peas
Extra Fine Green Peas
Very Fine Green Peas
Fine Green Peas
Medium Fine Green Peas
Medium Green Peas
Extra Fine Green Beans
Fine Green Beans
Medium Green Beans
Flemish Cut Green Beans.

We will shortly receive our second consignment of

Giant Whole Asparagus
Whole Asparagus
Heads of Asparagus
Bottoms of Artichokes
Extra Fine Flagelet Beans
Medley of Vegetables
Cut Carrots
Celery Stems
Whole Celery
Spinach

SOUPS ***Green Soups with cherfil and Peas***
Julienne Soups
Vegetable Soups
Tomato Soups

FRUITS We aim to supply our trade with the best imported canned fruits, such as:
Quarter-Cut Canned Fruits, in Fancy Glass Packages.

POST SCRIPTUM—Do not buy your ***Dried Fruits, Nuts, Raisins (Valencia, Malaga, etc.), Plums, Figs,*** etc., before getting our quotations or seeing our travellers.

For all information, Write, Phone or Wire to

Laporte, Martin & Co.

Limited

WHOLESALE DEALERS IN
WINES, SPIRITS, LIQUORS AND GROCERIES
Montreal

CORRESPONDENCE

MONTREAL.

It all depends upon the grocer whether one of those particular, fault-finding customers known as cranks shall be, if one may use the words, an asset or a liability. There are so many grocery stores to-day that housekeepers can afford to take an independent stand and dictate to their supply man pretty much as they choose.

* * *

Grocers have to stand a great deal of it. If they act nasty it means trade lost. Diplomacy is required in dealing with these exacting customers. Their whims must be catered to; they must be shown that they are welcome, and that their trade is valued. All this can be done by the diplomatic grocer in a pleasant, business-like manner, without in the least offending his sense of pride.

* * *

It is difficult at times to wear a smile which hides a frown, but thinking things over, does it not pay? These very people who talk in such a provoking manner about your groceries every time they enter the store, are frequently your best friends when your back is turned. They not infrequently have an idea that they are securing the best you have by their constant complaint, but, receiving the best, they do not hesitate to let people know it. They advertise your store to their neighbors. If you treat them well they will advertise the fact surely enough.

* * *

And good words coming from a crank possess a particular value not equalled by kind words coming from the average customer. People think that Brown must be all right if such a crank as So-and-So says he is the best, the only decent grocer in town.

* * *

Treat the crank badly, on the other hand, and you are doing yourself a great injury. Nasty little stories will get around that will hurt you in a surprising manner. And no grocer can afford to have stories about him floating around these days—even though they be unfounded.

* * *

Just a few days ago the writer was in a retail grocery store and saw a woman fairly well qualified for the crank class handled as nicely as could be desired. The grocer was very pleasant to her and secured her order, which was delivered in pieces, in good shape. This woman didn't know just what she wanted, and took up valuable time ordering. She gave one little order and started out of the store and after the grocer had thought himself finished with her, she suddenly thought of something else and came back. This she repeated three or four times, but the retailer never lost patience with her. He kept his smile the whole time. She was not a customer who bought largely each month, but her patronage was worth so much and her good will was worth so much more.

* * *

N. Chartrand, who is one of Montreal's veteran grocers, has opened a store at 694 St. Antoine Street. He has a good stand, and his store is arranged in his usual good-looking style. Mr. Chartrand is an enthusiastic retailer, and is about as well informed in retail grocery conditions in Montreal as any man in the city. He is a member of the Retail Grocers' Association, and has served at different times in an official capacity, having been president more than one year.

* * *

In the city, where rents are high and space is consequently valuable, it behooves the grocer to arrange his stock as economically as possible. There can be no such thing as waste room, unless there is plenty of money lying round idle and the grocer can afford to be lavish in the use of business quarters. I saw a good example of economy the other day in a retail grocery. This was a fair-sized store, which originally had three entrances, two side and the front. It was found that having two side entrances took up too much space, and one door was blocked. Instead of allowing the two feet of space between the inner and outer walls to be wasted, this grocer arranged a fine bread and pastry pantry therein. Sanitary glass shelves were secured and hung by means of attractive brass brackets, and the bread and cakes placed on these. A glass door was put in to complete the arrangement and the shelves on that side of the store were built over the door.

* * *

J. A. Renaud is one of the younger generation of grocers who is doing well. He conducts a bright store at 622 St. Antoine Street, where he has, in three years, built up a good connection with the neighborhood. He is a member of the Retail Grocers' Association and is quite up to date in other respects. He is one of Mr. Chartrand's old clerks.

* * *

Early closing is becoming more fashionable in grocery circles every month. An increasing number of retailers are taking up the movement, and it is hoped that every good man who has his own welfare and that of his brother grocers at heart will put his shoulder to the wheel and help along the good work.

* * *

Rapidly the time is passing when men will work fifteen and sixteen hours a day. This is an age of nine and ten hour days, and if men can obtain the same money for ten hours' work as they do for fifteen, it is not unnatural that they should prefer working for the man who gives them the former.

INGERSOLL.

The shareholders of the Canadian Condensed Milk Company met at the Daly House on Thursday last, when organization was completed.

The following were elected directors: Dr. J. M. Rogers, Chas. White, John E. Gayfer, Ingersoll; Dr. Parke, Woodstock; F. R. Lawlor, M.P., Dunnville; D. Marshall, M.P., Aylmer; R. L. Innes, Hamilton.

The directors at a subsequent meeting elected the following officers: President, D. Marshall; vice-president, Dr. J. M. Rogers; secretary-treasurer, R. L. Innes.

The head office of the company will be in Hamilton and it is expected that the factory will be erected in Aylmer.

Although plums, the last of the small fruits in this section, are being marketed in rather plentiful quantities, the fruit situation from the consumer's standpoint remains practically unchanged. It has been a long time since fruit remained at such high prices throughout the season, and it has had a most discouraging effect on the average housewife. The difficulty began with the strawberries, which were scarce, and the prices much higher than in former years. The advent of the other berries failed to relieve the situation, and now that plums and peaches are being marketed at figures away above expectations, it is pretty certain that "preserves" will be more precious than ever this winter. There are several small plum orchards in this district, especially to the south, and the yield is said to be large, but the scarcity in other parts of the country and the shortage of fruits in general, have boosted the prices, until, in many instances, the fruit is regarded as being beyond reach.

* * *

After a protracted drought, this section was favored last week with a copious downpour, which, in the language of the west "was worth millions." The country has been crying out for rain. Vegetation has been retarded to a great extent on account of the absence of rain. The tomato crop is at least ten days later than in other years. Speaking to a gentleman a few days ago, who is interested in the canning business, your correspondent was informed that the tomatoes were suffering for the want of rain, and that under the then existing conditions it was difficult for him to say just when operations would be commenced at the canning factories. However, the rain since that time has improved the situation considerably, and although backward, a fairly good crop is anticipated.

* * *

J. S. Smith, manager of Beattie & Co.'s grocery store, spent Labor Day in Berlin, where he was employed for some time prior to coming to Ingersoll.

* * *

With the almost general scarcity of small fruits, the apples are receiving more attention than in previous years. From enquiries made by your correspondent, it is believed that the crop in this section will be about an average one. In many instances the quality may not be up to the usual mark, but it is gratifying enough to know that it will not be a failure. The apples are probably smaller than in other years, for which the dry weather is held accountable. The buyers are now going amongst the farmers, but it is a trifle early to obtain definite quotations, although it is understood that good prices will be paid for first-class fruit.

* * *

The return of the cottagers from the summer resorts, and the close of the Toronto Exhibition, which according to the press "every one attends," are looked upon as encouraging signs by every merchant of the smaller places. Business is usually given an impetus with the advent of Fall, that is not characteristic of any other season, and in anticipation of a lively trade, the local grocers have stocked up well and have everything in first-class shape.

WANTED

A Capable Managing-Editor

THE CANADIAN GROCER wants a Managing-Editor. It wants a thoroughly capable man—a man who is live, up-to-date, full of ideas and one who understands the newspaper business from the riglet box to the editorial chair. Furthermore, it wants a man who is thoroughly conversant with the commercial situation in Canada.

We realize that this is a big want. Not every one can fill the bill, but we're willing to pay at the outset $2,500 a year to the man who can do so. The right man can eventually make his place worth $5,000.

If you think you are this man we want to hear from you, with your experience and qualifications—by letter only.

This appointment may be considered one of the prizes in Canadian Journalism. THE CANADIAN GROCER has for many years been recognized as the authority on the Foodstuff Trade, and its reports have been accepted as final by the Courts of Law, Arbitrations and by official statisticians. The Managing-Editor will be expected to still further strengthen the position of the paper in this respect.

The MacLean Publishing Company

232 McGill Street, - - Montreal
10 Front St. East, - - Toronto

WILL PAY FOR YOUR ENERGY

It is a well-known fact that no Tea ever placed on the Canadian market possesses as much intrinsic value as

RED ROSE TEA

There are many ways to prove it.

Try the Tea yourself
Ask other people who drink it
Ask any disinterested Tea man

Put the energy into selling Red Rose Tea that you put into other brands, and you will sell more Tea and make more money.

If you are not selling it, I think these facts will be proved by a single case. Is it not worth ordering one?

T. H. ESTABROOKS, ST. JOHN, N.B.

Toronto Office, 3 Wellington St. East
G. H. CAMPBELL, Mgr.

Winnipeg Office, 315 William Ave.
F. G. WALKER, Mgr.

A SPECIAL OFFER

We are spending a great big sum of money in advertising our

Gold Standard

BAKING POWDER

as well as our other products.

But we realize that all this advertising cannot accomplish big results unless we have the the co-operation of the retail grocer.

Therefore we are making a special free proposition on Baking Powder, that will make it well worth your while to co-operate with us in pushing the sale of Gold Standard Products.

If you have not already heard about it drop us a line to-day for full particulars.

THE CODVILLE-GEORGESON CO., Limited
WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Government Inspection

of all animals coming into our Packing House assures you and your customers that all meats are made from healthy stock.

The quality of the meats is unexcelled. Over fifty years' experience in curing enables us to produce the finest Hams and Bacon on the market.

F. W. FEARMAN CO. Limited
HAMILTON

A Tasty Breakfast

That means a good deal to most men.. Here's where you can help the housewife. Recommend

CORONA BACON

It will satisfy the most particular.

At other times get her to try

CORONA HAM

She's sure to be satisfied and that means satisfaction and profit to you.

The Montreal Packing Co. LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL STORES

Business Prosperity

comes easy when the grocer is a good salesman. You may be a good salesman, but you're not giving yourself a square deal unless you feature the famous

Ryan Brand

of provisions, because they are the best by actual test on the markets of the Dominion. More grocers would be successful if all made it their business to stock and recommend **THE RYAN BRAND.**

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Cheese has continued strong, and this week the highest market price is only ¼c below 12¾c. Some dealers are asking as much as 12⅝c for finest Ontario, and they are getting this money, as they will hold on to their cheese if they do not receive their quotation. There are others who are willing to sell at ⅝c, but these are not many, and it is probable that they will hold out for more as the month advances. Townships cheese is bringing 12¼c to 12⅝c, while Quebecs are selling at figures ranging from 12⅛c to 12¼c, some being willing to accept 12c even money.

It is fully expected that 12¾c will be reached before the month is out. Prices are usually firm in September, and this year is no exception to the average season in this respect, as one may see by comparing quotations of the last three weeks. The tendency of the market has been steadily upward, and in all probability this upward trend will continue in a more or less marked degree throughout this month, though it is unlikely that any advances will be large.

No lower prices than now rule need be looked for before October sets in. Then holders may be willing to accept a little less, provided cheese is coming forward freely and demand from the Old Country is not overly strong.

Recently there has been considerable rain in Quebec and Ontario, rain that was much required. This has encouraged farmers considerably. Pasturage will be better, and it is likely that the make will be better for the remainder of the season.

A pessimistic tone is never in favor, but it must be admitted that the outlook for the coming winter is not any too bright. Feed is exceedingly dear and scarce, and crops are not as large as could be desired under the circumstances. Reports come from some sections of farmers parting with some of their cattle at ridiculous prices rather than carry them through the winter. However, there may be a brighter side, the proverbial silver lining, not yet visible.

Receipts of cheese last week amounted to 66,045 boxes, against 81,388 boxes previous week, and 71,562 boxes same week last year. Total receipts since May 1 amount to 1,409,576 boxes, against 1,547,152 boxes same period 1906.

During the past week 64,944 boxes of cheese were exported, as against 85,026 boxes same week last year. Total shipments since May 1 have been 1,244,878 boxes, against 1,434,510 boxes same period a year ago. The decrease for 1907 amounts to 189,632 boxes.

Latest advices from the other side report a better feeling on the part of buyers, who seem a little more disposed to take hold.

Butter has scored a further advance since last report. To-day good creamery is not obtainable under 22½c to 22¾c, and for the best 23c must be paid. Quebec butter brings 22½c.

Supplies available are not large, but it is likely that there will be an increase in receipts in a week or two. The rains mentioned in the foregoing will have the effect of helping out the butter situation as well as benefiting the cheese makers.

Trade is almost entirely local, and demand is such as to take care of practically everything that is coming forward. Demand from the other side is slightly improved, but it is not by any means great. From present indications winter prices for butter will rule high, though it is rather early to look that far ahead.

Dairy is extremely scarce and high prices are obtainable for lots held. The average figure quoted to-day is 20c.

Receipts of butter last week amounted to 10,932 packages, against 15,685 packages previous week, and 21,887 packages same week last year. Since May 1 total receipts have been 292,206 packages, against 454,307 packages same period 1906.

Shipments last week were 3,757 packages, against 23,051 packages same week 1906. Total shipments since opening of navigation have been 57,584 packages, against 281,212 packages last year. This means a decrease of 162,101 packages in 1907 exports.

THE PROVISION SITUATION

The market for live hogs, from the standpoint of the packer, could not well be in a more unsatisfactory condition. Prices for live hogs, fo.b., country points, while not showing any actual decline from last week, are undoubtedly on the downward grade and next week's price has already been fixed by Davies & Co. at $5.85. At present, the packers are offering from $6 to $6.10, and, at this figure are getting all the hogs they want, which, as may be inferred, is not a remarkable amount. Deliveries at Canadian points for last week were light, probably not over 18,000 or 19,000.

The Old Country market shows no improvement. Danish deliveries of hogs have been phenomenal, and the situation is regarded by the packers here as unprecedented. At present there is nothing in sight to relieve matters.

The Danes are cultivating the hog-raising business at a speed with which Canadians find it impossible to compete. Danish deliveries to the Old Country have been from 7,000 to 10,000 above normal for a long time past. Under this apparently limitless supply of hogs, the English market is not in the most receptive mood imaginable, and immediate clearances here are at a considerably lower price than the actual cost of the bacon. Canadian exports to the Old Country have naturally been very light for the past fortnight, though this will not be reflected in bacon in the English market for the next two weeks.

The New York Journal of Commerce, reviewing last week's situation, says:

"The past week has witnessed an effort to advance the price for hog products by the packers in sympathy with the excitement and strength in the grain markets; but they have met with very little success, as there have been few buyers, and those mostly shorts, while the packers appeared to be free sellers on even the slight advance secured. At the same time they have been offering cash products at old prices without stimulating demand, although it is supposed that consumption is still normal; but, in view of the fact that the home trade have bought very sparingly all summer, and from hand to mouth only, it would seem to throw some doubt on the volume of consumption. Receipts of hogs have been moderate, in fact, rather light, and this has been used to help the bull market for products; but returns show continued excess of heavy hogs, largely over last year's average in weight and greater than in recent years, while heavy hogs are selling at an unusual discount and light ones at an unusual premium as they have been all summer in all the markets of the country. This, of itself, as well as the liberal supplies, is a bearish feature, notwithstanding the reduced estimates of the corn crop, although the abnormally high prices for that staple do not warrant expectation of much, if any, lower prices the coming year. The packers own the stocks, and the trade is perfectly willing that they should hold them. Hence it looks like a dull, dragging market all the fall, without much change in prices."

PROVISION MARKETS

MONTREAL.

PROVISIONS — Considerable demand for pork for use in the shanties of lumbermen this winter is reported in some quarters. Prices hold steady, though hogs are easier. Lard is unchanged, subject to fair demand, while the market for smoked meats is featureless.

Lard, pure, tierces	0 11½	0 11¾
" 56-lb. tubs	0 11½	0 12
" 20-lb. pails, wood	0 10½	0 10¾
" cases, 10-lb. tins, 60 lbs. in case	0 11¾	0 12¼
" " 5-lb. "	0 11¾	0 12¾
" " 3-lb. "	0 12	0 13¼

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Lard, compound, tierces, per lb.	0 09½	0 11½
" " tubs	0 10½	0 11½
" " 20-lb. pails, wood	0 10½	0 11½
" " 20-lb. pails, tin	0 09½	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11½
" " " 5-lb. "	0 10½	0 12
" " " 3-lb. "	0 10½	0 12½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 00	23 00
Canadian short cut clear	21 00	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12½	0 16
Extra plate beef, per bbl.	14 00	15 00

BUTTER—The butter market is firm and higher, receipts being small and local demand heavy. The entire trade being transacted to-day is local, with the exception of the few parcels shipped to the other side. Firm markets will rule during the entire month, from the present outlook.

Creamery, choice, boxes		0 23
" " pound prints	0 23½	0 24
Dairy, tubs	0 19	0 22

EGGS—Strong demand is reported for eggs, for which firm prices are asked. For selects, dealers demand 22c to 23c; No. 1, 19c to 20c; No. 2, 15c and sometimes 18c and 18½c, though these are high prices. Quality of the eggs arriving is first-class, and some dealers are endeavoring to put a few lots in storage, though present prices are not satisfactory for storing purposes. They count upon high prices ruling during the winter months and thus making their profit.

CHEESE — Cheese is considerably higher this week. Supplies are not large and dealers, having to pay higher figures in the country, are in turn asking better money of purchasers. The recent rains, which have been general, will help out the make somewhat. Export business is slightly better.

Cheese, old	0 14	0 16
" new, large	0 12½	0 13
" " twins		0 13

HONEY—New honey is late in arriving this year, some merchants not having received one consignment yet. Prices have not changed since last week. Prospects are that the crop of buckwheat honey will be excellent as buckwheat crop reports are most satisfactory.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 07	0 07½
Clover, strained, bulk	0 8½	0 09

TORONTO.

PROVISIONS—The market continues firm with business active. Lard shows signs of strengthening, though an advance is not generally quoted. Cables earlier in the week quoted cheese a point higher and this caused a similar advance on the local market. Butter is exceedingly firm and has made advances, particularly in the lower grades.

Fresh meats remain about the same, though lamb has gone down another cent. and veal is slightly higher.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams, per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 16½	0 17
" pea meal	0 17½	0 17½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 11½	0 12
" tubs "	0 12	0 12½
" pails "	0 12½	0 12½
" compounds, per lb		0 10
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	0 08½	10 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	5 00	6 00
Mutton	0 08	0 10
Lamb	0 09	0 10½
Hogs, street lots	8 75	9 00
Veal	0 08	0 10

BUTTER—The market is even firmer than it was a week ago and prices have advanced from last quotations. This condition, which is attributed to poor pasturage, seems likely to continue for some time.

	Per lb.	
Creamery prints	0 25	0 27
Creamery solids	0 23	0 23½
Dairy prints, choice	0 23	0 25
" " ordinary	0 19	0 20
" tubs choice	0 21	0 22
" tubs, ordinary	0 19	0 21
Baker's butter	0 18	0 19

EGGS—Eggs are still free this week, but firm demand keeps prices about the same.

Eggs, candled		0 20
" selects	0 22	0 23

CHEESE—As a result of cables from the Old Country, the market is somewhat stronger and quotations show a slight advance.

Cheese, large	0 12½	0 12¾
" twins	0 12¾	0 13¼

HONEY—Honey has gone up a point, as a result of crop shortage.

Honey, strained, 60 lb tins		0 12
" " 10 lb tins		0 12½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 07	0 08
" " in comb, per doz	1 25	1 50

POULTRY—This week the supply is light as a result of the very heavy supplies of the last two weeks. Ducks are quite plentiful, with prices the same. Chickens have advanced after the drop of the last two weeks.

Live Weight.		
Spring chickens, per lb	0 11	0 13
Old fowl		0 10
Ducks		0 10
Dressed weight.		
Spring chickens, per lb		0 15
Old fowl	0 10	0 12
Ducks	12 0	0 14
Tom Turkeys		0 18
Hen "		0 18

PRICES WITHDRAWN.

All Starch and Syrup Quotations to Be Revised.

The undersigned companies have issued the following important notice to the trade:

Montreal, 9th Sept., 1907.

"We beg to advise that we have withdrawn all quotations and price lists for both starch and syrup. We are, therefore, not in a position to accept any orders, except at prices to be made later, until fresh price lists are prepared, which we trust to supply to you in a few days.

"The Edwardsburg Starch Co., Limited,
"The Brantford Starch Works, Limited."

The Mapleton Dairy Co., with head office at Winnipeg, has been incorporated with a capital of $15,000.

There is Only One
FLY PAD

THAT'S WILSON'S. Three hundred times more effective than sticky paper, and vastly superior to any other fly poison.
ARCHDALE WILSON, - HAMILTON

TRADE WINNERS

The season is now approaching when the several lines mentioned below are in special demand, such as :

FRESH SAUSAGES

Made the Ingersoll way, are more appetizing when the consumer knows that only selected pork cuttings and the very finest quality of absolutely pure spices are used in the manufacture. If you have not supplied your customers with INGERSOLL SAUSAGES in the past try them and see how your trade will grow, and better still, the demand will continue from month to month.

COOKED MEATS

Our pressed Tongues, hocks and Tenderloin are solid meat, no waste. The cool weather will soon allow you to show these goods on the counter, when the sale always increases. Every description of cooked meats and sausages supplied.

ENGLISH BREAKFAST BACON

What is more delicious for your breakfast these cool mornings than bacon and eggs, English breakfast bacon cured in pure granulated sugar by the **Ingersoll process**. Consumers from Halifax to Vancouver know Ingersoll bacon for its tenderness and that sweet, nutty flavor. Don't miss stocking Beaver Brand Breakfast Bacon, **the brand that's in demand.** Manufactured in Canada's most sanitary Packing house by

THE INGERSOLL PACKING CO., Limited

INGERSOLL, CANADA

Short Packs

are more than likely to occur in several lines this Fall, and it would be well to ANTICIPATE these conditions

CANNED VEGETABLES

Most lines will be a short pack and if you have not ordered, send in your specifications. We sell for

Lakeside Canning Co., Riverdale Brand
Belleville Canning Co., Queen Brand
Farmers' Canning Co., Farmers' and Golden West Brand

Cleanliness is the motto of our canneries. There is no cheap labor down in that district, and everything is HOME GROWN and HOME PACKED.

ROLLED OATS

Will be very high this year. Here's a bargain. "Victor" Brand 90-lb. sacks, **$2.45** per sack. Freight paid in 10-sack lots. Privilege of taking delivery to Nov. 1st.

Spot Bargains

We offer you a few odd lines below. Take advantage of them while they last. All prices are NET TORONTO

SALMON will be very scarce and high.

"Cock of the North," Red Fish, half flats, cases 8 doz. each, per doz.	**.90**
Salad, Pinks, flats, cases 4 doz each, per doz.	**.97½**
Totem, Pinks, talls, cases 4 doz. each, per doz.	**.97½**
SQUASH, Riverdale, 2s, per doz	**.62½**
CATSUP, Belleville, 12-oz., per doz	**.90**
MALT VINEGAR, Maconochie's, half-pints, per doz	**.80**
PEANUTS, Spanish, Green, per lb.	**.08½**
PEANUTS, Spanish, Roasted, per lb.	**.09½**
TOMATOES, Jersey Brand, per doz.	**1.05**

NEW FALL FRUITS AND NUTS

WE HAVE SOME DECIDED BARGAINS IF YOU ARE OPEN.

CANADA BROKERAGE CO., LIMITED

9 Front Street East, TORONTO

Clark's Perfect Canned Meats

Retail grocers should handle Clark's Canned Meats

Because:

They are **absolutely the best** consumed in Canada.

Only **prime Canadian meat** is used in their manufacture.

There is a **great variety** to choose from.

The manufacturer is **advertising** to the people in every part of the Dominion **educating** them **for the benefit of the retailer.**

A Few Leaders:

Clark's Corned Beef
Clark's Pork and Beans
Clark's Sliced Smoked Beef
Clark's Roast Beef
Clark's Ham Loaf
Clark's Beef Loaf
Clark's Veal Loaf
Clark's Lunch Tongue

WM. CLARK - MONTREAL

O'MARA'S

PORK SAUSAGE

Guaranteed Absolutely Pure

Nothing but the choicest Pork Cuttings and the purest Spices are used in the manufacture of these

Pork Sausages { **Delicious** **Delectable** **Digestible**

JOSEPH O'MARA
PALMERSTON, ONT.

The Manitoba Canning Co.

LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

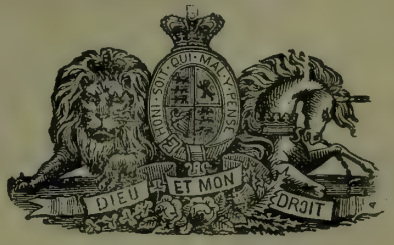
A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Do not be persuaded to load your shelves with inferior Fluid Beef preparations which can only be sold as "substitutes" with much trouble and loss of time.

Bovril is a standard line which never varies in quality. It will always please your customers and do you credit.

BOVRIL Limited, 27 St. Peter St. Montreal

CEREALS AND CONFECTIONERY

Bright Outlook for Record Fall Business—Export Enquiry Increasing in Both Flour and Cereals—The Fall and Christmas Confectionery Trade.

Bright prospects all round have spread a general feeling of optimism among the trade. At present, though prices are higher than last week, there is no immediate indication of further raise, as the millers prefer taking no chances until it is possible to get a definite line on the crop outcome. The market, however, is very strong, and the export demand is showing greater activity than is usual, even at the opening of the Fall season.

One good feature of the situation, is that the grain is all in the hands of the farmers, who will thus get the advantages accruing from a rising market instead of the speculators, in this way benefitting themselves and the country at the same time. The crop situation in the west is dealt with editorially on another page.

In cereals, prospects are exceedingly good. The regular Fall trade is in full swing, and some dealers declare that they are already overstocked on orders. It seems assured that all handlers of oat products will this year have as much business as they can look after. Export inquiry is good, and from the scarcity and poor quality of American oats, it looks as if Canada will have almost a monopoly of this branch of trade, if she can get the supplies with which to meet it.

Confectionery.

Grocers all over the country, the wise ones, that is, are beginning to make their plans for the Christmas candy trade. This is about as expensive as you like to make it. You can start your Christmas candy trade in October with facility, if you go about it in the right way. Devote a little of your advertising space in the local paper to telling the people what you are going to do; that you are going to make a speciality of confectionery this Fall, and that the latest things in fancy boxes and fine bonbons may be found at your store. It doesn't take long to educate your customers to the fact that you are selling candy every bit as good as the store that sells candy and nothing else. But don't wait. Be first on the ground.

MONTREAL.

FLOUR—Since last report there has been an advance of 15c to 30c in flour. Crop reports from the west have not been encouraging, and the market is very firm, with possibilities of a further advance. Local demand is reported strong, despite high prices, while export business has been satisfactory at figures which one would think unlikely to interest buyers.

Winter wheat patents		5 20
Straight rollers	4 50	4 60
Extra	4 00	4 10
Royal Household, bags		5 50
Glenora		4 90
Manitoba spring wheat patents		5 50
" strong bakers		4 90
Five Roses		5 50

FEED—Feed is again higher, and the situation is as bad as ever. Orders are plentiful, but millers are at their wit's end to fill them, though they are in receipt of high prices for anything they can supply. Feed flour has participated in the general advance, and is 5c higher.

Ontario bran	22 00	23 00
Ontario shorts	24 00	26 00
Manitoba shorts	25 00	26 00
" bran		22 00
Mouillie, milled	23 00	30 00
" straight grained	28 00	30 00
feed	1 50	1 45

ROLLED OATS—Demand for rolled oats is small, owing to the high prices that rule. Once this line advances beyond $2.50, there seems to be a decided falling off in transactions.

Fine oatmeal, bags	2 60	2 75
Standard oatmeal, bags	2 60	2 75
Granulated " "	2 60	2 75
Golddust cornmeal 98 lb bags	1 70	2 00
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 55	2 65
" 80-lb. bags	2 45	2 52½
" bbls	5 20	5 50

TORONTO.

FLOUR—Prices have advanced, and there is a strong tone to the market. Millers are quiescent at present as regards any actual advance, but further developments may be looked for as soon as a reliable estimate of the crops is obtainable.

Manitoba Wheat.

60 per cent. patents	5 00	5 25
85 "		5 00
Strong bakers	4 40	4 60

Winter Wheat.

Straight roller	4 40	4 50
Patents	4 60	4 70
Blended	4 35	4 40

CEREALS—Prices show a slight advance over last week, and the market is very strong. Export inquiry is reported as being very active, and domestic demand is very satisfactory.

Rolled wheat in barrels, 100 lbs	2 75	3 00
Rolled oats, in wood, per bbl		5 35
" " in bags, per bag 90 lbs		2 55
Oatmeal, standard and granulated, per bbl		5 60
" " " in bags 98 lbs		2 70

FIRE IN SPICE MILL.

Early last Saturday morning fire broke out in the premises of the Dominion Coffee & Spice Mills Company, 305 St. Paul street, Montreal, and before the flames were conquered damage to the extent of $30,000 was done the building and its contents.

J. A. Simard, proprietor of the business, does not know how the fire started, but believes it was caused by one of the roasters.

Falconer Bros., flour and feed merchants, of Winnipeg, have been succeeded by W. J. Emmerson.

LET US KNOW

when you want

BAGS
PAPER
TWINE
STATIONERY, ETC.

and we'll write you or have one of our travellers call.

Our goods the best. Prices right.

A. M. THORNE & CO., 77 Front E. TORONTO

PHONE MAIN 5548

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.

Importers of Foreign Products.

125 St. Peter St., QUEBEC.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

GREAT PACKER DEAD.

But His Influence Died With Him—An Estimate.

This is how one of the New York papers comments upon the recent death of Nelson Morris, who was for many years one of the controlling influences in the packing business:

"There has been considerable comment upon the death of another of the original Big Four packers in Chicago, namely, Nelson Morris. But his personality was not such as to afford much interest except as to the amount of the fortune he had accoumulated in the packing business. But on this point there were wide differences of opinion, running from eleven to forty million. His business will be carried on by his son and his death had no effect on the markets in which he had been so important a factor in life."

PERSONALS.

Thos. Montgomery, jr., of Thomas Montgomery & Son, Montreal, has returned from a holiday trip spent in American cities.

S. J. Mathewson, of Mathewson's Sons, Montreal, spent a few days in Bloomfield last week, returning to the city Monday last.

J. Frank Crowe, one of the leading wholesale grocers of Halifax, and his brother, W. E. Crowe, a retail grocer of the same city, were in Toronto for the last week of the fair.

James Wagstaffe, of Wagstaffe's Limited, Hamilton, Ont., called on The Grocer last Monday, while in Toronto on a short business trip. There were no complaints forthcoming as to this year's pack of fruits.

Mr. A. H. Brittain, agent for the Atlantic Fish Company, Montreal, called at the Grocer office yesterday. Mr. Brittain says that fish are exceedingly scarce in all lines, and that the situation is somewhat serious.

John R. Marshall, Montreal manager of Rolla L. Crain Co., Limited, Ottawa, was in Toronto last week. He paid The Grocer a visit. Business in the Crain Co. system is reported exceedingly good in his territory.

R. French, Lemonville, Ont., was a caller at The Canadian Grocer offices during exhibition week. Incidentally he was pleased to pay his subscription to the Grocer, and expressed himself as very much benefitted by the valuable and interesting information supplied every week.

W. E. Crowe, Halifax, was a visitor to Toronto last week, taking in the Canadian National Exhibition. To the Grocer representative, Mr. Crowe, who, by the way, is a prominent Haligonian grocer, reports business very good, and if the All Red Route makes its terminus there, business will take a strong leap forward. Mr. H. M. Piper, of Todhunter, Mitchell & Co., guided his footsteps through the mazy midway.

Wm. H. Dunn, Toronto and Montreal, has recently been appointed wholesale distributing agent in Ontario for Royal Crown Toilet Soaps. He now has charge of this product for the territory from Fort William to Sydney.

Past Due Accounts.

We have just issued an eight page booklet regarding our Collection Department. If you have not received one write us. It will nterest you.

The Beardwood Agency

Claims, Collections and Commercial Reports

313, New York Life Bldg., MONTREAL

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

A SURETY OF GOODNESS

Once you can convince your particular customers—they are the best payers—that you handle

Perfection Cream Sodas

your customers are satisfied of the quality of your other lines.

Biscuit goodness is as variable as the shade. That's why

are so popular. Their goodness is lasting. It is generally admitted that we have reduced the art of baking to an exact scince. The exquisite deliciousness of

Perfection Creams

varies never. It always lasts. And—it pays to stock them.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:
O. E. Colson & Son, Montreal
O. Masson & Co.,
A. P. Tippet & Co. ,,

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

WE CLAIM THAT OUR

Calcium Acid Phosphate

(1) Is quite as successful for Baking purposes as Cream of Tartar, and
(2) From a health standpoint is superior.
(3) That it keeps well and retains its strength
(4) That it shows a considerable saving to the user.

Write for Recipes, Samples and Quotations

CHARLES C. BRYCE & CO.,

43 & 5 Great Tower St. E.C.
LONDON, ENGLAND

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kai-lay)

There is never an excuse necessary with

Cailler's Genuine Swiss Milk Chocolate

Its purity its manner of hygienic preparation, the richness of Gruyere Valley Cream, tell the story—You give the best when you sell Cailler's.

General Agent for Canada:

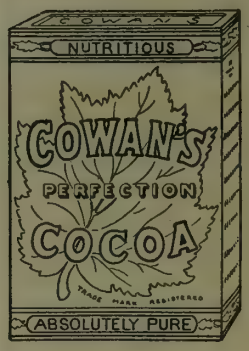
WM. H. DUNN

396 St. Paul St.
Phone Main 685
MONTREAL.

27 Front St. East
Phone Main 7658
TORONTO.

The Grocer's Most Profitable Line

Cocoa and Chocolate. But—it must be the best—no foreign mixture but the best manufactured in Canada. The lasting goodness of



Cowan's Cocoa and Chocolate

is well known and appreciated. It's the marvel of our competitors because it is the product of a secret process of manufacture.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
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Montreal, Que.
Toronto (Head Office)
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Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

EXPERIENCE IS BETTER THAN ADVICE

If you will put in a trial order of our flour you won't need our advice to induce you to order again. Experience will teach you that your best trade want our brands

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO. LIMITED

BRANDON, MAN.

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Don't Grope Around in the Dark!

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GRO ERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

MARITIME Warehousing. We have a large four-story brick warehouse in St. John, N.B., near the Railway freight sheds and Harbor docks, and are prepared to receive, warehouse and distribute all kinds of goods for Canadian or English firms wishing to distribute their goods to any part of the Maritime Provinces. J. S. Gibbon & Co., St. John, N.B. [38]

FOR SALE.

FOR Sale cheap. Latest make National Cash Register, with four drawers. Used only eighteen months. Also Stimpson Computing Scales and "Excelsior" Fruit Cleaning Machine; both nearly new. The Wilson Grocery Co., Gananoque, Ont.

SITUATIONS WANTED.

YOUNG grocery traveller returning to England shortly can undertake commissions. Experience of grocers' sundries both sides of the Atlantic. Harold Marsh, 34 Hayter St., Toronto.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

APPLE CROP IN QUEBEC.

A 50 Per Cent. Crop Expected—Export Business Already Started.

Montreal, Sept. 12, 1907.

Prospects are that there will be 50 per cent. of a full crop of apples in Quebec this year, against a 60 per cent. crop last year. This is an approximate estimate.

There has been much dry weather in the province at the time when rain was needed. During three weeks when rain was most required, not a drop fell in the Eastern Townships, where a large percentage of the Quebec apples are grown. Strangely enough, the Island of Montreal has been blessed with any amount of rain, too much, in fact, for the fungi, or black spots, have made their appearance on the apples. These spots are caused largely by excessive rains, followed by heat, and naturally retard the growth of the apple.

According to what can be ascertained, the apples will not be as large and perfect this year as usual, owing to the late summer and the unfavorable weather mentioned in the foregoing. The Fameuse apples, for which the province is famed, are doing well. The other varieties grown chiefly are : McIntosh, Duchess, Wealthy, St. Lawrence, Yellow Transparent, and Montreal Peach, the latter purely a local apple.

A 65 per cent. crop of crab apples is expected. The first of these apples are now offering at 35c to 40c a basket, but they are not in strong demand.

There are some Duchess apples selling around $3.

Shipments of the earlier varieties are already being made through the port of Montreal. Colverts and Jenettings are being shipped in fairly large quantities, some 1,208 barrels in all having been exported last week. The apples, however, are not of the right sort for export, having been taken from the trees before they were fully matured.

WILLIAM LEVACK DEAD.

Well-known Cattle Dealer Succumbs to Heart Disease.

Stockmen and prominent provision dealers generally will regret to learn of the death of William Levack, the well-known cattle dealer of Toronto Junction, who passed away suddenly on Friday morning, as a result of an attack of heart disease. He was fifty-seven years old.

Mr. Levack came to Toronto about forty years ago from Wick, Scotland, started at once in the cattle trade and has been engaged in that business ever since. He was an extensive exporter of live stock, and as head of the Levack Abattoir Company at Toronto Junction, has made himself respected by all with whom he has come in contact.

He is survived by a widow, one son, Walter, and two daughters, Mrs. R. J. Cluff, of Toronto, and Mrs. Samuel Thompson, who is at present on her wedding tour. The funeral was held on Monday from the family residence, 118 Halton street, to Mount Pleasant Cemetery.

MILK AND BREAD ADVANCED.

Montrealers will pay ten cents a quart for milk after October 1. This was decided at a meeting of the Milk Shippers' Association held recently. The price has been eight cents a quart during the summer, but the suppliers of milk, feeling that the cost of maintaining cattle had increased greatly, think themselves justified in raising the price once the fall season sets in. The labor unions are talking milk trust and threaten to apply to the government for the appointment of a royal commission to look into the matter.

Bread has been advanced two cents a loaf for the larger size and one cent for the smaller. Eighty master bakers decided that this advance was necessary at a meeting held the other day. They considered their action justified because flour has gone up and is likely to advance further.

S. S. Adams, successor to Adams & Rogers, retail grocers, of Cardinal, Ont., was in Toronto for the last week of the fair and called at The Grocer office. While paying his subscription, he expressed himself as remarkably well pleased with the journal and spoke quite enthusiastically of the help he found in his business from perusal of The Grocer's columns.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The strongest argument for the sale of

Mott's

"Diamond" and "Elite" brands of

Chocolate

is the confidence of the consumer during the past thirty years—MOTT'S is the Canadian standard.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Dealers are requested to write for special free deal.

AMONT, CORLISS & CO., 27 Common St., MONTREAL

We Are Continually

telling the merits of "White Moss Cocoanut." How can we help it? We ***know*** it is good, and we want every grocer to know about it and order from his jobber a case of our packages. We will be pleased, you will be pleased and your customers will be pleased. "Do it now."

Canadian Cocoanut Co.

107 Lagauchetierre St. W., Montreal

"The only original and genuine."

When you think of electricity, you think of Edison; when you want Worcestershire Sauce you have

LEA & PERRINS' SAUCE

in mind.

When you think of buying table sauce for your trade, stock that which never fails to satisfy,

LEA & PERRINS'
WORCESTERSHIRE SAUCE

J. M. DOUGLAS & CO., MONTREAL

Established 1857 **Canadian Agents.**

Satisfaction Both Ways.

¶ Nowadays the go-ahead grocer stocks only those goods that he knows will please his customers and at the same time afford satisfaction to himself.

Magic Baking Powder

is delightfully satisfying to the housewife who buys it, because it makes the lighest and most wholesome kind of biscuits, cakes, etc.

¶ It affords satisfaction to the grocer who sells it, because it is splendidly advertised and yields him a substantial profit. DO YOU SELL IT?

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Established 1852.

APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

SHELLED WALNUTS FRENCH and LEVANT

For Prompt and Future Shipment.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409

FRUITS, VEGETABLES AND FISH

Outlook for Plums and Pears Considerably More Encouraging—New Brunswick Promises Bumper Potato Crop—Recent Rains Very Beneficial.

The report from the fruit markets is considerably more encouraging this week. Canadian fruit is arriving more freely, and the crop of plums and pears, which has till recently been reported as away below the average, appears to be turning out considerably better than was expected. The free arrival of Canadian fruit is materially affecting the demand for the foreign variety, though some Californian fruit is still being brought in.

The outlook for vegetables is also more encouraging this week. Recent rains have had a beneficial effect, and with continued favorable weather the crop of vegetables may not be so very much below the average.

In Ontario, the potato crop promises better, though the tubers will be small in size. Better news, however, comes from New Brunswick. There is every indication of a bumper crop from that province, and as more land than usual has been devoted to potatoes this year, the yield should be well above the average. Visitors to the fair last week from that province concurred in this view, but spoke of the possible danger of rot, which had made itself evident to some small extent.

MONTREAL.

GREEN FRUITS—California pears are much easier this week, owing largely to increased offerings on the local market. Demand is better at the lower quotations. Plums, peaches and grapes hold steady, with business satisfactory. Oranges are 25c lower, and in good request. Lemons are selling fairly well. Grape fruit is practically out of the market. Apples are quoted this week, the first of the season, $3 to $3.50 a barrel being asked. Crab apples are in small demand at 35c to 40c a basket. Fair lots of early apples are now being exported, some 1,200 barrels having been shipped last week.

Dates, per lb	0 07	
Bananas, fine stalk	2 00	
" jumbos	2 25	
Cocoanuts, per bag	4 00	
Lemons	3 75	5 00
California oranges all sizes	5 25	6 25
Watermelons, each		0 40
California Pears, box	3 50	3 75
Figs, per lb	0 08½	0 12
Limes, crates		1 00
California peaches, box	2 25	2 50
" plums, box	2 50	3 00
" grapes, crate	2 75	3 25
Blueberries, box		1 50
Montreal Melons, basket of 10-14 melons	3 00	12 00
Almeira Grapes, keg		4 50
Apples, bbl	3 00	3 50
Crab Apples basket	0 35	0 40

VEGETABLES—First "late in the season" advances are being made. Celery is higher this week, as are potatoes and tomatoes. Business transacted by the farmers continues wonderfully good. This has been an excellent season for them. They have secured top prices for all their produce and their only regret has been that supplies have been short. Sweet potatoes are quoted this week, $4.25 a barrel being the price asked. An advance in onions is expected.

Parsley, per doz. bunches		0 10
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
New turnips, doz	0 10	0 25
Green beans, bag	0 25	0 40
Celery, doz		0 50
Water cress, large bunches, per doz		0 40
Lettuce, per doz	0 10	0 25
Boston lettuce, per doz	0 25	0 35
Radishes, doz	0 10	0 15
Spinach, per box		0 75
Green peppers, 10 lb. baskets		0 60
Cucumbers, per doz	0 10	0 15
Potatoes, per bag		0 80
Potatoes, bbl		1 60
Sweet Potatoes bbl		4 25
Beets doz. bunches		0 40
Carrots, doz. bunches	0 10	0 25
Spanish onions, box		3 00
Horseradish, lb		0 40
Rhubarb, doz. bunches		0 40
Tomatoes, box, 30 lbs	0 50	1 00
Corn, doz		0 10
Onions case, small or large	0 65	2 00

FISH—Haddock is very scarce and this week's price is one cent above that quoted last issue. There is nothing obtainable in Canada in this line, owing to stormy weather and lack of bait, and fish dealers are depending upon the United States for their supply, paying one cent a pound duty on all importations. Halibut are plentiful and in good demand at current prices. Receipts of lake trout and whitefish are greater, and the quality of the fish is improving as the cool weather sets in. New kippers are quoted and appear to be in strong demand. Haddies are scarce. Skinless and boneless cod continue arriving and sales of them are good.

Fresh and Frozen Fish.

Haddock, express, per lb		0 06
Halibut, express, per lb		0 10
Mackerel, " "		0 10
Dore, "		0 10
Pike, lb		0 07
Steak cod, lb		0 08
Weakfish, lb		0 11
Brook trout lb		0 22
Market cod, lb		0 05
Lake trout, lb		0 10
White fish lb	0 07	0 10
Sea Bass, lb		0 18
Gaspe salmon, lb		0 18
Flounders lb		0 11
Bluefish, lb		0 16
Lobsters, lb		0 30
Smoked and Salted—		
New haddies, boxes, per lb		0 09
Smoked herring, per small box		0 12
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 07
Boneless fish, 20-lb. boxes, bricks		0 06
Boneless fish, 25-lb., boxes, per lb.		0 05
Shredded cod, 2 doz., per case		1 80
New Kippered Herring, box		1 10
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp. qt. tins, sealed		0 40
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		2 75
No. 1 N.S. herring, half bbls		2 50
No. 1 Mackerel, pails		2 00
No. 1 sea trout, 10 lb. kegs		5 75
No 1 sea trout, 2 0 lb. bbls		10 00
No. 1 Green cod, per 200 lbs		6 50
Small " " " " "		5 50
Large " " " " "		8 00
No. 1 Green haddock, per 200 lbs		6 00
Labrador Salmon, bbls		13 00
" ½ bbls		7 00

TORONTO.

FRUITS—Canadian fruits are coming in much more freely, and as a result prices are somewhat easier than last week. Plums and pears are quite plentiful, apples, particularly the early varieties, are arriving in fairly good quantities though the quality is rather poor. Grapes made their first appearance on the local market early in the week, and from now on are expected to come freely. This week will see about the last of the Californian oranges. Their place will be taken in a couple of weeks by the Bahamas and later by the Mexican varieties.

Oranges—		
Late Valencias (California), extra fancy, 96's	4 50	5 25
" " " 126's	5 25	5 75
150's, 176's, 200's, 216's	5 75	6 00
Ovals, 80's 100's, 150's ½ boxes	2 25	2 50
Lemons, California, 210, 300, 360, 420	5 50	6 50
" Verdellis (new crop) 300's extra fancy	5 25	5 50
" " 300's " choice		5 00
" " 360's	5 00	5 50
Apples, per basket	0 30	0 40
Bananas, Jamaica firsts, per bunch	1 50	2 00
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Cantaloupes (California), per case	7 00	7 50
Limes, per crate		1 00
Watermelons, Florida, each	0 30	0 40
Peaches, Canadian per basket	1 00	2 25
Plums, per basket	0 65	0 90
Plums, per 4-basket crate	2 25	3 25
Pears, Bartlett's, per basket	0 60	0 80
Pears, Canadian per basket	0 40	0 60
Lawton Blackberries	0 14	0 15
Musk Melons, Canadian	0 75	1 00

VEGETABLES—The supply of carrots and beets is somewhat larger this week and promises to continue easier. Cauliflower also is plentiful, beet cabbage, on the other hand is decidedly scarce. Corn, too, seemed to disappear from the market at the middle of the week. The Jersey variety of sweet potatoes made its first appearance on the market this week, and they are exceptionally fine stock. They sell in hampers at $2.50. Canadian potatoes have dropped a notch during the week. Delawares and cobblers will be on the market next week.

New potatoes, Canadian, per bshl	0 55	0 80
Sweet Potatoes (Jersey), per hamper		2 50
Onions, green per doz		0 15
Onions, Spanish, per case	2 75	3 00
Cabbage, Canadian, per bbl		1 50
Beets, new, per doz. bunches	0 25	0 30
Carrots, Canadian, per doz bunches	0 25	0 30
Lettuce, Canadian leaf, per doz. bunches	0 25	0 40
Radishes, Roseland, per doz		0 25
Cucumbers, Canadian, per bask	0 25	0 30
Cauliflower, per doz		1 50
Beans, green, per basket, home grown	0 25	0 30
Tomatoes, Canadian, per basket	0 25	0 30
Parsley, per doz		0 25
Egg plant, per basket		0 30
Corn, new, per doz (green)	0 11	0 12½
Celery, Canadian, per doz	0 35	0 40
Celery, imported per doz		0 50
Vegetable Marrow, per doz		1 00
Green Peppers per basket	0 35	0 40
Red "	0 90	1 00

FISH—Last week's prices continue with scarcely any change. Finnan haddie and kippered herring, toe latest arrivals, are in good demand and coming in nicely. Haddock and cod, though quoted without change are exceedingly scarce, as are also live lobsters.

Perch, large, per lb	0 08	0 09
Blue pickerel, per lb	0 08½	0 09
Whitefish, Georgian Bay, per lb	0 10	0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb	0 07	0 09
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
Sea salmon, per lb	0 20	0 25
Trout, fresh, per lb		0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Cod, fresh caught, per lb	0 08	0 08½
Halibut, fresh caught	0 09	0 10
Shredded cod per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Live lobsters	0 20	0 35
Bluefins, small white, per lb	0 06½	0 07
Mackerel mediums, each		0 12
" large		0 22
Finnan Haddie, per lb		0 10
Oysters, per gal		1 85
Bloaters box		1 75
Kippered Herring		1 75
Live Lobsters	0 25	0 35

Wm. R. Cummings, a prominent miller and foodstuffs manufacturer, of Ottawa, called on The Grocer this week.

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS,
Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

THE OYSTER SEASON OPEN
Long Island Native Oysters
Large, Sweet, Clean, Delicious
recommended by United States authorities for their absolute purity.
Build up your trade on these High-class Goods.
LEMONS LEMONS
Sound Verdilles.—300s or 360s—$4.50 box.
CANTALOUPES
Packed in crates. "Mount Royal" Brand. Packed specially for us.
WHITE & CO., Limited
Wholesale Fruit, Produce and Fish
Branch at Hamilton TORONTO

For Extreme Goodness
Buy Only
"ST. NICHOLAS," "HOME GUARD," "KICKING," "PUCK" LEMONS
W. B. STRINGER & CO., TORONTO

We have two carloads extra fine VALENCIA ONIONS in cases, $2.50 per case, will make a special price in lots of 5, 10 or more. LATE VALENCIA ORANGES, 80 and 96 size; special price, $4.00 per box as long as they last.
THE DAWSON COMMISSION CO., - TORONTO

FOR FANCY TRADE
CALIFORNIA LEMONS, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.
THE BEST ORANGE GROWN
is
"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.
WATER MELONS, Big sellers this weather.
Send us your orders for anything in Fancy Fruit.
HUGH WALKER & SON
Established 1861 Guelph, Ont.

VIGOROUS ASSOCIATION ORGANIZED.

Vancouver Merchants Band Together for Mutual Benefit.

The grocery business on the Pacific coast appears to be in a flourishing condition and its members seem to appreciate the value of modern methods. For some time Victoria has had a flourishing Retail Merchants' Association. Now Vancouver has fallen in line.

At a recent meeting, attended by fully seventy-five per cent. of the merchants of the city, the Vancouver Retail Merchants' Association was organized. The executive, including some of the strongest business men in the city, was elected as follows: President, W. J. Andrews; Vice-President, Luther McTaggart; Secretary-Treasurer, T. J. Hunter; Directors, H. A. Edgett, H. Lee, Frank Wright, Will Webster, and W. Clark. R. D. Scott was appointed Acting-Secretary to look after the interests of the association under the direction of the Executive.

Price-cutting has been particularly troublesome in Vancouver for a year or more, and an active campaign against this as well as against the custom of extending indiscriminate credit, was outlined.

The interest shown in the new organization is very encouraging, and is an earnest of the success which should result. The association should be a material aid in many ways to the grocers of the city.

AUSTRALIAN FRUIT FOR CANADA.

The Australian dried fruit trade with Canada has exceeded the most sanguine expectations of the leading exporting firms in the former country, and, according to reports recently received, measures have already been taken by these firms to increase next season's exports to Canada to at least 1,000 tons.

PACK BY LOCALITIES.

The pack of the British Columbia coast is now figured out as follows: Skeena River, 110,000 cases; Fraser River, 55,000 cases; Rivers Inlet, 87,000 cases; Naas, 14,000 cases, and outside points contributed 19,000 cases, making a grand total of 285,000 cases. Of this amount not more than 90,000 cases are available for export to England, as Canada has taken 120,000 and Australia about 75,000 cases.

British Columbia will be well represented at the forthcoming exhibition of colonial grown fruits, to be held by the Royal Horticultural Society, in Vincent Square, London, England, in November next. The fruit will afterwards be shown at other points throughout Great Britain.

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

Once more we would remind you of the advancing season, and advisability of **ordering now** if you would avoid vexatious delays incidental to fall congestion and limited transportation facilities.

VERRET, STEWART & CO., LIMITED

The Salt Sellers

MONTREAL

SUGARS & CANNERS LIMITED.

MAPLE SYRUP, MAPLE SUGAR, MOLASSES, CONFECTIONERY SPECIALTIES, CANDIED PEELS &c.&c.

CANNED FRUITS, JAMS & MARMALADE, TOMATOES, KETCHUP, PICKLES, VINEGAR &c.&c.

INCORPORATED 1907.

CAPITAL STOCK $250,000.00

PARTHENAIS ST. COR. ST. CATHERINE. MONTREAL

LARGEST WORKS OF THE KIND IN CANADA

"BLUENOSE" CODFISH

Prepared for family use. Packed in 10, 20 and 40-lb. boxes. Put up by the packers of the celebrated

"HALIFAX" and "ACADIA" Brands of Pure Atlantic Boneless Codfish

QUOTATIONS ON APPLICATION.

Atlantic Fish Companies, Limited

Nova Scotia

AGENCIES :
A. H. Brittain & Co., Montreal
Stuart, Watson & Co., Winnipeg
Chas. Milne, Vancouver

HEAD OFFICE :
Lunenburg, N. S.

WORKS :
La Have, N.S.
Lunenburg, N.S
Canso, N.S.
Bay of Islands, Nfld.
Ingonish, C.B.
Port La Tour, C.B.
Cape Island, N.S.

Ask Your Wholesale Grocer
for
Brunswick Brand
KIPPERED HERRING
FINNAN HADDIES
HERRING in TOMATO SAUCE
and
SARDINES
and you will be sure to get A1 stock.
Connors Bros., Limited
Black's Harbour, N. B.

There's as much difference between
"King Oscar" brand Sardines
and other brands as there is between
Electric and Candle Light

It's easy to talk, but "the proof of the pudding is in the eating."

Your customers, once they try a tin of "King Oscar" Sardines, will insist upon that brand always.

"Those who know" buy
"King Oscar"

For sale by leading jobbers.

John W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON.

Commercial Sense

It's simply a matter of commercial sense stocking the best brand of tobacco on the market. Averagely good Tobacco may be handled by the ordinary cigar dealer, but the shrewd Grocer prefers

T. & B.

for a variety of reasons. **T. & B.** is fragrant, cool and delightful. Veteran smokers call it the king of pipe tobaccos—solace concentrated—while shrewd grocers know it to be a sure and certain trade-builder. And

T. & B. sells more than Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

TRADE NEWS OF NOVA SCOTIA

Wholesale Trade Quiet—Scarcity of Beef—Beans Advancing—A Plea for Honest Apple Packing—General News and Markets.

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Sept. 8.

The retail grocery trade in Halifax is good, but business in the wholesale trade is a little on the quiet side, due in some measure, it is said, to the high prices of all lines. The grocers are only purchasing small lots. There is a scarcity of American and Canadian plate beef. Some of the American packers will offer any beef for shipment, and Canadian beef cannot be purchased. Flour is firmer and an advance of fifteen cents has been made by the millers. Corn continues on an upward tendency, and beans are firm and advancing, owing to the short crop. Valencia raisins also show a slight advance, and cheese is very firm. The price quoted is 12 to 12½c for large, and 12½ to 13c for twins. Butter remains unchanged. The New York market is well supplied, and it is thought this may have some effect in keeping the Canadian market in check. Eggs are unusually scarce for the season of the year, and it is reported that the Prince Edward Island dealers cannot fill their orders. The price quoted for case stock is 21 to 22 cents.

* * *

One of the large Liverpool (Eng.) firms which handles Canadian products, writing to its representative in Halifax about the grading of Nova Scotia apples, says: "We are pleased to learn that there is a prospect of a good crop of Nova Scotia apples, and hope steps will be taken by dealers to see that the fruit is packed in an honest and proper manner. If this is done, the future of Nova Scotia apples is assured, but the present system of packing and marketing them (solely from the buyer's point of view) is rotten to the core, and until such time as the packing is done honestly, you will not find any buyers willing to touch Nova Scotia apples, except at a ridiculous price. Take ourselves, for instance. If we could get your Kings packed properly, all one grade, we would not have the slightest hesitation in buying 10,000 to 20,000 barrels, but as the business is done now, a few barrels from one packer and a few from another, one lot fair, another lot rubbish, we dare not buy; it is unfair to the man or firm that does so.

"In our opinion there are no finer apples grown than those produced by Nova Scotia, but owing to bad grading and false packing, there is no package of apples which reaches us from any part of Canada or the United States so unsaleable as Nova Scotians. This is clearly seen by the prices realized, Ontario packing always commanding shillings more per barrel than Nova Scotians."

Apples are coming in more plentiful and they are finding a ready sale. The varieties on the market are: Astrachans, Sweets, Early Moscows, Transparent and Early August. They sell from $1.50 to $3.00 per barrel, the Sweets bringing the highest price.

* * *

F. B. Chute, of Berwick, N.S., has received a cable ordering two thousand half barrels of early apples for shipment to South Africa. John Fox, of the firm of John Fox & Co., London, Eng., has been spending the past month in the counties of Kings and Annapolis, visiting the orchards. He states that he found the fruit exceptional in quality and a large crop, and 25 to 30 per cent. cleaner than last year. The prospects for good prices in the English market are excellent, owing to that country having but half a crop this season. Mr. Fox has had a very successful trip and is emphatic in advising the fruit growers to hold their apples and ship direct, if they wish to make good profits. He believes spraying has been very beneficial in producing the clean crop of the present season.

* * *

Larder & De Young's new commission store on George street, Sydney, is being rapidly erected by the contractors, and when finished will present a handsome appearance. The owners expect to occupy the building by the first of October. The building is being constructed of cement blocks.

* * *

J. J. Penny, of the big fish house of Penny & Son, with branches all over

the west coast of Newfoundland, was in the city last week on a business trip.

* * *

W. H. Moulton, of Burgeo, Newfoundland, the junior member of the large fishing concern of Moulton & Company, was in Halifax last week in connection with some fish shipments.

* * *

The Norwegian steamer Uisk sailed from Sydney last week for the Labrador coast, for a cargo of fish, which she will take to the Mediterranean.

A SUCCESSFUL SALESMAN.

R. Muat, whose photograph is reproduced below, and who is the subject of this sketch, is known to about all the retailers worth knowing from Halifax to Calgary, as the representative of H. J. Heinz Co. He has been connected with this firm in one capacity or another, for close upon a dozen years. He is likely to be there for another dozen from present indications. Mr. Muat's early work consisted largely in breaking in new territory and building up businesses for other salesmen to take hold of, strengthen and increase if possible. Because he commends confidence at first glance, his success in this class

R. Muat.

of work has been remarkable. Some men would sooner break stones than fresh territory. They find the job hard. Mr. Muat doesn't. He attributes this fact to having at his back a house of so well-established and extensive a reputation as the Heinz Co. Whatever the reason, his success remains undisputed. He is said to have attached to himself and his house the largest connection of any one man in the line and quality of the goods he carries.

Mr. Muat is now the traveling representative of the Heinz Co. in Ontario. He was in charge of the Heinz booth at the recently concluded Canadian National Exhibition. For five years he held the office of secretary of the Retail Grocers' Association. During the time he occupied this position, the membership of the association was augmented by from thirty to forty new names each month. He was largely instrumental also in persuading the grocers to adopt the Wednesday half holiday, which so many of them enjoy to-day.

Besides being secretary of the Retailers' Association, he was for some time president of the City Travelers' Association, resigning both of these offices in order to accept the position he now occupies. No one we ever heard of wishes him anything but good luck.

APPEARANCE COUNTS.

The necessity of attractiveness in packing, to which some reference was made in a recent issue of The Grocer, is becoming more and more fully recognized by Canadian firms. The Ozo Company of Montreal, to mention only one instance, have fully realized the value of attractive packing and now put up one of the neatest-appearing packages on the market, the kind that attracts the attention of a customer at once. This line retails at 40c a 2-lb. jar and costs the dealer $4.50 a dozen.

Gordon Winter, St. John's, Newfoundland, was in Toronto last week. Mr. Winter is a son of M. G. Winter, of T. & M. Winter, one of the oldest wholesale grocery firms in the ancient colony.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes

Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street,
Office and Sample Room: 188 St. Paul Street, Phone 1272,
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097
} QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

MAKING WAR ON CATALOGUE HOUSES

Half a Million Retailers Combining for Offensive nnd Defensive Aetion.

War has been declared on the great catalogue houses of Chicago by the 500,000 retail merchants of the western states. The struggle between these two great interests has been in progress for many years. The advance made by the catalogue houses has been such as to threaten the very existence of thousands of smaller traders throughout the west, and they are now fighting, as they say, for their lives. In the struggle, jobbers and manufacturers are involved with the retail merchants.

The retail merchants are being guided at the present juncture in the struggle by an organization known as the Home Trade League of America, which has existed for several months as a publicity bureau, with headquarters in the Monadnock building, in the city of Chicago, but which is shortly to incorporate and institute a more systematic and aggressive campaign against the catalogue houses, through a board of twenty-one managers, with a vice-president and a committee of ten members in each state. This Chicago league has, as its support, commercial associations in the states of Illinois, Wisconsin, Minnesota, Iowa, Michigan and Kansas. The connection between these scattered associations and the Home Trade League of Chicago, is very close, the officers of the associations being in constant correspondence with the league, the new officers of which will be chosen from the body of active business men in all the leading towns and cities of the entire west.

Plan of Campaign.

The steps which are being taken by the Home Trade League to aid the retail merchant in the competition with the catalogue houses is indicated by the press of Chicago, as follows :

First.—Bringing pressure on manufacturers, jobbers and wholesalers generally, to give to local merchants the same rates as are granted to mail order companies. Under present conditions, retail merchants are, it is claimed, compelled to sell certain lines of goods at higher prices than are charged by the catalogue houses, owing to the fact that the wholesalers grant a lower price to the catalogue house than will be granted to the small retailer.

Second.—Pressure is brought to bear on the consumer, in all possible ways, to persuade him to give the local merchant a chance to figure on the order which is to be sent to the catalogue house, before it is sent, in order that the retail merchant may have the opportunity to show the consumer that he can compete with the catalogue house.

Third.—Merchants are pledging themselves to buy no goods from any wholesaler who sells any goods of any kind to any catalogue house. The results of the operation of this method of warfare are already apparent in Chicago, where a number of the large wholesale mercantile institutions are said no longer to sell to catalogue houses. The League is using all means to enlarge the number of merchants who refuse to buy from concerns which sell to catalogue houses.

Fourth.—Appeals are made to local pride and the loyalty of every community to support its local institutions.

Fifth.—Local merchants in many of the larger towns and cities have organized excursions to their towns, for the purpose of persuading buyers that they can compete with the large catalogue houses of Chicago and elsewhere.

Sixth.—Farmers who deal with catalogue houses are refused all accommodation at the retail stores of the country towns and cities.

New Method of Attack.

In the existing struggle, injury has been done to the large catalogue houses, owing to the fact that their competitors have organized a system through the operation of which the catalogue houses have received thousands of bogus letters requesting that catalogues be furnished them. Catalogues cost about one dollar each, together with the cost of mailing. Cases are now pending in the courts of the United States, in which catalogue houses are taking action against those who have occasioned them losses in this way. This is true, however, apparently not of the houses dealing in all classes of goods, but of the houses which have been selling lumber by mail order. This method of competition does not meet with the approval of the Chicago league. The business done by the mail order houses in the western states is now said to amount to hundreds of millions of dollars annually, and if it should continue to increase in the future as it has in the past, it is feared that hundreds of villages of the country will actually disappear, since the entire reason for their existence is to furnish the needed supplies to the farmers of their vicinity. Those which do not disappear, will steadily decrease in size and importance. The jobbers and wholesalers are interested, since their fortunes have been created through the business done by them with the small retail dealers of the country. It is claimed that the jobbers of the western states lost, approximately, sixty million dollars in 1905, owing to the great advance made in the business of the mail order houses. As much business was done from Chicago through the mail order houses in that year as all the jobbers of the city combined. Not many years ago, all of this business was done by the jobbers. That is to say, the jobbers and the country merchants have already lost one-half of the total trade of the country.

Manager Clark, of the Chicago league, stated, in conversation with reference to the work of the institution, that all that the retail merchants of the country wanted was a square deal. If they could get the same terms from the jobbers and wholesalers that are granted to the catalogue houses they would be satisfied to take their chances with consumers. They were in direct contact and touch with them, and, with the same advantages, could more than hold their own. He added that the majority of the jobbers and wholesale dealers of Chicago had taken but little interest in the work of the league, owing to the fact that Chicago was the home of the great mail order houses, whose accounts had been of great value to these wholesalers and jobbers. There were, however, notable exceptions, certain houses giving up accounts, amounting to hundreds of thousands of dollars per year, rather than run the risk of the entire destruction of the business of the country merchants, whose continued existence was of so great importance to the houses referred to.

SUGAR AS FOOD.

Shown to Be a Powerful Stimulant Under Certain Conditions.

Some interesting experiments with reference to the nutritive value of foods containing sugar were recently made at the instance of the War Office at Berlin. It is a fact well known to Alpine tourists that on difficult climbing excursions an increased desire is felt for sweets and sweetened foods, and many who never touch such things at home devour large quantities of them on these tours. It is also frequently remarked that the guides eagerly appropriate any sugar that may be left over, and consume it on the journey. Whether the sugar afforded real benefit to the mountain climber was the subject of the German investigation; that is, did the consumption of sugar render the tired muscles capable of renewed exertion? To answer the question conclusively, the subject of the experiment was not allowed to know that a test was being made. One day a sweet liquid, containing thirty grams of sugar, was administered; on the next a similar liquid, sweetened by saccharin to render it indistinguishable from the other, as far as taste was concerned, took the place of the sugar. The result was a complete triumph for the sugar. It was found that a greater amount of work could be accomplished on the days when the sugar was given than on those when saccharine took its place. This serves, as far as it goes, to prove that sugar is food in a true sense, and that it is in particular food for the muscles.

A CALGARY BOOKLET.

A book dealing with Calgary and the surrounding country has just been issued jointly by the City Council and Board of Trade of that city. It is attractively printed and illustrated and contains much of interest. The last report of the present Board of Trade is printed in full. There are also articles dealing with the industrial and climatic conditions of that part of the Dominion. The compilers of the book are to be congratulated.

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

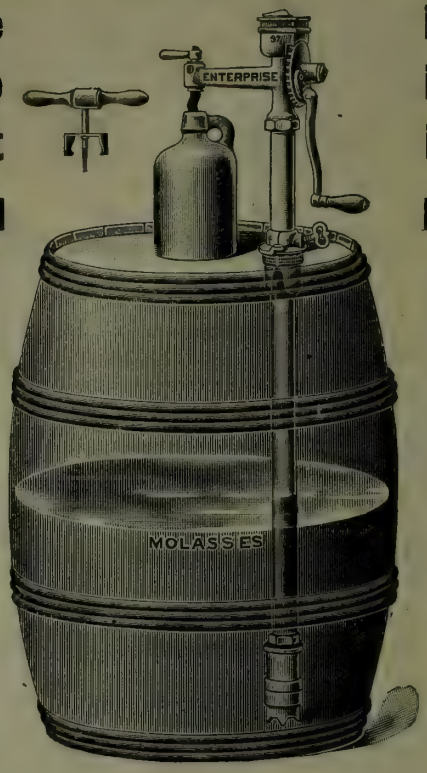
It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

ROYAL BAKING POWDER CO., NEW YORK

It isn't so much a question of "Getting Along"
---the other fellow may get along so much faster
that you won't be in the race---
What you want to do is to "Get Ahead"
Your best asset is "ENTERPRISE"



"ENTERPRISE"

with new Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.

SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise Specialties.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U.S.A.

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

BIRKMYER'S WATERPROOF FLAX-CANVAS

Thousands in use.

Best waterproof in the country.

Just as cheap as the common ones, but **infinitely better.**

For Horses, Waggons, Feed-bags, Capes, etc., etc. All styles and sizes in stock.

Samples cheerfully furnished

TOBIN TENT, AWNING and TARPAULIN CO.

Ottawa 201 Sparks St. *Toronto* 125 Simcoe St. *Montreal* 28 St. Peter St.

NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre—none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

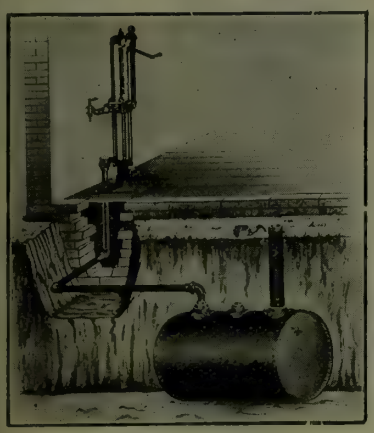
Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

A Fire-Proof Gasolene Tank



Cut 42—Pump with Underground Tank.

That old tin gasolene tank setting out behind your store is dangerous, it's liable to explode and set fire to your store at any time, and because it is so close to the building, you may have trouble collecting your insurance.

YOU'RE INVITING A BLAZE.

On the other hand, put in a Bowser Gasolene Tank and Self-Measuring Pump and you remove every particle of danger.

The tank is fire-proof, the pump is fire-proof—there's no evaporation, no leakage, no waste. Being self-measuring, there is no spilling or overflow. All the gasolene is in the fire-proof tank or in the customer's can. **It's the safest, surest, cheapest method of handling gasolene.**

Then, too, the Bowser is a money saver, it's convenient, and it's speedy. Your customers like it and it draws trade.

S. F. BOWSER & COMPANY, Inc.

Send for Catalog B. **66-68 Fraser Ave., Toronto Ont.**

"If you have an old Bowser and want a new one, write us for our liberal exchange offer."

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.

TO MANUFACTURERS' AGENTS :

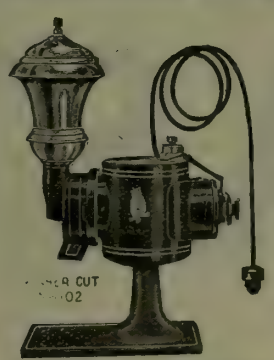
THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
CANADIAN GROCER
Montreal and Toronto.

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

"Just the CHEESE"

All the good things that have ever been said about **MacLaren's Imperial Cheese**—and that means everything that has been said—may be summed up in this one little expression—

"Just the Cheese"

MacLaren's Imperial Cheese

is remarkable for other reasons than its purity and delightful individuality of flavor; it contains three times the nutriment of ordinary cheese, which in turn is twice as nutritious as meat—taking weight for weight. This cheese combined with bread contains everything that the human body requires in the way of food to keep it in health and strength.

Words fail to tell you how good it is—the only way to know is to try it.

10c. a jar and upward at all grocers.

MacLaren's Imperial Cheese Co., Ltd.
Detroit, Michigan, and Toronto, Canada

MacLaren's is a superlative cheese. The ingredients could not be more pure—the preparation could not be more careful—the taste could not be more delicious. It contains no preservatives.

MacLaren's Imperial Cheese

is manufactured with the scrupulous cleanliness which ought to attend the preparation of a food-stuff so open to unfavorable influence. Even the dainty opal jars are sterilized before being filled. When you eat **Imperial Cheese** you are safe in the knowledge that

"It's as good as it tastes."

In jars from 10c upward

MacLaren Imperial Cheese Company, Ltd.
Detroit, Mich., and Toronto, Can.

TASTE IT

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Sept. 13, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ½ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb tins 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case.	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$1 40
12a size	2 50

Cereals

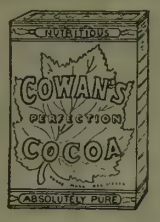
Wheat Oa, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18
London Pearl per lb.	0 25

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ¼-lb. cakes, 12-lb. boxes per lb.	$0 38
Vanilla, ½-lb. cakes, 12-lb. boxes per lb.	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s 12-lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, 2c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 4 doz. in case per doz.	0 90

Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb.	0 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4	doz. to case	per doz.,	$ .90
¼ "	"	4	" "	" 2.40
½ "	"	2	" "	" 4.75
1 "	"	1	" "	" 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ¼'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 2lb. to	0 31
Sweet Chocolate liquors, 2lb. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 38
Breakfast cocoa, ½, ¼, 1 and 5-lb. tins	0 44
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 28
Caracas Sweet chocolate, ¼-lb. cakes 6-lb boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 42
Cracked cocoa, ½-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw top cans, 10 cans in case,	38c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	39c.
6-lb. boxes, 19 boxes in case, ½-lb. tins.	40c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins.	41c.
12-lb. boxes, 6 boxes in case	41c.

Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	32c
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs.	33c
6 lb. bxs., 12 bxs. in case, ½-lb. pkgs.	33c.
Milk chocolate—	
50 5-cent pieces to box, per box	$1.65
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.65
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	28c
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	28c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	24c.
6-lb. " 12 " " ⅛-lb. "	24c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases

	Per lb.
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
¼ and ½ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
⅛ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 18

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENGE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4	doz. per doz.	1 75
10 " "	4	" "	3 00
Rep. quarts,	1	" "	6 50
Imp. "	1	" "	9 00

Cheese.

Imperial—Large size jars	per doz.	$3 25
Medium size jars	"	1 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

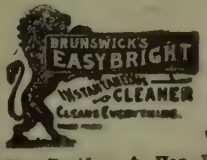
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
8-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

When a food article pleases your trade it is folly to advocate a change.

BORDEN'S BRANDS

"EAGLE BRAND" Condensed Milk and "PEERLESS BRAND" Evaporated Cream

are known and preferred by the Canadian consumer. The moral is plain. See **"BORDEN'S"**

(Unsweetened)

WM. H. DUNN, AGENT

27 Front Street East, TORONTO.

394 & 396 St. Paul St., MONTREAL.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON, - ENG.**

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	¼ "	4 75
"	20 "	"	1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	....	$1 25
" "	1-lb. tins	....	2 25
" " groats	½-lb. tins	....	1 25
" "	1-lb. tins	..	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.		$1 00
3-lb. tins, 2 doz. in case	per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb.	0 07
7 and 14-lb. wood pails	per lb.	0 07
30-lb. wood pails	"	0 06½

Compound Fruit Jellies—

7-oz. glass jars, 2 doz. in case, per doz.		1 00
7-lb. tins, 2 doz. in case per lb		0 07½
5 and 14-lb. wood pails, 6 pails in crate	per lb.	0 07
30-lb. wood pails	"	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz.	$1 60
6, 7, 14 and 30-lb. pails, per lb		0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces			$0 11½
½-bbls.			0 11
Tubs, 60 lbs			0 11½
Pails			2 33
20-lb. tins			2 23
Cases 3-lb.	"	..	0 12½
" 5-lb.	"	..	0 12
" 10-lb.	"	..	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb.	$0 40
Fancy boxes (36 or 50 sticks)	per box	1 25
"Ringed" 5-lb. boxes	per lb.	0 40
"Acme" pellets, 5-lb. cans	per can	2 00
" " (fancy boxes 40)	per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can	2 00
Licorice lozenges, 5-lb. glass jars		1 75
" " 20 5-lb. cans		1 50
"Purity" licorice 10 sticks		1 45
" 100 sticks		0 75
Dulce large cent sticks, 100 in box		....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz			2 90
Pint " 2 "	"		1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.			2 90
Pint " 2 "	"		1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$3 60
3 cases of 4 doz	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins	per doz.	$1 40
"	½-lb. tins	"	2 50
	1-lb. tins	"	5 00
Durham	4-lb. jar	per jar.	0 75
"	1-lb. jar	"	0 25
F. D	½-lb. tins	per doz.	0 85
	½-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—			
	½-lb. tins	per lb.	$0 35
	¼-lb. tins	"	0 13
	1-lb. tins	"	0 32½
	4-lb. jars	per jar	1 20
	½-lb. jars	"	0 35
Old Crow," 12-lb. boxes—			
	½-lb. tins	per lb.	25
	¼-lb. tins	"	0 25
	1-lb. tins	"	0 22½
	4-lb. jars	per jar	0 70
	7-lb. jars	"	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—		
Minerva, qts. 12's		$5 75
" pts. 24's		6 50
" ½-pts. 24's		4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz.	$1 00
Home-made, in 1-lb. glass jars	"	1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 07
Golden shred marmalade, 2 doz. case,	per doz.	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz	, per doz	.....	0 90
Pint "	3 doz	.....	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 80 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases,	60 1-lb. packages		$2 75
No. 2,	120 ½-lb. "	.....	2 75
No. 3,	{30 1-lb. " / 60 ½-lb. " }	.....	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors		per gross	$10 20
" " black		"	15 30
Oriole soap		"	10 20
Gloriola soap		"	12 00
Straw hat polish		"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—		per lb
No. 1 White or blue, 4-lb. carton		$0 06½
No. 1 " " 3-lb. "		0 06
Canada laundry		0 05½
Silver gloss, 6-lb. draw-lid boxes		0 07
Silver gloss, 6-lb. tin canisters		0 07
Edward's silver gloss, 1-lb. pkg.		0 07
Kegs silver gloss, large crystal		0 06½
Benson's satin, 1-lb. cartons		0 07
No. 1 white, bbls. and kegs		0 05½
Canada White Gloss, 1-lb. pkgs.		0 06
Benson's enamel	per box	1 25 to 2 50
Culinary Starch—		
Benson & Co.'s Prepared Corn		0 07
Canada Pure Corn		0 06
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.		0 10

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—		
Canada Laundry, boxes of 40-lb.		$0 05½
Acme Gloss Starch—		
1-lb. cartons, boxes of 40 lb.		0 05½
Finest Quality White Laundry—		
3-lb. Canisters, cases of 48 lb.		0 06½
Barrels, 200 lb.		0 05½
Kegs, 100 lb.		0 05½
Lily White Gloss—		
1-lb. fancy cartons, cases 30 lb.		0 07½
6-lb. toy trunks, 8 in case		0 07½
6-lb. enameled tin canisters, 8 in case		0 07½
Kegs, ex. crystals, 100 lb.		0 06½
Brantford Gloss—		
1-lb. fancy boxes, cases 36 lb.		$0 07½
Canadian Electric Starch—		
Boxes of 40 fancy pkgs., per case		2 50
Celluloid Starch—		
Boxes of 45 cartons, per case		3 50

Wood's Package Ceylon Teas

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

MAY QUEEN, PRIMROSE, GOLDEN ROD and FLEUR DE LIS are packed in full weight, air-tight tin cubes—the most practical and satisfactory package for the Consumer.

From the finest product of the world the Teas are culled for these delightful packages—whose Trade-Mark guarantees unchallenged Purity and Superiority.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL.

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 05½
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07

SAN TOY STARCH.
pkges, cases 5 doz., per case.. 4 75
ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

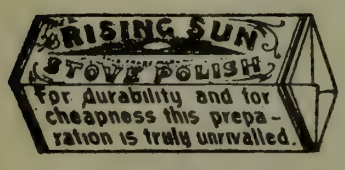
Culinary Starches—
St. Lawrence corn starch. 40 lb . 0 07
Durham corn starch, 40 lb. 0 06

Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb.. 0 06½
" 3-lb. cartons, 36 lb.. 0 06½
" 200-lb. bbl..... 0 05½
" 100-lb. kegs..... 0 06½
Canada Laundry, 40 to 46 lb..... 0 05½
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07½
" 1-lb. fancy, 30 lb..... 0 07½
" large lumps, 100-lb kegs 0 06½
Patent starch, 1-lb. fancy, 28 lb.. 0 07½
Akron Gloss. 1-lb. packages. 40-lb 0 06
Coldwater Ivorine Starch, per box, 40 pkgs..... .... 2 50

OCEAN MILLS.
Chinese starch, per case of 4 doz., $4, less 5 per cent.

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.
Barrels, 600 lbs..... 0 03 per lb.
Half-barrels, 350 lbs... ..... 0 03½ "
Kegs, 150 lbs..... 0 03½ "
2-gal. pails 25 lbs..... 1 15 each
3 " " 38½ lbs..... 1 60 "
Plain tins, with label— Per case.
2 lb. tins, 2 doz. in case..... 2 25
5 " 1 " " 2 55
10 " ½ " " 2 50
20 " ¼ " " 2 45
(5, 10 and 20 lb. tins have wire handles.)

SMALL'S BRAND—Standard.
5 gal. tins, per can..... 4 40
1 " " per case..... 4 90
" " " 5 45
" " " 5 70

LUCAS, STEELE & BRISTOL.
Empire Maple Syrup—
Cases 24, pts.. 2 50 Cases, 24 qts.. 4 80
Cases 12, ½-gal 4 80 " 6 gals.. 4 50
" 1, 5-gal 4 00
54 lots prepared up to 40c. rate.
Empire Golden Syrup—
Cases, 24—2's. 2 25 Bbls, per lb. 0 03
" 12—5's. 2 55 ½-bbl. " 0 03½
6—10's. 2 50 Kegs " 0 03½
3—20's. 2 45 Pails, $1.50 and $1.60
Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.
Barrels, 60 lbs..... ..... 0 03 per lb.
Half-barrels, 350 lbs ..... 0 03½ "
Kegs, 150 lbs..... .... 0 03½ "
2-gal. pails 25 lb..... ..... 1 15 each
3 " " 38½ lbs..... .... 1 60 "
2-lb. tins, 24 in case, per case .. 2 25
5-lb. " 12 " " .. 2 55
10-lb. " 6 " " .. 2 50
20-lb. " 3 " " .. 2 45

Teas.

MOTHER'S FAVORITE MELAGAMA TEA.

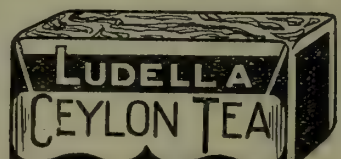
put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s.....	0 70	1 00
" " ¼s.....	0 55	0 80
" " ½s	0 42	0 60
" " 1 lbs. & ½s. 0 40		0 60
" " 1 lbs, & ¼s. 0 35		0 50
" " 1 lbs,. ½s & ¼s. 0 30		0 40
" " 1 lbs. & ½s.. 0 2½		0 30
" " ½ lbs..... 0 21		0 26
" " 1 lb..... 0 20		0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½s.....	0 21	0 26
Green Label, 1's and ½s	0 22	0 30
Blue Label, 1's, ½s, ¼s and ⅛s	0 30	0 40
Red Label, 1's and ½s.....	0 26	0 50
Gold Label, ½s.....	0 44	0 60



Blue Label, 1 s.....	$0 18½	$0 25
Blue Label, ½s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.
Japan Teas—
Victoria, hf-c, 90 lbs 0 25
Princess Louise, hf c, 80 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs..... ..... 0 19

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c..... $0 19
" " ½-lb., " " 0 20
Blue Label, retail at 30c..... 0 23
Green Label, " 40c..... 0 28
Red Label, " 50c..... 0 35
Orange Label, " 60c..... 0 42
Gold Label, " 80c..... 0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s..	0 20	0 25
Crimson "	1's and ½s...	0 22	0 30
Green "	1's and ½'s..	0 25	0 35
Blue "	1's, ½s, ¼s, ⅛'s	0 30	0 40
Bronze "	1's, ½s, ¼s...	0 36	0 50
Gold "	1's, ½s, ¼s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label, 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1 s and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb.....	$0 35	
" " 60 ½-lb....}	0 35	
" " 30 1-lb....}		
" " 120 ¼-lb.....	0 36	

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.....	$0 25	$0 30
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCHAU, Montreal.
Japan Teas—
"Condor" I 40-lb. boxes..... $....
" II 40-lb. boxes..... ....
" III 80-1b. boxes..... ....
EMD AAA Japan, 40 lb "at..... ....
" AA " 40 " ....
Blue Jay, basket fired Japan, 70 lbs.. ....
"Condor" IV 80-lb. " ....
" V 80-lb. " ....
" XXXX 80-lb. boxes.... ....
" XXXX 80-lb. " ....
" XXX 80-lb. " ....
" XXX 80-lb. " ....
"Condor" XX 80-lb. " ....
" XX 80-lb. " ....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s) 0 27½ ....
"Condor" Ceylon black tea in lead packets
Green Label, ¼s, ½s and 1s
60-lb. cases .....retail, 0 20 at 0 2
Grey Label, ¼s, ½s and 1s,
60-lb. cases .....retail 0 25 at 0 30

"Condor" Ceylon black tea in lead packets
Yellow Label, ¼s and 1s,
60-lb. cases .....retail 0 26 at 0 35
Blue Label, ¼s, ½s and 1s,
50-lb. cases .....retail 0 30 at 0 40
Red Label, ¼s, ½s and 1s,
50-lb. cases .....retail 0 34 at 0 50
White Label, ¼s, ½s and 1s,
50-lb. cases .....retail 0 40 at 0 6
Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.
No. 1 ..... per lb. 0 35
No. 2 ..... " 0 30
No. 3 ..... " 0 25
No. 4 ..... " 0 22
No. 5 ..... " 0 18½
THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai.
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ¼-lb caddies. All grades—eithe black, green or mixed

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.
Smoking—Empire, 4s, 6s and 12s.... $0 48
" Amber, 3s. and 5s..... 0 60
" Ivy, 7s..... 0 50
" Rosebud, 7s..... 0 51
Chewing—Currency, 12s. and 6½s.... 0 46
" Old Fox, 12s..... 0
" Snowshoe, 6½s..... 0 51
" Pay Roll, 7½s..... 0 56
" Stag, 10 oz..... 0 45
" Bobs, 6s. and 12s..... 0 45
" " 10 oz. bars, 6½s. 0 45
" Fair Play, 8s. and 13s 0 53
" Club, 6s. and 12s. 0 48
" Universal, 13s..... 0
" Dixie, 7s..... 0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.
Cote's Fine Cheroots, 1-10 .....$15
V.H C., 1-20..... 25 00
St. Louis (Union), 1-20 ..... 33 00
Champlain, 1-20..... 35 00
El Sergeant Premium, 1-20—1-40 ..... 55 00
J. C. Ol, Havana F. Finos. 1-20..... 75 00
Cut tobaccos.
Petit Havana, ½, 1-12—1-6 ..... 0 48
Quesnel, 1-4, 1-2 ..... 0 60
" 1-9 ..... 0 65
Cote's Choice Mixture, ½-lb tins..... 0 75
" " ¼-lb " 0 70
" " 1-lb " 0 65

Veterinary Remedies.

W. F. YOUNG
Absorbine, per doz..... $18 00
Absorbine, per dozen..... 6 00
Absorbine Jr., per dozen..... 9 00

Vinegars.

E. D. MARCHAU, Montreal. Per gal
EMD, pure distilled, highest quality.. $0 [illegible]
Condor, pure distilled..... 0 30
Black Swan 0 27½
Old Crow..... 0 [illegible]
Special prices to buyers of large quantities
White Wine, proof..... 0 32
" extra strength pickling 0 28
" XXX 0 25
" XX 0 20
" X 0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....$1 10
Gillett's cream yeast, 3 doz in case....1 10

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums

Prepared and packed by machinery, thus ensuring cleanliness and uniformity

Saves time, trouble and loss of weight.

These are some of the reasons for its popularity.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

Are You Looking for a Saleable Specialty

that will satisfy your customer and make money for you?

PATERSON'S WORCESTER SAUCE

exactly fulfils these requirements.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

The Best Canned Goods

RIVERDALE BRAND

Reasons For It.

The Lakeside Canning Co.

WELLINGTON LIMITED ONTARIO

Because---While there may be a land better adapted for growing the best Fruits and Vegetables, that land has not been discovered.

Because---Our factory is the most sanitary and up-to-date in the Dominion of Canada.

Because---Our experts are the highest salaried and highest skilled on the continent and because

RIVERDALE BRAND

retains all the succulent and appetizing goodness of ripe juicy fruit and fresh vegetables.

Can you meet the demand?

The Lakeside Canning Co.

The acme of perfection in Biscuits—

PERNOT'S BISCUITS

The most suitable for Christmas trade

BECAUSE:

They are the best.
They sell at a reasonable price.
They are packed in fancy and attractive boxes.

Prices will be sent on request.

We are in a position to quote best import prices on

Shelled and Unshelled Walnuts, Sultana Raisins, Figs, Dates

Leon Fontanel & Co.

4-6 St. James St., MONTREAL

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Awnings, Tents, Rope, Etc.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Beer—Non-Alcoholic.
Kops' Breweries, London, S.W.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Farmers' Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Lea Pickling & Preserving Co., Simcoe.
Napanee Canning Co., Napanee.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
American Computing Co., Indianapolis, Indiana.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Co., Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. L., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

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Hovell, A. J., & Co., London, W.C.

Delivery Wagons.
Abbott H. G., & Co., London, Ont.

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Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
Bovril Limited, Montreal.

Foreign Importers.
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Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec
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Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Underdown & Crichton, London, Eng.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

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Alexander Milling Co., Ltd., Brandon.
London, Ont.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
McFall, A. A., Bolton, Ont.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto

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Balfour, Smye & Co., Hamilton.
Bell, Thos., Sons & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Windsor, J. W., Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Holmes, W. G., & Co., Calgary, Alta.
Jarvis, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Standard Brokerage Co., Vancouver
Scott, Bathgate, & Co., Winnipeg.
Tew, Richard & Co., Toronto.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

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Improved Match Co., Montreal.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

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Crain, Rolla L., Co., Ottawa.

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Capstan Mfg. Co., Toronto.
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Dalley, F. F., Co., Ltd., Hamilton, Ont.

Polishes—Stove.
Morse Bros., Canton, Mass.

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Barnard Frank H., Toronto.

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Hillock, John, & Co., Ltd., Toronto.

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Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Mason & Hickey, Winnipeg, Man.
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Soap.
Canadian Castile Soap Co., Berlin, Ont.
Guelph Soap Co., Guelph, Ont.
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Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

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Canada Sugar Refining Co., Montreal.
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Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P. & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Branson & Co., Ltd., London, Eng.
Ceylon Tea Association, New York.
Codville-Georgson Co., Winnipeg
Ewing, S. H & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
Lipton's Tea, Toronto.
Nishimura, Shaw T., Montreal.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Robertson, John & Son, Montreal.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

Veterinary Remedies
Young, W. F., Montreal

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Purnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.

Washing Compound.
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware
Stevens-Hepner Co., Port Elgin

Wrapping Paper. Paper Bags, Twine, Wood Dishes, Etc.
Canada Paper Co., Toronto.
Thorne, A. M. & Co., Toronto

Yeast.
Gillett, E. W., Co., Toronto.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

WILLIAM GALBRAITH & SON

Wholesale Grocers

80 AND 82 ST. PETER ST., - - - MONTREAL

"CANADA'S PRIDE" CANNED GOODS

THE BEST IN THE WORLD

"HOME SWEET HOME" CEYLON TEA

TRY IT

STONEWARE JARS

of every description and size.

Special shapes to order.

The TORONTO POTTERY CO.
LIMITED
Toronto, Canada
Write for Catalogue

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, - ONTARIO

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week – therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER.

The Best Grocers make a point of keeping it always in Stock.

For absolute purity and greatest effective strength in sodas

"Cow Brand" Baking Soda

stands unequalled and unapproachable.

Its use by the housekeeper insures best results in her baking. Its sale by you insures the housekeeper's confidence.

Put up in ***packages only.***

CHURCH & DWIGHT
Manufacturers
MONTREAL

MINCE PIES

MADE FROM

Wethey's Condensed Mince Meat

are what your customers want.

Have you got this line in stock?

Every day you are without this Mince Meat you are losing profits you might just as well have.

It is a ready seller.
It is a steady seller.
It is a repeat seller.
It sells when other brands do not sell.

All Jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES

"EMPIRE" Brand

You know and we know that

CANNED GOODS, FRUITS and **VEGETABLES,**

are short this year.

See what **The Globe** of Sept. 6th says re shortage in grains, etc.

4 free phones
USE THEM.

If you have not bought, better do so **now.**

"A word to the wise," etc.

LUCAS, STEELE & BRISTOL,
Wholesale Grocers,
HAMILTON, - - - - ONTARIO

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 20, 1907. NO. 38.

You'll be asked for

Robinson's Patent Barley

This most healthy and nourishing food for children is having a steadily increasing sale among grocers. Druggists used to sell it exclusively, but as it is a **food**, should be sold by grocers. The profit is a good one. Why not make it?

Write for sample and particulars, or ask your jobber for it.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, **Montreal**

Your Profit Has Always Been Good

on **Edwardsburg Starches and "Crown" Brand Corn Syrup**

THE gradual and heavy advance in the price of corn during the past six months, and the prospects of a still very much higher price in same, has forced us to make an advance in the price of our products. This advance will enable you to secure a better profit, as it will prevent the sale of Syrup and Starches at close margins of profit. See the new schedule of prices in this week's issue of The Canadian Grocer.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East TORONTO, Ont.

Works, CARDINAL, Ont.

St. James Street MONTREAL, P.Q.

Xmas Plum Puddings in Bowls

prepared by **CROSSE & BLACKWELL,** Ltd., London, England.

These puddings in bowls will appeal to those who **DISLIKE GOODS PACKED IN TINS.**

High Grade goods, cleanliness in manufacture, rich fruity flavor, these puddings will suit your customers. Try them. An order with your wholesale house will bring them to you.

CROSSE & BLACKWELL, LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS:

C. E. COLSON & SON,

MONTREAL.

When in Doubt Buy These Goods

Fry's Cocoa and Chocolate

Contain no injurious drugs, or chemicals, or factitious flavorings. Absolutely pure and hence of greatest strength. Sold and known the world over as "strongest and best."

When in doubt buy *"Fry's."*

Cox's Gelatine

The oldest and most reliable Gelatine produced. Sure in results—quality never varies. The Gelatine that makes the housekeeper a firm friend of the store.

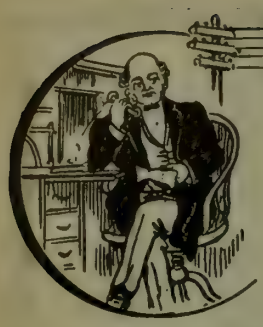
When in doubt buy *"Cox's."*

Codou's Macaroni

Made only from the real Taganrog (Russian) Wheat. No other wheat produces such good Macaroni. Not the cheapest but the "best."

When in doubt buy *"Codou's."*

SOLD BY LEADING WHOLESALERS EVERYWHERE.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. — Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad." Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 — BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. — DETROIT, Mich.

Green Apples
IN
CAR LOTS
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

SWIFT'S
"SILVER LEAF" LARD
The Standard of Quality
Anderson, Powis & Co.
Toronto Agents
15 Wellington St. East

TORONTO.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

A. G. STUART
Commission Broker
Correspondence Solicited
P.O. Box 1163, Vancouver, B.C.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

TWO SNAPS

For quick buying and subject to being unsold. We offer

New Australian Lexia Raisins

Fine, clean, light colored, dry fruit, exceptionally good quality

Boxes, 28-lbs.....7½c.

Singapore Pineapple

Whole Pines, fine quality, cases 4 doz., 95c. doz.

You'll have to hurry to get in on these. Don't wait, but send us your order at once.

The EBY, BLAIN CO., Limited

Wholesale Grocers **TORONTO**

Your Tea Sales

The Grocer's "goodwill" depends largely on his tea trade: Consumers are very critical of the "cup that cheers," and judge the grocer and all his goods by the quality of the tea he sells. It is therefore imperative that his teas should be of such "stand out" character that he can meet all opposition.

We know that competion is very keen and we have always recognized that the retailer has no easy task in combating the attack on his tea trade.

We are a solely Wholesale House, and rely entirely on the Retailer for our trade, and thus his interests and ours are identical. It is therefore to our advantage to help the Retailer, and as our sales this year have shown a very large increase, we feel sure we can help many a Retailer to likewise increase his sales in both Package and Bulk by handling our teas. Write us for samples and prices, and be convinced of the exceptionally fine quality we can offer you.

BLUE RIBBON TEA CO., Limited

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

Joseph Carman. Est. 1887. Will H. Escott
CARMAN-ESCOTT CO.
GROCERY BROKERS
WINNIPEG, - MAN.
Sell wholesale trade exclusively. Highest possible reference. Reliable accounts solicited.
722-723 Union Bank Bldg. Phone 493

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABRIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

QUEEN CITY WATER WHITE OIL
GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.
FOR SALE BY ALL DEALERS

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT.
Special Attention to Advertising

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

BUSINESS CHANCES

Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

DON'T BE SURPRISED

if there is a **scarcity** of all kinds of Canned Goods **this Fall.** Season is very backward and freakish.

The **Wise** Grocer is placing his **entire** season's order **now.**

He is **insisting** upon getting the products of the **CANADIAN CANNERS, Limited,** as same are

Guaranteed as to Quality

Brands are :—

"Aylmer," "Little Chief," "Auto," "Log Cabin," "Horseshoe," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River," and **"Whit Rose."**

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Repetition AND Reputation

The Profit is Good

The Freight Prepaid

The Sale Guaranteed

As is well known we are constantly REPEATING that the good REPUTATION of "SALADA" is of continental knowledge.

The sale is by long odds the largest of any tea in America, and is increasing enormously.

The first eight months of this year, as against the corresponding period of 1906 (all branches combined) show an actual increase of 22¼ per cent., which is a record we are proud of.

QUALITY MUST and WILL PREVAIL

Samples and Wholesale Terms on enquiry—

Address "SALADA," Toronto, Montreal, New York, Etc.

Your Trade For

OLIVES

is 100% larger now than 10 years ago. People are using them more freely. The taste for this table delicacy grows on users. The increase in the Canadian trade is largely due to

ROWAT'S

Brands of

OLIVES

The finest selected Spanish Olives only are packed - all sizes and varieties of styles.

Ask your jobbers' travellers for a trial lot. It will be

Rowat's Olives

always after that.

The pickle of the people is the

STERLING

BRAND

PICKLE

A Canadian-made pickle, of best selected Canadian vegetables, made in a factory with all facilities and equipment for the manufacture of choicest goods.

Buy from your jobber or direct from the manufacturers.

The T. A. LYTLE CO.

Limited

TORONTO, - CANADA

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street.
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - -	KINGSTON
GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
CARMAN, ESCOTT CO. - -	WINNIPEG
C. E. PARADIS, - - - -	QUEBEC

When Ordering

Valencia Raisins

Remember these Marks—

"M.D.&Co." Special Fancy Quality
"W.Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

Packed by

Mahiques, Domenech & Co.

Agents: ROSE & LAFLAMME
Montreal and Toronto

A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRANDS Preferable

Saleable TRURO QUALITY BRANDS Profitable

Truro Condensed Milk Co., Limited
TRURO, N.S.

"O.K."

REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatels,	from Malaga	**Raisins,**	from Valencia
Cane Sugar,	from West Indies	**Mangoes,**	from West Indies
Oranges,	from Seville	**Ginger,**	from Jamaica
Red Peppers,	from Zanzibar	**Capsioums,**	from Zanzibar
Nutmegs,	from Penang	**Mace,**	from Penang
Cloves,	from Penang	**Cinnamon,**	from Ceylon
Tomato Puree,	from Italy	**Carlics,**	from Italy
Shallots,	from Channel Islands	**Soy,**	from India
		Lemons,	from Messina

Virgin Malt Vinegar

A select proportion of the above constitutes the delicious *"O.K."* Sauce.

$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd

MASON'S 'O.K.' SAUCE

Medals and Diplomas: *London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.*

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED BY McTavish & Worts,
74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,
LONDON, Eng.

Telephone. Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

LEA'S

THE PICKLE WITH THE HOME-MADE FLAVOR

REMEMBER, YOU HAVE ONLY TWO WEEKS TO TAKE ADVANTAGE OF OUR 5 PACKAGE DELIVERED OFFER.

PACKED BY

The Lea Pickling & Preserving Co.

SIMCOE, - ONTARIO

"WAGSTAFFE'S"

Fine Old English Xmas Plum Puddings

in porcelain bowls, packed 1 doz. in case,
2 sizes, to be retailed at 50 and 75 cents.

Our Celebrated Mincemeat

and

Plum Puddings

Will be ready for delivery on October 1st. Get your orders in early.

Our New Season's Jams, Jellies

and

Sealed Fruits

are now in hands of the jobbers.

The name WAGSTAFFE on the label is a sure guarantee of quality.

WAGSTAFFE Limited

Pure Fruit Preservers

HAMILTON - - CANADA

E. NICHOLSON.

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION.
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS:

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY **WINNIPEG** **EDMONTON**

ESTABLISHED 1882.

The Woman That Said to her grocer, "Mr. Smith, I've brought back these canned goods because they're bad," had not been served with **Old Homestead Brand.**

Do You Fully Realize that when you sell canned goods to a woman she holds you responsible for the quality? It's a fact. If you sell a thrifty housewife a bad can of peas she blames you—not the canner. She wants you to take them back.

The Incomparable Quality of our goods, however, will make hosts of friends for you, but never an enemy. Every can of **Old Homestead Brand** which passes over your counter is a friend-maker. No customer who has ever tried

OLD HOMESTEAD BRAND
OF CANNED GOODS

has ever gone back on them. The reason is as clear as the light of day. **Our splendid factory** has every appliance that science can suggest to turn out canned goods of the highest grade. **Expert inspectors** go over every piece of fruit and vegetable. Anything with the **slightest taint** is at once **absolutely rejected.** No bruised or over-ripe fruit or vegetable ever gets into a can on which is the label of **Old Homestead Brand.** It is the brand of **Canned Perfection.** The verdict of thousands of Canadian women is that **Old Homestead** is the brand of **Purity.**

Then, Just Think of Your Profit!

The Old Homestead Canning Co.
PICTON, ONTARIO

TAPIOCA

Yes. We have it. If you are in need drop us a card.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Purest and Best

Windsor Salt

In order to avoid delays incidental to car shortage, we beg to suggest that orders be sent as soon as possible.

The Canadian Salt Company, Limited

Windsor, Ont.

JAPAN TEAS

"I can now submit you several suitable samples at suitable prices on receipt of your commands."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

From May to September

The crop of Japan Teas is gathered and we now know that it has this year been far short of last, itself only 32 millions of lbs. We have made big purchases in good time and we can maintain our quotations on

CONDOR

XX, the best at.....**18½**c.
XXX, at.....**20**c.
XXXX, at.....**22½**c.
V, at.....**25**c.

Arriving Ex. Str. ***"Autilochus"***

100 H/c Japan Condor V, at.....**25**c.

Ex. Str. ***"Minnesota"***

94 H/c Japan Condor XXX, at.....**20**c.
30 H/c Japan Condor V, at.....**25**c.
60 H/c Japan Condor XXXX, at....**22½**c.
40 H/c Japan Sifting Condor **29**, at **10½**c.
28 H/c Japan Condor X, at.....**30**c.

IN STOCK:

161 Chests Ceylon Green Hyson I, at.....**18½**c.
This is a "Letchmi" of the finest draw.

Our Specialty is of High-Class Goods

Our **EMD** Spices
Our **CONDOR** Mustards
Our four grades of **VINEGARS—one quality, four strengths—** are the best and purest offered.

OUR COFFEES are the best values on the market. They are our own ***selecting, blending*** and ***roasting.*** We turn out the most perfect Coffees in the cup. Whole or pure ground. ***Give them a trial.***

Our **Imperial** blend at **15**c. is not beaten.

Plantation,.....**18½**c
Special,.....**20**c.
N. T. S.,.....**22½**c.
Old Crow,.....**25**c.
M. C. S.,.....**27½**c.
Condor,.....**30**c.

Madam Huot's Coffee—1-lb. tins **32**c., 2-lbs. **62**c.—pure, rich, creamy.

The E. D. Marceau Co., Ltd.

MONTREAL

PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells ***the best.*** You will find the ***market leader*** in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing ***Order Without Delay***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair** st. **Louis, Mo., 1904.** Proven the **purest** and **best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

IS THERE MONEY IN THE BRAND?

That's naturally your first question when asked to stock any brand of goods on the market. Well, as far as my brand of Jams and Jellies is concerned I refer you to 90 per cent of the grocers in Canada. They say that

E. D. S. Brand
JAMS and JELLIES

is distinctly the greatest money maker on the market. They go on to assert that ***"E. D. S." Jams and Jellies*** are the wholesomest and best on the markets of the Dominion and—

I can prove the truth of their assertions by government documents.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms,
WINONA, - ONTARIO

Kops Ale and Stout
(NON-ALCOHOLIC)

Are prepared from ingredients of undoubted purity, and the bitter principle is derived from the finest hops. The ALE has a delicious and appetizing aroma, and is an agreeable salutary bitter, and whilst they both will be found to act as tonic stomachics and aids to digestion, they are so free of alcohol that they will be found a veritable boon to total abstainers. Sufficiently aerated to make them pleasantly sharp.

HAVE YOU TRIED THEM? IF NOT, DO SO AT ONCE.

By introducing them to your customers you are likely to create steady demand and permanent trade in a very profitable line.

LET US SEND YOU PRINTED MATTER and FURTHER PARTICULARS

KOPS BREWERIES, ***LONDON, S.W., ENGLAND***

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris, - -	Denia
P. G. Barff & Co., Ltd., - -	Smyrna
D. S. Parthenopulo, - -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS BELL, SONS & CO., Montreal

HAYCASTLE

and PARADISE

CURRANTS

The choicest growths from the most favored Districts in Greece.

We have new selected **Valencias** in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

IN STOCK

Canned Peaches

FOR PROMPT SHIPMENT.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

"Keep Up with the Twins"

"Keep Up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK CO., - MONTREAL

For Toilet and Bath

You will find our Soap unexcelled in Purity, Quality, etc. . . . .

We are offering liberal terms to the trade

SAVONS FRANCAIS, C. Pagnuelo, Manager. Office: 392 St. James St. Factory: 1653 Notre Dame St. E. **Montreal**

A Result of Study

We determined to make absolutely the best Laundry Soap on the market, and we spent considerable time and money in study. The result is

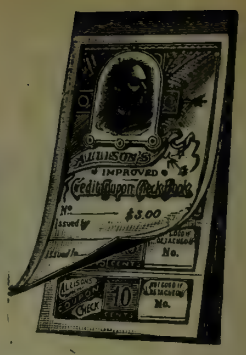
CANADIAN CASTILE SOAP

THE ONLY OLIVE OIL LAUNDRY SOAP

It pleases customers — Will make big profits

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

Allison Coupon Books



Are the ball-bearings that will make almost any business run smoothly. Here's how they work:

If a man wants credit for $10.00 and you think he is good for it, give him a $10.00 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with $10.00; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. Then he pays for the book and gets another one. No pass books, no charging, no lost time, no errors, and no disputes. Allison coupon books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

The EBY, BLAIN CO.
Canadian Agents

Manufactured by

ALLISON COUPON CO.
Indianapolis, Indiana.

Ridgways Celebrated Teas

Sold in ¼, ½, and 1 lb. Tins, also 3-lb. and 5-lb. Canisters.

Capital Household,	40c.	In very attractive tin packages
Five o'Clock Tea,	60c.	
Her Majesty's Blend,	1.00	

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To John Robertson & Son, Ltd.
41 Common St., MONTREAL
SOLE AGENTS FOR CANADA

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

YOU CANNOT DENY

that the more perfect the goods you handle the better your reputation. It is an indisputable fact that every complaint registered against you by a customer is a knock at your success. Why risk complaint. Handle only the

Farmer Brand
Canned Fruits and Vegetables

Then you will never have a customer trying to get his money back. Instead, he'll come back with more money for more **Farmer Brand.**

Farmer Brand is the best brand because it contains only fruits and vegetables of flawless quality, canned scientifically under sanitary conditions, which are unexcelled.

FARMERS' CANNING CO., Limited, **BLOOMFIELD, ONT.**

"BALMORAL"
Regd.
JAMS
are the best and finest on the market.
"BALMORAL"
Regd.
Pure Fruit Jellies

Red Currant, Black Currant, Gooseberry, Wild Bramble, etc., are simply delicious. Everybody says so.

J. W. WINDSOR
MONTREAL
SOLE AGENT FOR CANADA

STOCK THE BEST.
"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

For Prices and all Particulars write to

KIT Coffee Ltd., Govan, GLASGOW.

To be had in Montreal from Matheweon's Sons, 202 McGill St.

Sell Syrup in Hot Weather?

Why, yes! If you think the best is good enough to increase your profits and sales, give your jobber an order for

GOLDENETTE

Pure Cane Table Syrup

The purest form in which syrup can be used. Your money back if it gets sour in summer. Attractive packages.

Free samples to give to your customers. Put up in 2, 3-lb. tins; 5, 10, 20-lb. tin pails and barrels by

Imperial Syrup Company

Refiners of Natural Flavor Food Products

Montreal - - Canada

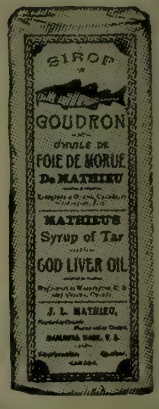
BOOST YOUR BUSINESS

The best and only way to give your business the permanent boost is to satisfy your customers—always.

For doing this, there's nothing like

Mathieu's Nervine Powders

because a headache cured is a permanent customer sure. (18 powders in every 25c. package.)



Quite a number of people take Mathieu's Syrup of Tar and Cod Liver Oil throughout the summer. A word to the wise is sufficient.

J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Get acquainted

with our now famous brands of

Matches

Get a bigger profit

by selling our "LAURIER" and "TOGO" brands.

Get wise to the fact

that we save you money on freight. This is a very important item with you. Write for particulars. Take time to drop us a post card.

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

THE KIND THAT SELL !

Grocers who believe in giving satisfaction as well as getting it will find it well worth their while to handle Essex Canned Goods, which have a reputation past the common for quality and flavor. The demand last year was away in excess of the supply and we were obliged to refuse orders. Some lines are already sold out this year, with nothing in sight to take their place.

No one employed in this factory but clean British Subjects.

The Essex Canning and Preserving Co., Limited

28 WELLINGTON STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

The Money-Making Grocer

is the man who handles customer-satisfying goods. The **enormous demand** for

2 in 1

shoe polish absolutely proves its value, both as a shoe polish and as a **profit-puller for you.** Don't let your stock of **2 in 1** run low. The demand is unceasing.

The F. F. Dalley Co.
LIMITED

Hamilton, Canada. Buffalo, U.S.A.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well-Known

CLIMAX SOAP

A HIGH-CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, etc.

NO PREMIUMS **PRICES RIGHT**

SAMPLES AND PRICES ON APPL'CATION

98 St. Charles Borromee Street, - Montreal

Rowley's Valencia Raisins and Almonds

Do you want to satisfy your customers?
Do you want to make a decent profit?
Do you want to stock the best goods?

F. W. ROWLEY — *Canadian Standard—Quality Extra Fine—Valencias*

F. W. ROWLEY — *Finest Valencia Shelled Almonds*

F. W. ROWLEY — *Superior Onions*

S. BODI — *Finest Selected*

F. W. ROWLEY — *Superior Oranges*

These are the brands recognized as the standards for years, and it is pretty safe to stock them in such belief.

You take no risk in ordering these brands, but insure an increase in your business.

How About Shelled Almonds?

In 14 lb. and 28 lb. boxes.

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents: **Wm. C. Christmas, 22 St. Francois Xavier St., Montreal**
Eugene Moore, 402 Spadina Avenue, Toronto
Crant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

Every pound of

CRYSTAL GRANULATED SUGAR

is guaranteed to be unsurpassed by any sugar in the world for **PRESERVING PURPOSES.**

Insist on getting CRYSTAL granulated.

MANUFACTURED BY THE

Wallaceburg Sugar Co.

LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg.

DELAY IS COSTING MONEY

When a Fixture Saves Its Cost the First 90 days, CAN YOU AFFORD TO WAIT?

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day.

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., Indianapolis, Indiana

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

Tartan BRAND

SIGN OF PURITY

Just received a new consignment of

TARTAN PICKLES

packed in 10oz. and 20oz. bottles, patent glass stoppers. We have had a large sale for these Pickles, which are packed specially for us in the old land. One trial order will convince you that they are the best goods packed. **Also Rowat's Malt Vinegar** in decanters to retail at 10cts. **Special values in all kinds of Rice. Have you sent your order in for Wagstaffe's Goods? Do not delay.** For price or information see our travellers or **phone 596, free to buyers.**

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

QUICK RETURNS !

It's the "Come-again Quality" coffee that ensures quick returns. Take "CAMP" Coffee for instance—the housewife sees it advertised—hears it talked about—tastes it at the table of a friend—and decides to buy it as one of the necessaries of her household. All these outside influences bring her to your counter asking for

"CAMP" COFFEE

Be ready for her—"CAMP" is the "buy-and-come-again coffee." Every bottle you sell adds to your business reputation.

Sole makers—R. Paterson & Sons, Coffee Specialists, Glasgow

Agents: ROSE & LAFLAMME, Montreal.

"ROYAL CROWN"

Witch-Hazel Toilet Soap

The soap that backs up good advertising with good quality—and pays the grocer good profits.

Write for prices.

The ROYAL CROWN Limited, Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St. Montreal Agent for Quebec and Lower Provinces

TODHUNTER'S BRANDS

are brands that advertise your store as one handling the best goods put up

Here are a few of our leaders:—

Todhunter's "Excelsior" Coffee, 1 lb tins
" "Our Own" Blends
" Century Cocoa, 2 sizes, to retail at 10c. and 25c.
" Chocolate, T. & M. Plain, ¼s and ½s

Todhunter's Pure Cream Tartar in 10c. and 25c. tins
" Herbs, finest fresh and new pack

Todhunter's Flavoring Extracts, all sizes and flavors; unsurpassed
" Jelly Powders
" English Mustard, ¼ and ½ lb. tins

YOU WILL WANT THESE GOODS RIGHT NOW WRITE FOR PRICES. PROMPT AND CAREFUL SHIPMENT.

TODHUNTER, MITCHELL & CO.
TORONTO, ONT.

100% PURE

St. George's Baking Powder

Makes Light, White Biscuits Cake & Pastry.

THIS IS THE POSTER APPEARING ON THE BOARDS THROUGHOUT THE WHOLE COUNTRY TO HELP THE GROCER SELL ST. GEORGE'S BAKING POWDER.

MOLASSINE MEAL

"The food of the century"

FOR HORSES, CATTLE AND POULTRY

Try a sample box of

MOLASSINE DOG BISCUITS

Sole Importer

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

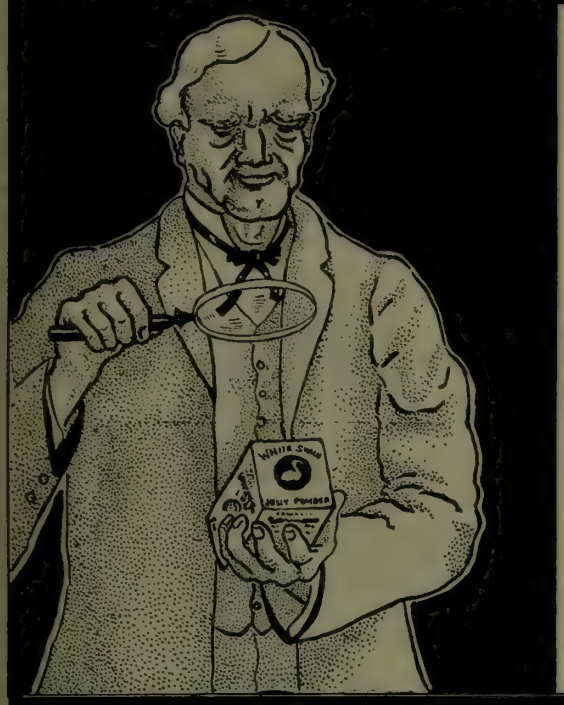
Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

A CLOSE SCRUTINY



Search with a magnifying glass, but you won't find anything better than

Greig's White Swan Jelly Powder

That's why so many merchants all over Canada will have no other line on their shelves, and why so many housewives insist on being served with it and none other.

Made from the finest gelatine and powdered sugar and flavored with Greig's flavors—famous for quality—it is impossible to produce anything better, purer or more wholesome.

Fifteen different fruit and wine flavors to choose from.

Put up in handsome counter cartons of one dozen. It's time to sort up your Fall stock.

THE ROBT. GREIG CO., Limited
TORONTO

GREIG'S **White Swan** BRAND

How to Make Your Business Grow and Yield More in Actual Cash Returns

Make it your business to stock only those brands of groceries and provisions which will add to your reputation. There may be divergencies of opinion about some lines, but when it comes to ***Canned Fruits*** and ***Vegetables*** there can only be one opinion—Stock

Burlington Brand

There are reasons for the superexcellence of our Brand—reasons known to most grocers—reasons which all should know. The best fruits and vegetables—only the best can reach our canning department—our factory is peerless and our processes do not spoil fruit and vegetable goodness.

Burlington Brand is simply the superexcellence of Fruits and Vegetables in cans. The demand is great. Can you meet it ?

The Burlington Canning Co., Limited, Burlington, Ont.

WANTED

A Capable Managing-Editor

THE CANADIAN GROCER wants a Managing-Editor. It wants a thoroughly capable man—a man who is live, full of up-to-date ideas and one who understands the newspaper business from the riglet box to the editorial chair. Furthermore, it wants a man who is thoroughly conversant with the commercial situation in Canada.

We realize that this is a big want. Not every one can fill the bill, but we're willing to pay at the outset $2,500 a year to the man who can do so. The right man can eventually make his place worth $5,000.

If you think you are this man we want to hear from you, with your experience and qualifications—by letter only.

This appointment may be considered one of the prizes in Canadian Journalism. THE CANADIAN GROCER has for many years been recognized as the authority on the Foodstuff Trade, and its reports have been accepted as final by the Courts of Law, Arbitrations and by official statisticians. The Managing-Editor will be expected to still further strengthen the position of the paperin this respect.

The MacLean Publishing Company

232 McGill Street, - - Montreal
10 Front St. East, - - Toronto

MATHEWSON'S RED VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

Bee Brand Jelly Powders

Six for 25 Cents

Strawberry	**Pineapple**
Raspberry	**Cherry**
Lemon	**Nutto**

These are the six flavors of Bee Brand Jelly Powder mostly in demand. We can supply you with any other desired.

You should handle these lines if you are looking for more profit.

Write us to-day for a trial lot if you have not found out what business-getters these lines are.

Snowdon, Forbes & Co.

— MAKERS —

449 St. Paul St. · Montreal

Packers!

The Government insists upon pure food and sanitary factories.

Commence right by using clean, sanitary cans, the kind that is to be depended upon, made by

ACME CAN WORKS

Montreal

You can improve your pack still more by using ***Acme Cans,*** made of ***extra coated tin plate.*** Cost is a little greater, but the quality is there, indisputable evidence that it is worth while. In the long run the best pays.

Secure the best. In this case, ***Acme Cans, extra coated tin plate,*** are the best.

Do not experiment.

Prunes Prunes Prunes

Have just taken into store car of Griffin and Skelley

PRICES RIGHT.

WARREN BROS. & CO. Limited

TORONTO

PHENIX
WASHING POWDER

You have not to look far to find the reason for the phenomenal success of PHENIX WASHING POWDER.

The special process by which it is made ensures its being as near perfect as a cleanser as it is possible to make it.

It is warranted *the best* on the market; we have every faith in it; the manufacturers have, too; they have copyrighted the process of manufacture.

Do not accept substitutes.
Sell Phenix and be safe.

Sole Distributors for Canada

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

Pride of Canada Maple Goods

Inferior Maple Syrups and Maple Sugars may pay the grocer who handles them once or twice, but the public soon find out the genuine.

ADOPT THE SAFE POLICY

Sell only the **real, genuine, reliable** brand Maple Syrups and Maple Sugars,

PRIDE OF CANADA.

IT PAYS.

The Maple Tree Producers' Association
WATERLOO, - QUE.

The Safe Policy

THE MONEY VALUE OF APPEARANCE

You know, Mr. Grocer, how much a good appearance has to do with creating the best class of business. We know, too. So we have given

SHIRRIFF'S **Highly Concentrated Pure Fruit Essences**

an appearance worthy of their high quality. Although they don't stay long on your shelves—being such quick sellers—while they are there they add to your store's appearance.

THE IMPERIAL EXTRACT CO. ***18-22 Church St. TORONTO***

NEW VALENCIAS

Have we your order?

If not, order at once through our travellers or wire at our expense.

Due in a few days—

Trenors, Blue Eagle, Finest Selected Valencias

JAMES TURNER & CO., Limited, Hamilton, Ont.

AN INFLAMED TENDON
NEEDS COOLING.
ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. $2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

You'll Save

a mighty lot of time, trouble and mental worry—as well as considerable money, by using

Toledo Computing Scales

Isn't that worth investigating? Write us about it.

The Toledo Computing Scale Co., Hamilton, Ont.

Vinegar

The only vinegar to buy is the one that keeps the trade; not the cheapest, nor widest advertised, nor best labelled, but the one that brings your customers back for more.

It's the Repeat Orders You Want

White, Cottell's Delicious Natural Malt Vinegar

exactly suits the popular taste—for pickling or for table use. Try a sample lot.

White, Cottell & Co., WARNER RD., CAMBERWELL, **LONDON, ENG.**

PLEASURE OR PROFIT ?

Some grocers seem to be in business for their health.

They appear content to handle goods for the fun of turning them over. "Anything to get trade."

A policy of this sort is senseless and destructive, and will eventually ruin any business.

The Modern Grocer.

I pride myself on being somewhat aggressive. I like to be in front or near it. I like to think that I am doing my share of setting the pace. And no man can occupy such a position or try to lead in this way without offending some others in his own line and running up against many who do not agree with him. I stop to think over this at times and try to see wherein I am wrong, if I am wrong, or how the other fellow is at fault, or takes the wrong view. In order to be aggressive, or be in front, or set the pace, a grocer must break away from hard and fast prices and occasionally depart from what some of the brethren will surely hold are the only truly logical rules of the retail grocery business. But I question whether I depart more radically than do many of those who are ready to find fault.

Here's something that happened a few days ago: A salesman comes in who asks me if I need anything. I do not, and he proceeds to see if he can create an artificial want or two. In feeling around, he finally says: "I see you have some of that Red Anchor Salmon—a good fish that, and I can make you a very low price on it. I can sell you that salmon so that you can make a leader of it at 15 cents. The regular list on it to-day is $1.70, but I can put it in to you so it will net you $1.55 with the cash discount." Not being interested in salmon, this remark did not "take hold" of my inner consciousness—I hardly noticed it, for I was looking after the work going on in my store and thinking of other things. But, as the selling drawl kept working on my nerves, it gradually struck in and I began to "take notice." Suddenly, then, I turned to the salesman: "$1.55 did you say? and sell at 15 cents a can?" He nodded. "Not here, Mr. Van Dyke, not here. You will have to go to some of my good friends who are continually telling about Johnson and his 'ruinous cut prices' and sell them some of that fish to hand over to their customers at much less than it costs them to do business. Why, do you know what I am getting for that salmon? Go and look, and you will see that not a can is sold for less than 19 cents, and, by the dozen I get $2.25 for it. Yet it cost me much less than the figure you now name to me. It strikes me that if all my worrying friends would study their own business sufficiently to know a little about it and thereby learn to get a profit on their goods, not being so mad after opportunities to buy 'leaders' they would have less to talk about!"

And is it not true? Is there any sense in buying goods to sell at a margin less than 10 per cent. on the selling end of the deal? There most certainly is not. I further said to my salesman friend: "I am dropping out the Red Anchor brand, and your people's private brand, and all the so-called well-known brands I know of, with the exception only of some which are in absolutely imperative demand. Why? Because every one of them is cut to pieces. Not long ago I got in a 'future' on the Jamestown brand. I took the time to call up the seller and ask what it was retailed for. He told me 20 cents. Costing me $1.80, I certainly could not sell it for less than 20 cents, so I agreed; but I put in the proviso that, if I learned of others cutting it, I would follow the cut. Sure enough, not two weeks had passed when I found a man who was selling it for 18 cents and giving two cans for 35 cents. Not for me. I met the cut and dropped the brand. I will not handle goods for the fun of turning them over."

Genuine "Leaders."

Truth is, you do not need to buy leaders. You can find them any day in your stock. Look over the goods and pull out the stickers. Put these out in front, push them, advertise them at 'way down figures—cost, or below, if need be. That will clean out your stock in good shape and at the same time enable you to stir up a lot of interest. And you need not fear that you will ever run out of those things; for, try as we may to avoid it, we all get stuck occasionally and I fear will continue to get stuck a sufficient number of times to keep up the supply of things we shall be always glad to sell "regardless of cost." And right here is my justification for cutting. We get the goods and it is good business to unload them promptly, get the money out of them and start over. You will make more that way than by holding onto them and letting the capital rot itself out. Get rid of them—clean 'em out—be ready for live stock and good offerings. That is the way to turn defeat into victory.

Another excellent way to get leaders is to LEAD! For instances, along comes a fellow with a new thing. Say it is Dr. Price's Jelly Dessert. It is "the same thing" as the half-dozen other successful ones in the field, except that we may notice that it is put up in more flavors and may therefore be a better seller. It is offered under a deal whereby we sell one package and give another with it. Then the maker pays us full retail price for the freely-given package. Here, now, is the chance for the quick actor. He gets out after the business by offering the one package for 9 cents, and advertising his offer, each package bought to carry one free along with it. What has he then done? He has got 19 cents for two packages—a merely nominal cut; he has sold a lot of the goods, seemingly at prices much lower than others could make, and he has been a leader in the most obvious sense, for he has got there first, ahead of all the others, and he has stirred up a good business interest among buyers.

Get Your Profit.

These opportunities are coming along so often that the man with the "git up and git" to seize the chance when it comes his way can almost always make a leader out of a money-making commodity every day. For the rest he can cull his stock out as I have suggested.

It is, indeed, not a matter of regulation, legislation, association or co-operation, as the word is commonly understood. It is a matter strictly of education. We must learn that inevitably two plus two makes four, and that each of us must make his own margins. As the druggist said to me years ago: "We do not live on the price; we live on the margins!" True for you, old boy! And it is time the grocer learned that it is not in selling $300 worth of goods in a day that money and success are made. It is in selling whatever you do sell, let it be much or little, at a profit over what the goods cost, plus expense. Let the grocer say to himself truly what my good friend who wrote us what was published last week, said; that the grocer aims to get just about so much whether he sells to Mr. High Price or Mr. Simple Life, and then let the grocer have the nerve to do as he says.

Do you know that dried apricots costing 20 cents a pound cannot be sold profitably at 25 cents? Well, you should know it, and you should get 27 cents for them. On the other hand, you may know that sugar on a gross margin of 10 per cent. is a fine thing for the grocer to handle. And now why are these things so? Because the apricots waste very much in quality, in sampling, in weight, through shrinkage. Besides that, you sell one pound, and often half a pound of such fruit. You deliver the article which you sell for 13 cents, or even, in the west, 15 cents, at a cost to you of about 7 cents to 10 cents. But with sugar it is different. The waste, shrinkage, and even overweights, amount to very little, while it is the exception for you to sell any quantity less than 50 cents' worth and more often it runs into the $1 package. Then again, sugar is nearly always bought along with other goods. The point of difference comes in the nature of the goods. At present "cots" are a luxury and as such must pay luxurious profits—don't forget that, and don't forget the "margin!"

TRADE NOTES.

J. Walley & Son, general store, of Birtle, have sold out to Hough & Wickware.

Charles Jeffrey, groceries and crockery, of Blenheim, has sold to J. B. Little.

Wm. A. Hazlett, grocer, of Vancouver, has been succeeded by J. D. Miller.

Fitzgerald & Duncan, groceries and drugs, of London, have been succeeded by Duncan Bros.

EFFECTIVE WINDOW DRESSING

A Winnipeg Store's Strong Tinned Goods Display—Some Hints to Card-Writers—Ticket Everything in the Window.

I. J. Davis, whose store is at the corner of Notre Dame and Spence streets, Winnipeg, is responsible for the window shown on this page. Mr. Davis, apparently, did not dress the window himself, though he has no reason to be ashamed of it on that account. It was put in by Geo. D. Sinclair, city representative in Winnipeg for the E. W. Gillett Co. This type of window is now well known in pretty nearly every town and city in Canada, and most grocers have a Gillett window display at one time or another.

The window shown here is a typical example of a strong effect produced by simple material. The articles used are a few signs, pictures, and several dozen tins of lye. The picture, in fact, might well have been omitted without detracting from the general effect. It bears no relation to the article displayed, and serves no purpose but that of distracting attention. For the rest, the window, while not in any way remarkable, serves its purpose admirably, and, as such, may be labelled a success. Mr. Sinclair tells us that it resulted in the sale of every tin of baking powder in Mr. Davis' store within three or four days after the window was dressed; and further, that these sales were made for the most part to casual passers-by, who were not regular customers.

A Winnipeg Window—T. J. Davis' Store.

THE CARD WRITER.

Tea and Coffee Journal

The card writer is indispensable.

Everything in the window must have a price ticket on it.

Everything you display on the floor and on the counters must speak right out. If the card writer knows his business he won't wait for copy. The manager must let him understand it.

A fly-specked or a greasy ticket is worse than none—almost.

He must pick them off and replace them without being told.

A card must be on the desk of each cashier informing people the department for which she makes change. He must have his fish bulletin ready every Thursday night.

It's his business and his privilege to follow up the ads. and the ad. man. He must be able to make a frame and cover it with heavy manila paper. A dozen of these ought to be in reserve for the Friday and Saturday specials.

This is the effectual follow-up scheme for the retail grocer.

He must know the elementary end of electricity; be able to rig up fifty incandescent lights for the window. That's the kind of a card writer to have.

His work must have no frills to it. The outside signs, especially, must be read at a glance by the people passing on the car and by passers-by on the other side.

Good idea to have the initial letters and the price in red; the rest black. Avoid the use of colors on the glass. Let him keep the lettering on the brass signs in shape.

If he doesn't know how, the maker of the sign will tell the firm.

Tickets on everything. That's the game. Every kind of fresh vegetable. Every kind of fresh fruit. "Numbers" on every piece of meat and every fish.

Buy your wire sign holders by the gross. They should be in charge of the sign writer. This man should never write a sign Saturday, but should keep out on the vegetable department or do relief work in other departments.

A CHINA WINDOW.

J. A. McCrae & Son had a fine window display last week, which reflected credit on the designer. It was neatly draped with long curled strips of pink crepe paper, in front, and on the sides, the electric globes shaded with the paper, also throwing a pink light. In the centre was a neat display of Darby ware, also a sign reading:

Royal Crown Darby Ware.
The manufacturers have had the proud distinction of catering to the tastes of the Crown family and nobility since 1770.

THE CANADIAN GROCER

Established - - - - - - 1886

The

MACLEAN PUBLISHING CO.

Limited.

JOHN BAYNE MACLEAN - - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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THE NIAGARA CANNERIES.

The report of Dr. Hodgetts, Provincial Health Inspector, recently issued, censuring sanitary conditions in connection with some of the Niagara canning factories, has aroused considerable comment throughout Canada. The Grocer, feeling that the matter was too serious to be passed over, and recognizing that the general acceptance of such facts would in all likelihood mean a serious blow to the canning industry of Ontario, determined to investigate the conditions complained of. A member of the staff was sent to the district early in the week. He visited every canning and preserving factory in that section, made a thorough and impartial inspection of the factories, methods of housing employes, and general sanitary arrangements. His report, which will appear next week, is a refutation, to a great extent, of statements made in Dr. Hodgetts' and Dr. Bell's reports regarding conditions in this industry.

Dr. Hodgetts' report, recently published, is the result, not as many suppose, of a recent visit, but of a visit made some time last fall. At that time, he states, his attention was called to the matter by Mr. Holmes, a factory inspector, and Dr. Bell, a medical inspector. Dr. Hodgetts told The Grocer representative that he had inspected only a few of the factories in the vicinity of St. Catharines. Why, then, did he couch his report in such a way as to apply to all the factories of the Niagara district?

Whether there has been a material change in the sanitary conditions of these factories and buildings since last fall, we are not in a position to say. The managers of the various factories say not, though, of course, some improvements have been made. This statement, at least, can be unhesitatingly made. Conditions such as are complained of in Dr. Bell's report are not now prevalent in these canning factories. The managers of all those factories stated that Inspector Holmes had visited their plants this season, and had expressed himself as satisfied with existing conditions.

Some of Dr. Hodgetts' statements in his report are applicable to a small extent, but not to all these factories. Some of them, in their methods and sanitary arrangements, are absolutely above criticism.

A TAPIOCA SUBSTITUTE.

The scarcity of tapioca on the Canadian market before the recent shipment from Singapore was received, has given rise to a condition of affairs in which grocers, and the public in general, will be interested. For some years past there has been manufactured in Germany, and to some extent in France also, an imitation of tapioca. With the recent scarcity and the consequent stiffening of prices of the genuine tapioca, this imitation has found its way into the Canadian market, and has been, to some extent, purchased by grocers. The article in question is manufactured from potato paste, and in appearance, at least, is a remarkably good imitation of the Singapore and East Indian tapiocas, having all the pearly whiteness and hardness of the original, and in the opinion of some people, surpassing it in general appearance.

How the substitute behaves under the cooking process does not seem universally agreed upon. One wholesaler says that boiling resolves it into a state of pure mush. Another affirms that it holds the glutinous form of cooked tapioca. It seems hardly likely, however, that an article manufactured from a paste, would, when cooked, so closely resemble the tapioca grain, and the first statement seems the more reasonable one. Granted the truth of this, then, the substitute will not have the particular food value of the genuine tapioca, and it is just here that danger to the grocer may arise. It seems scarcely probable that any quantity of this paste imitation-tapioca has been purchased unwittingly by Canadian grocers, but it would be wise for the retailer to test any recently-purchased stock of tapioca before distributing it to his customers. The imitation is of such good appearance that even an old grocer might be readily deceived.

What has caused the shortage in tapioca is rather an interesting question. It appears to be the result of over-production in the Singapore and East Indian fields some time ago. In consequence of this, the price dropped and kept falling till the article scarcely paid for manufacture. With this condition, the producers seem to have used their land and factories for other purposes, in many cases for rubber production, and gradually the available supply of tapioca has been exhausted, and the price has risen. This peculiar circle promises in time to remedy itself, but in the meantime the substituted article should be carefully watched, and sold as a substitute, if it is found to be worth selling at all.

AS OTHERS SEE US.

J. Christopher McRitchie, of G. Walker & Son, Glasgow, who is an occasional correspondent of The Grocer, and from whose pen we published an interesting, if somewhat acrimonious, letter, in our issue of March 1st, 1907, writes to us from Edinburgh, enclosing a clipping from a Scotch daily anent the visit, recently concluded, of tne Dominion Dairy Commissioner to Europe. Mr. McRitchie apparently objects to Canadian produce appearing in Scotland; he is indignant at Scotland's recognizing the existence of any article of food other than that produced by Scotland, and he becomes almost vituperatively eloquent when he allows himself to speak of Canada and Canadians in general. If you have a copy of The Grocer for March 1st of this year, turn up Mr. McRitchie's letter and read it. It is worth while, and for this reason—the writer is evidently typical of a large and, unfortunately, increasing number of Old Countrymen, who regard with a dignified and sweeping disfavor Canada, and everything connected with Canada. Their attitude is one of blind, unreasoning and jealous hostility. Jealousy, in fact, is apparently the only tangible factor in their opposition, and jealousy would seem to be accounted for, in this, as in most cases, by ignorance. In the course of his former letter, Mr. McRitchie says:

"I consider Canadians a very selfish race, and the treatment meted out to some "Old Country" visitors to your domain very discreditable. I know I received more courtesy in the States.

Personally, I never visited a more selfish and inhospitable country. Your folks forget what they owe to the Mother Country. Let all that forced emigration from here cease and it would make a big difference to Canadians—Canada, without 'British prestige,' and 'capital,' would be another story. Only ignorant, bigoted, conceited and selfish Canadians won't admit such a view, and, unfortunately, they are apparently in the majority. Remember, we have other sources of supply for our food than Canada. Personally, I actively discourage 'Made in Canada' goods, for very good reasons—for 'value received.' "

In view of Mr. McRitchie's ill-concealed admiration for the land of the thistle and the rose, the last remark seems almost unnecessary.

Six months have not sufficed to cool Mr. McRitchie's patriotic ardor. Under date of September 6, he writes to us :

"It is just as well for your folks to remember that the frequently despised 'Old Country' is still their safest and best market. We, here, take 95 per cent. of your total exports. And it will be a bad day for us here when we put a tax on food imports in order to give your folks a preference over other equally deserving nations. Your premier, Sir Wilfrid Laurier, told me on his recent visit that he had no objection to my arguments. Well, let us keep our food supply open, and then your greedy Ontario manufacturers won't get a chance to 'sweat' the western farmers after they have made more out of us through getting higher prices wrung from the British people.

"What a slow, humbugging set of folks many of your business people are ! 'Hustle' with them means 'bustle' and 'fuss,' and they take an age to settle an ordinary business proposition." (This from a Scotchman, too). "Yet they think they are very smart ! What a lot of procrastination there is in the Queen City !'

"P.S.—Don't guess, but make certain.'

Now won't somebody take up the cudgels for Canada ? Here is an opportunity for some aspirant to achieve fame at a bound. To undertake to show a Scotchman the error of his ways is to assume a task herculean in its proportions. And yet, the longer the gauntlet remains unlifted, the longer must Canadians be pointed out to a derisive world as "ignorant, bigoted, conceited and selfish." On whose shoulders shall the mantle fall ?

BLACK AND GREEN.

The Statistical Department at Ottawa have sent us the tea imports for the fiscal year ending June 30th last.

They consisted of 18,459,499 lbs. Ceylon and India black tea, and 2,548,745 lbs. of the same countries' green tea, a total of all kinds of Ceylon and India tea of 21,008,244 lbs.

China supplied 562,457 lbs. of black, and 600,787 lbs. of green; total China teas, 1,163,244 lbs.

Japan supplies 4,226,406 lbs.

All other countries, including Java 92,666 lbs.

Thus the total importations of tea into Canada during the fiscal year amounted to 26,490,580 lbs., about four-fifths of this coming from Ceylon and India—a wonderful change to take place in a few years. For how much of this change are the packet tea men responsible? Certainly a considerable proportion.

SHIPPING GREEN CHEESE.

Attention is once more called to the shipping of cheese before it has matured, in the report of the Canadian High Commissioner in London. The report deals with the year which ended March 31, 1907, and speaking of green cheese the Commissioner says:

"The short-sighted policy—not to use a stronger term—of shipping Canadian cheese in an immature or green conditions, cannot be too strongly condemned. That this practice has, during the current year, prevailed to a most regrettable extent, is evidenced by the numerous communications that I have before me from leading importers of this staple Canadian product. As I have been requested by several firms of standing to bring this matter as forcibly as possible to the attention of the Canadian shipper, I append quotations from some of the letters that I have received, in the hope that they will command the most serious attention, and have some effect in leading to the discontinuance of a practice which cannot but fail, if persisted in, to have a disastrous effect upon a trade which has been built up by great care and expense on the part of the Canadian government and people."

Several letters are quoted, in which the writers strongly deprecate the practice of Canadian makers in allowing cheese to leave the factory before it has fully matured.

Ordinarily cheese requires ten days after making to mature properly. The scarcity of old cheese and the temptingly high prices offered for the new led many makers to ship their cheese to Montreal, or another central point, before it was really fit for selling. In Montreal stocks have been so low at times that everything received has been rushed across the ocean to fill standing orders. It is true that good prices were secured, but equally true that the temporary profit was discounted by the loss in reputation suffered by Canadian cheese. Recipients of green, or immature, cheese are likely to form a very bad opinion of the Canadian article under these circumstances, because they cannot help losing money on it, and Canada has not yet reached that stage where she can disregard complaints.

The practice, if continued, must have a disastrous effect upon the cheese trade. The words used in the report are none too strong. It is a short-sighted policy to jeopardize the reputation of any article of Canadian manufacture for the sake of some slight extra monetary consideration in a year of abnormal markets.

QUALITY IN DAIRY PRODUCTS.

J. A. Ruddick, Dominion dairy commissioner, whose recently concluded European tour in the interests and for the advancement of Canadian produce, has already been productive of such gratifying results, has, in his evidence given at Ottawa on the result of his trip, laid especial stress upon the vital necessity of exporting to England Canadian produce of the very highest standard of quality only. This advice is given as the outcome of Mr. Ruddick's personal observation, and is strongly backed up in some statements made recently by a competent authority, who, speaking in this connection, said :

"It is certainly the fact that some very large traders on this side are studiously dropping the practice of selling the main lines of produce under specific names. They are encouraging the public to rely on their grocer's judgment, rather than to depend on names of origin or brand names, which are both troublesome and dangerous. For instance, it is the practice with one of the largest firms of distributors never to sell butter as 'Danish' or 'Irish,' but simply according to quality and price. From a retailer's point of view this refusal to be bound by names is entirely right. But the producers, like Canada or Ireland, Denmark or Holland, must note carefully the difference as regards the trade demand. The trade do not ignore these national names or brands, which are so often of real importance as a guide to quality. The moral is that the producers must take care to keep their special names before the trade, and leave the traders to look after the final destination and the public preferences. Let the Canadians attend to quality, and see that the trade here know the names and brands that stand for quality, and they need not trouble to ask whether the public here know it is 'Canadian' they are buying when they get good bacon, cheese, eggs, butter, apples, or anything else."

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

MONTREAL.

"I am cutting out credit altogether," said a centrally-located grocer the other day, "and the more cash business I do the better I am pleased in every respect. I thought at first that I would lose trade by adopting the cash system, but I have found this idea to be erroneous. I am doing a better business today than ever I did."

* * *

It is a great thing to be able to conduct a cash business—to do away with credit and all it means. Sometimes, though, it is impossible to avoid giving credit, and once the ball starts rolling it is difficult to stop it.

* * *

It is not possible for a country grocer to carry on a strictly cash business and succeed. That is, nine times out of ten. There are some who are doing well, but their number is few. In the city, however, a cash business is always possible for the man who insists upon it. It is merely a matter of education. Educate the people to pay cash and they will pay cash and get credit elsewhere.

* * *

I know of one grocer who did a cash and credit business for a while. He found that his customers, when they had cash went to his competitors, "so as not to run up the bill" at the credit store. That settled his credit. He sells for cash now, and he has his trade—no running to the other fellow.

* * *

Of course, one is always sure to offend somebody in refusing credit, especially when a party has been buying for cash for weeks and asks for credit "just once." Better to offend and lose that one customer than to break the hard and fast "cash" rule, though, once the step is taken, for "just once" too often means every day.

* * *

An uptown grocer who is doing a cash business is now and then asked for credit, but he very nicely explains that he is too busy to keep books, make up accounts, and look after credit, so that he really cannot begin selling for anything but cash. He says he loses a few customers, but they are replaced by others, and eventually, he loses nothing.

* * *

Montreal grocers take a wonderful interest in horse-racing. He was lucky, who, during the past two weeks, was able to find all his grocer acquaintances behind the counter or in the office. Racing has been the attraction at the Blue Bonnets course, and many a retailer has dropped a few "tens" playing the ponies.

* * *

Racing is a fine thing to look at, and to put your money on a horse is the easiest way to increase your cash in hand—provided the horse wins. But the average retailer is not in a position to run risks. Some way or other the grocery business does not permit of the proprietor losing more than half a dozen "tens" a week. But everybody liked the races.

* * *

"Say, those window-dressing articles you run in The Canadian Grocer are just the thing," said a clerk the other day, "we dress our windows by them very often. We get any number of bright ideas from them." It is good to hear the like of this once in a while.

* * *

A grocer was remarking on some figs that were lying in a box on his counter. They were pretty well dried up in appearance, the sugar having "come to the surface." It did not bother this retailer. He prepares a tub, or boiler, of hot water, into which he pours a small measure of molasses. He dips the figs into the mixture and they resume their usual moist, attractive state.

* * *

On the city council there are several grocers, among them Jos. Ward, R. Turner, J. B. A. Martin (formerly of Laporte, Martin & Co.), N. Lapointe, E. Lariviere. Messrs. Lariviere, Martin and Lapointe are on the road committee, the former being chairman. The point is, cannot these men do something toward bettering the roads in the centre of the wholesale district, in the heart of the grocery and provision centre of the city? Some of the streets are in disgraceful condition—not only are they anything but pretty to look at, but they are such as to play havoc with wagons, with merchandise and with horses. Place d'Youville, for instance, on a wet day is three inches of mud and water.

* * *

Grocery men are good business men—cannot the grocery brigade on the city council inaugurate a movement for better streets where they are so badly needed? Business men would appreciate their action.

CHATHAM.

Officials of the C. W. & L. E. electric road declare that the report to the effect that arrangements had been completed between that line and the M.C.R. for a crossing at Charing Cross, were premature. The right of way across the M.C.R. has not yet been secured, and the matter will probably have to go before the Railway Commission for adjudication. The M.C.R. are said to have a watchman on duty night and day to prevent the laying of the tracks.

* * *

Judge McHugh, of Windsor, has handed down his decision in a case of interest to hundreds of farmers and tobacco growers. Frederick W. White, of Harrow, was induced to take stock in the McAlpin Tobacco Company, of Leamington, on the assurance that he would receive 6 per cent. on his money, and that the company would purchase his tobacco at a specified price for a certain term of years. A note, taken in payment, was endorsed to the Traders Bank, who, after the failure and winding-up of the company, sued for $300 and interest. White defended on the ground of fraud, alleging that the bank had ample notice of the circumstances. Judge McHugh sustained this contention, dismissing the action with costs.

* * *

The exposure of fruit, vegetables, fish and other eatables offered for sale by grocers and butchers, was warmly criticized at a recent meeting of the Board of Health. Dr. Charters introduced the subject, urging that action should be taken to compel a discontinuance of the practice. The manner in which meat is brought into the city, often in open wagons without covering of any kind, was also criticised. The secretary was instructed to write the Toronto Health Department for a copy of their regulations on this subject.

Dr. Hall, M.H.O., reported that a second test of the city's milk supply, made recently, presented much more satisfactory results than the first test, which took place some time ago.

* * *

Chatham will not have a free mail delivery service for some time to come. The matter has been agitated off and on for a couple of years; but a recent letter from R. M. Coulter, Deputy Postmaster-General, states that Chatham, though possessing more than the required $20,000 annual revenue, has less than the necessary 12,000 population, and is, therefore, ineligible.

* * *

The Canada Flour Mills has raised the price of wheat from 82c to 87c. standard, in order to bring in wheat in larger quantities.

* * *

J. P. Taylor, the Park street grocer, accompanied by George Taylor, left last week on a holiday trip to Edmonton, Alta.

J. D. Baxter, until recently in the bakery business in Dresden, is moving his family to this city.

Chas. Jeffrey, who has conducted a grocery business in Blenheim for some time past, has sold out to J. B. Little, of London.

C. H. Mills, of Thos. Stone & Son, sec-

retary of the local Board of Trade, will shortly return to his old home in Berlin, where he has accepted the management of the Berlin Leatherette Co.

Jas. R. Palmer, of Tilbury, who proposes establishing a large wholesale bakery here, has purchased a block of land on Patterson avenue. Contracts have been let for a fine brick bakery, to cost in the neighborhood of $3,000. Building operations will be commenced shortly.

Representatives of a large 5c, 10c and 15c store were in the city last week with a view to locating a branch in Chatham. They were unable, however, to secure a vacant store large enough for their purpose; so that the scheme had to be abandoned, at least for the present.

GUELPH.

The Guelph and Goderich excursion was a success and certainly means a lot for Guelph merchants. The trains were all crowded and everybody had a good time. We went, we saw, but we did not see much to eat or drink. In fact, the eatables and drinkables were mighty scarce. Lake water may be alright in its place but to live on it for 24 hours makes a fellow feel like saying, next time we will take a bottle along. On an occasion like this it pays to be an alderman. There is no doubt we will receive a big share of the trade between here and Goderich and the new line means a great future for both Guelph and Goderich in the way of business.

The last train came home at 6.15 next morning and we got a lot of external enjoyment for our $1.25 but not much for the inner man.

The only two grocers we have heard of who closed up for the day were Charlie Hicks and Inglehart & Co. They deserve credit for being able to decide for themselves without waiting to see what the other fellow would do. About a dozen stores closed altogether and the rest kept open but might just as well have closed.

* * *

All previous records were broken in the building line in Guelph this year, a total of $502,750 being spent and $15,800 of this was spent on store improvements alone, while $137,400 was spent on factories and extensions.

* * *

There was another bumper market on Saturday with a large attendance for both buyers and sellers in both the inside and outside markets. There was a particularly large amount of fruit on sale and there were a large number of Hamilton grocers and dealers as well as the local people. Prices remained unchanged, except plums and potatoes, which took a drop. The plums were to be had at any fair offer from 25 cents up. The Irish man's favorite fruit being as low as 75 cents a basket for the first time this year. But business, generally, among the stores was quiet.

* * *

Mrs. C. F. Lee is offering her stock for sale and her store to rent. T. B. Coulson, general merchant at Eden Mills, is also offering his business and store for sale. These are two good chances for someone with a little ginger and a little money.

* * *

The butcher business lately carried on by G. D. Sleeman has been taken over by Barbar & Richardson and will be run by the latter gentleman.

* * *

Does it pay a grocer to order his canned goods ahead subject to any price that may be asked? The travelers have been booking orders all summer for fall delivery and have no price to offer yet. It may pay, but I doubt it very much. Why should a retail grocer have to buy and carry all winter the stock his wholesaler ought to carry for him? The travelers all tell us they are protecting us. But are they protecting us or the wholesalers? Don't think for a minute it is the retail merchant they are worrying about.

Of course, there are exceptions, but as a general rule most grocers can buy at any time during the winter at or very near the same price as the fall and don't have to tie up their money in canned goods. Sometimes they can be bought cheaper in the winter, but in this case we have the frost to contend with, though it is not any more of a risk than filling up your cellar with a large stock of canned goods at fancy prices. A grocer has got to be a pretty level-headed fellow to run a business successfully and if the wholesalers are protecting the retailers, as they claim, why should the retail grocer have to carry the stock and run all the risk? It takes a lot of good judgment, but the most of the buying ahead business for a retail grocer is just speculation and you get caught about as often as you make any money out of it.

> Read Peterborough's remarks on the adoption of the cash system for grocers.
>
> Woodstock has a few timely paragraphs on cleanliness in the grocery store.
>
> Read what Kingston says about Sunday jam-making.
>
> $15,800 was spent on store improvements in Guelph this year. What about your town?

* * *

The first new raisins to arrive in the city came last week and are quoted at 8 cents, which looks good.

* * *

The Rock Maple pickle factory was sold by auction yesterday and was bought with all the fixtures and stock by Jos. Kolit, who will continue to run it.

* * *

We hear some complaints from private people that the grocers should not be allowed to buy up the fruit and green stuff so early. But that is an old story here and I firmly believe that when the fruit, etc., is bought to retail again in the city, the public are greatly benefited, as they have it right in their own neighborhood by seven o'clock, and can easily depend upon their grocer buying the best for his own people, and he often knows what they want better than they do themselves.

Then, again, he gets a better price from the wholesaler than they could possibly do, because of the quantity he must buy. The wholesaler cleans up his load early, and is ready to go home with his money in his pocket, while if he waits on the market to sell in small lots and don't sell, he immediately starts to peddle from door to door, and they have not the same chance to get back at the wholesaler if their fruit is not what it is represented to be, which is sometimes the case. So, as it is, the public ought to thank the grocer for the care and trouble he takes for them, as he could just as easily lay in bed another couple of hours and still buy his fruit before the public handle it all over, by buying it in loads and not going near the market.

* * *

Your correspondent came in for his share of abuse for saying in a tecent issue that the police were not all they were cracked up to be, and some of the Wyndham street merchants tried to blame the fact to the fruit displays being ordered in on Saturday. They could get much nearer home, and not get off on Wyndham street, either. However, suppose it was for that reason. If they are breaking the law, which apparently is the case, the police should not have let it run all summer, and longer, for that matter. It was not attended to before their attention was drawn to it. We are sorry for nothing we have done so far, and don't feel inclined to drop in line with the Wyndham street merchants as hero worshippers of our police force for the sake of leaving our fruit on the sidewalk. If we break the law we expect to be accountable to the law, but we don't intend to be muzzled. We are good friends with both the police and merchants, have no axes to grind, and are not personally interested either way.

HAMILTON.

Grocers are beginning to be anxious about the price that canned tomatoes will open at. That they will be high, no one questions. The best-posted grocers are looking fot a price at about $1.25. This will leave the retailer a small margin (as much as he will ever get on canned tomatoes), selling at two tins for a quarter, and it is to be hoped, that this year the canners will keep the departmental stores off the wholesale list, as they are very unfair competitors for the grocers. The corn situation looks pretty bad, maybe worse than tomatoes, with the quality likely to be very poor, also. The writer had a chance of buying some good old corn at 72½c the other day, but now the people want 80c, and even at that, I believe it is better to buy on samples of old corn that is good, than

wait for the new pack, and I would advise grocers to lay in a stock of the old at a fair price, as the chances are very much in its favor.

* * *

Sugar sales are small, and although the raw market may be strong, the demand is so much less, that I think instead of sugar advancing, we may more reasonably look for a decline. Some time ago, I think it was The Grocer's Guelph correspondent, who referred to pushing sales of 100 lb. bags of sugar, and a very silly practice it certainly is. See how it works out in Hamilton: The grocers are selling 100 lb. bags at $4.55 to $4.60 each, and are retailing 20 lbs. for $1.00. Selling at $4.55, they make a gross profit of nine cents on an investment of $4.46. Now, do you wonder why retail grocers get rich so quickly? In most cases if they let the consumer alone they will buy the dollar's worth every time. A great many times the customer will do better for you than you can do yourself.

INGERSOLL.

Far out on the autumn breezes is now borne the appetizing odor of catsup and the other relishes which the housewife is preparing for the winter's store. Grocers' delivery wagons also rattle by more frequently than usual, and circumstances in general indicate that with the advent of autumn there has come an increase in the volume of business. The preserving season is not as active as in previous years, owing to the scarcity of fruits and the resultant high prices, but there is, nevertheless, a large demand for sugars, spices, etc., and the busy period which the grocers have been looking forward to since "dog days" has arrived. Plums are probably more plentiful here than in many sections, and the prevailing price is seventy-five cents per basket, or $2 per bushel. Peaches are about double the price of a year ago and the supply is very small.

The rains of the past few days have done much to ripen the tomatoes, and a good crop is reported. They are being marketed daily by local growers, with eighty cents per bushel as the ruling price.

Butter is one of the staple articles which shows but little fluctuation in price here. Ingersoll is in the peculiar situation of being surrounded by cheese factories, as well as having the factory of the St. Charles Condensing Co. in its midst. Of course, these are very valuable institutions to the town, but as the major portion of the milk supply is taken to the factories, but very little butter is manufactured, the consequence being that it is usually as high here as in any other place. Thirty cents per pound is now the ruling figure for first-class creamery butter, which is apparently the most in demand.

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The prolonged drought has reduced the cheese production in this section. The pasturage has been very short for some weeks and there has naturally been a marked falling off in the flow of milk. The rains, however, of the past few days have relieved the situation materially.

* * *

Much interest is now being centered upon the apple outlook. From what can be learned, the crop will not be as heavy as last year, and it is doubtful if the quality will be as good. Exporters are now calling upon the producers and preparations are being made for packing and shipping.

KINGSTON.

Owing to many circumstances, such as clerks being off on holidays, excitement over advancing markets, investing and overstocking causing financial cramps, and many other accidents too numerous to mention, I did not feel in a position to write and add my little quota to the most valuable and interesting columns of grocery news from Atlantic to Pacific, which is one of the most valuable of the grocer's assets. I sometimes feel discouraged about this correspondence business. Then I take up a Grocer and commence reading Belleville, Chatham, Guelph, Hamilton, Quebec, and others, and after reading I feel as though the letters were personal, and that I must answer them. I sometimes wonder what they look like and would be glad to have their faces sent me on a postal card. I can buy an album now for 10c at Knox's big 5, 10 and 15c store, which opened here a week ago, and took in over $1,500 opening day. Such a jam, everyone crowding somebody into jelly and the rattle of double boilers, tin pans and bakers' knick-knacks would deafen you. Other dealers in other lines claim it stirred up trade and brought people to the city and their sales were increased. Well, it is best to look at the shining side and see the good points.

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I am sure all the correspondents regret Editor Armstrong's leaving The Grocer's staff.

* * *

The Made in Canada exhibition in Kingston promises to be one of the biggest and best things we have had since the famous grocers' picnic. The ladies interested in the affair are very enthusiastic and expect to make a lot of money for a very deserving institution, the General Hospital.

* * *

The general aspect of the canned goods situation is not very inviting to the retailer who has a small stock on hand. Buy as you go is a good rule year in and year out, but some years the early buyer of futures gets the plum. The retailer cranes his neck to see what prices for tomatoes, peas and corn will appear above the horizon and say retailers who have bought and have stocks on hand are fools if they do not advance with the market. Getting trade by cut prices is like bagging fog—you can't hold it.

* * *

O Wee Kay No salmon is sold here yet at 15c; corn and peas, 10c, 3 for 25: tomatoes, 10c. It is ridiculous. If you hire a carpenter you pay $2.50 a day, a laborer $1.75 to $2. Natural gas has gone up, and the retailer who does not advance with the market will be in the soup. The fruit and vegetable peddlers have things their own way. Our officials are afraid to carry out the bylaws they are sworn to protect, and our aldermen seem to be doing little to protect the honest grocers and market gardeners.

Carloads of New Brunswick and Nova Scotia potatoes are coming in and are of good size and quality. A great many have their coats rubbed off, but still they are a good investment, as potatoes are very small around here. Jobbers are asking 95c a bag. Cars are being offered at 75c to 77c.

Albert Glover has just completed a large brick warehouse for potatoes.

* * *

Saturday market was a large one and urices were good: Tomatoes, 75c to $1 bush; potatoes, $1 a bag; pickling prices were good: Tomatoes, 75c to 30c; eggs, 20c.

* * *

The fruit dealers and grocers had large shipments of plums sent in and a large amount of this had to be sacrificed. One dealer turned 100 baskets over to the W. J. Crothers Co., Ltd., for jam. Prices started at 75c, and in the evening sold for 40c and 50c a basket. It is a bad practice for fruit growers to load up dealers on Saturday. The dealers advertise low prices for Saturday night. People wait till that time to buy, and you can smell jam cooking all day Sunday. If some preacher took for his text "plum jam" he would have few empty pews. There would be a jam surely.

I don't think there is enough honey in this district to make 50 sheets of fly paper.

LINDSAY.

Trade here has been somewhat dull this last week, as the farmers seem to be waiting to do their buying next week when they come in to attend the big Central Fair held here. This is always one of the big events of the season and lasts three days.

Numerous towns have been complaining of short weight on butter, etc. Lindsay was not considered to be on this list until last Saturday, when it was found out that some farmers in this part were "cheating" the public.

The shortage was on butter. Our market clerk had always boasted of the good weight given on our market, and to prove his statement went over to a basket nearby and picking out a supposed pound print, found that it only weighed fifteen and one-half ounces. Several other prints also lacked. Five prints supposed to weigh five pounds, lacked about four ounces.

The market was very brisk, the following being the prices: Eggs, 18c to 20c; butter, 25c to 26c; chickens, 60c and $1; ducks, 80c and $1; apples, 15c per peck; cream, 25c per quart, and hay, $13 per ton.

Lindsay is very well supplied with grocery stores, there being eleven on the main street. On going into Lindsay stores, it will be noticed that each merchant deals in groceries, and groceries alone, there being not a general store among them.

The fruit question is one that every grocer is paying special attention to now. Plums seem to be plentiful, selling for ninety cents per basket. Peaches are very scarce, and are retailing at $1.75 per basket. Grapes are just beginning to arrive, and are selling from fifty to sixty cents per basket. Great quantities of sugar are being disposed of these days. One grocer remarked

that when he saw a man come in with a dollar in his hand it was becoming a habit for him to put down in his order book "granulated sugar." Many grocers are smiling these days because they had their fall supply of syrup bought before the late advance in price, which was about sixty cents per case.

LONDON.

Fair week was, as usual, a busy time with the local wholesale grocers, and it required the combined efforts of the warehouse staffs and the travelers who were in for the week to attend to the wants of customers, who took advantage of the low railway rates to visit the city.

Brokers report some changes in prices, not the least notable being an advance of 6d to 1s in currants. Stocks of this fruit in the country have been allowed to run pretty low and the natural consequence has been a brisk demand. Valencia raisins are a little lower. As yet no large quantities have been bought, wholesalers holding off for lower prices. No change in sugar. There has been a slight drop in low-grade teas, while some higher grades have advanced a little. Japans keep very high.

One of the breakfast food firms adopted a novel method of advertising their goods during fair week. At their own expense, they arranged in the windows of some of the downtown grocery stores attractive displays, in the shape of arches made up of artistically-printed boxes of their cereals, interwoven with vari-colored ribbons. The effect was very pleasing and served the double purpose of advertising the goods and saving the merchants the trouble of dressing their own windows at a very busy time.

* * *

Plums and tomatoes are coming in quite freely just now, the warm weather, with plenteous rains, having had the effect of ripening the latter very rapidly. The result is that baskets of these products take up a large amount of room in the city stores. Plums are now selling at from 60 cents per basket up, and tomatoes, which for weeks have been held at 45 cents, can now be bought for 30 cents a basket retail.

Hucksters are still openly violating the city by-law, in spite of the city council having, at the instance of the Grocers' Association, instructed the market clerk to keep a sharp lookout after these gentry. A few mornings ago two prominent grocers saw one of them buy out the entire lot of garden truck brought into market by a farmer, and transfer it to his own wagon. The clerk was looked up, and the first prosecution may be expected any day.

* * *

Wholesale grocers state that the outlook for the pack of canned goods is an exceedingly gloomy one. This is partly as a result of the shortage of the fruit and corn crops, but wholesalers state that the report made by the provincial medical authorities upon the filthy condition of factories will, in all likelihood, result in the curtailed sale of canned goods.

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The crusade against dishonest milk dealers is still being carried on. This week a Dorchester farmer was charged before a county magistrate with introducing water in too liberal measure into milk sold to the Union cheese factory in that township, and was fined $25 and costs.

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Driven to their wit's end by the restriction of the area in which they can carry on their business in the streets of London, the Greek banana and peanut men are now seeking small locations in the business part of the city, where expenses will be light. One of them has taken up a position in an unused hallway on Richmond street, near King, and there finds business quite active. It is not likely, however, he will be allowed to remain there long.

* * *

What was at one time a sore grievance to retail grocers, was the custom of certain wholesalers selling direct to consumers. It was not the proprietors, but their employes, who were the offenders in this respect, the latter yielding to the importunities of relatives and friends, and procuring goods for them at prices intended only for the retailers. The proprietors, however, have put a stop to the practice, and now it is rare that a complaint is made in this connection.

PETERBOROUGH.

Should the grocers of Peterboro adopt the cash system? This is a question which has been receiving considerable attention here for some time, and both pro and con arguments have been put forth. Other lines of business have adopted the cash system, why not the grocers? There is little doubt but that it would be more profitable all round if it could be worked satisfactorily; but several grocers, to whom your correspondent spoke regarding the matter, said it was hard to lay down a hard and fast rule regarding payments in the grocery trade. Two years ago the coal merchants of Peterboro adopted the cash system, refusing to deliver coal or wood unless money was close in sight. The following spring the grocers of the city noticed that they had more accounts on their books than at the end of any former spring, and they had no difficulty in finding the cause of this state of affairs. The coal man got his money; the grocer did not. He had to wait until the customer was able to pay up. If the cash system were universal among the grocers of the city, everything would be all right, but unless there is united action, it will not work out well. Incidentally, this is a point in favor of co-operation among the grocers.

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T. G. H. Duene, grain buyer for the American Cereal Company, has returned from a trip to the Canadian west. He states that the western harvest will be well up to the average.

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A big howl is being made in wards one and two of the city regarding the high assessment. These are the two new wards, and they have grown rapidly during the past few years, and the residents claim that the valuation this year is altogether too high. Many of them express their willingness to sell their property at the assessed value.

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Barney Cain, who for some time has been connected with the wholesale grocery establishment of Chas. Rishor, has resigned his position and has gone to Belleville, where he will take a course in Albert College, in preparation for entering the Methodist ministry.

* * *

The city council has taken into consideration the proposal to establish a public abattoir in Peterboro, where all animals intended for consumption could be slaughtered. The claim is made that many diseased animals will be offered for sale to the butchers of the city, now that there is a rigid inspection at the packing houses. It is likely that the scheme to have a public abattoir will go through, as the butchers of the city are in favor of it, and the council has taken it up.

* * *

The Peterboro Cereal Company have forwarded five cases of their breakfast food, Canada Flakes, to Hong Kong, China. This shipment was made from Vancouver in August, and it is expected that the goods will find a ready sale in the Oriental land.

* * *

Grocers report business as being generally fair during the past week. A big trade has been done in fruit.

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W. C. Tully has purchased from S. C. Ward the grocery store located at the corner of Aylmer and Murray streets. Mr. Tully has re-stocked the store and as he has had considerable experience in the grocery trade, there is every prospect that he will make a success of the business. The location is a good one, and the previous owner had many customers.

* * *

Peterborough is well supplied with grocers, there being three wholesale and sixty-five retail establishments in the city. As the population of the city is about 15,000, this means that there is a grocery store for every 250 inhabitants approximately. It would almost appear as if there were too many groceries for the size of the city, but the majority of them appear to be doing a good business. The wholesale men report trade as being unusually brisk, no doubt due to the large number of retail establishments.

* * *

There has been some trouble between a Belleville cheese buyer and several factories in the Peterborough district, regarding difference in weight between the weighing of the cheese at Peterborough and Belleville. The buyer claimed that there was a difference of about one pound per box between the figures given. The question of "short weight" cheese was discussed at a recent meeting of the local board, when it was decided that the buyer shall have the privilege of weighing several cheese from each factory's product at Peterborough, this weight to govern the sale of the respective lots.

QUEBEC.

Business is brisk at the present time in grocery circles. Wholesalers, as well as retailers, have been very well satisfied with the week's trade. Prices of leading staples are firm. The fruit season has been one of the most successful on record. A heavy pack of all lines

of canned goods is noted. The market is very strong, though there is no immediate indication of an advance. Collections are still slow and no improvement is remarked since last week.

* * *

The butter and cheese situation is very satisfactory. Creamery butter continues in small supply, with good demand; prices have advanced a cent per pound. Cheese is a little higher and the demand is excellent. We quote: Creamery butter, 23c to 24c; second choice, 22½c to 23¼c; fresh butter, 21c to 23c; colored cheese, 11⅞c to 12½c; white cheese, 11⅞c to 12c. A new advance is expected. Eggs continue to arrive in small quantities and are priced from 22c to 23c. The demand for pork is still good.

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Owing to the unfavorable weather, the fish markets are in a quiet condition. The arrivals have been much smaller than usual and the market is practically bare of good fish. On account of the shortness of supplies, prices are firm, with a poor demand.

* * *

Trade is fairly good in flour and grain markets. Retailers are buying heavily, fearing a new advance in prices. The advance registered this week is considerable and wholesalers sell at the following quotations: Indian corn, 82c. Flours: Winter patent, $4.75 to $5; Manitoba patent, $4.75; straight roller, $4.25 to $4.50; seconds, $5.10 to $5.80; patent Hungarian, 98 lbs. $2.75; Ontario patent, $2.15 to $2.25; straight roller, $2.10; oat flour, $1.50; Indian corn flour, $1.60.

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Sealed tenders are asked and will be received till the twenty-third day of September, by the city clerk, to supply hay, (timothy hay, 15 lbs. per bundle), oats, straw, bran, gandriole, for the fiscal year, from the first day of November next, 1907, to the thirty-first day of October, 1908, for the fire department.

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At their annual meeting, a couple of days ago, the Grocery Clerks' Association, presided over by M. Boissonnault, elected the following officers for 1907-08: Hon. president, Adj. Pouliot; president, J. A. Gagnon; vice-president, J. A. Rochette; secretary, Wilfrid Cantin; assistant secretary, J. E. Falardeau; treasurer, Uld. Fiset; assistant treasurer, J. A. Drolet; auditors, Uld. Lachance, Nap. Drolet; committee, J. A. Roy, L. N. Fiset, Jos. Gosselin, Ad. Poitras, J. A. Rochon, N. Boissonnault, Alb. Bernier, Jos. Dubuc, Eng. Paradis, Eng. Vermette, F. T. Allaire, E. Falardeau.

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Fruits and vegetables are abundant this week on the market. A decline is noticeable in banans, which were priced last week at $2.50; present quotations are from $2. to $2.50. Peaches, per box, had a decline of 50c, and are now quoted from $1.75 to $2.25. Tomatoes are sold for 85c per box, green grapes, 75c per basket, and blue grapes, 60c.

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The export trade of cheese from Quebec for England has been since the first of May this year, 44,885 boxes. Last year, for the same period, the shipment was 14,381 boxes.

ST. CATHARINES.

St. Catharines has returned to its normal condition, now that the holiday excursion and half-Wednesday vacations have expired. The merchants are alive to the fact that business must be looked after, and apparently every one of them is doing a profitable trade.

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Changes have occurred recently, and new business has been established. Donald L. Cruickshank, for more than thirty years a prominent and successful grocer, concluded that he needed a rest, and his business was taken over by T. B. Hare, of St. Thomas, who has been in the business for a number of years. Mr. Hare had for some time been in Toronto; from thence he went to St. Thomas, and since his advent to St. Catharines he has made many friends. He occupies the Cruickshank stand at the junction of St. Paul and Geneva streets, and by its favorable position he should secure a good trade.

* * *

A new venture has been made by J. C. Ellis, who for a time conducted a tailoring and gents' furnishing business. Mr. Ellis and his wife have embarked in the grocers' trade on St. Paul street, a point where business should be good for no supply store has been in that neighborhood since W. T. Richardson changed his location to Geneva street, several years ago.

Since opening business, both Mr. and Mrs. Ellis say the patronage has been better than expected.

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Andrew Foster, of the firm of Andrew Foster & Co., met with a misfortune to his left leg some years ago, from which he had suffered a good deal from time to time, and was finally compelled to have an operation amputating the limb below the knee. Mr. Foster has almost fully recovered from the operation, and is sometimes seen in his store. It was a remarkably quick cure, as Mr. Foster is well advanced in years, and his many friends congratulate him on his speedy recovery from what many thought would be his death.

* * *

There is a good deal of crockery, china and glassware used in St. Catharines and surrounding country. The outside world come to this city for their wares and can procure supplies in all lines they need. The American Bazaar is an up-to-date store, replete with fancy goods, commodities for the table, glass, china, silver, gold, and the proprietor, ex-Alderman J. T. Petrie, takes good care to have sets of the choicest of wares in his show windows, occasionally, showing varieties that have been secured from London, England, Paris, France, and German manufacturers. Mr. Petrie is also a live grocer, supplying the needs of his many customers.

The Horticultural Society is no mean asset to St. Catharines and elsewhere. The promoters are the most energetic and prominent people of St. Catharines and other towns. A two days' show will occur this week in the Armory main floor, permitted by military authority, and hundreds of people will avail themselves of the opportunity of seeing nature cultivated by man—crude to begin with, but by culture, exceeding what old Nature intended.

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The farmers and fruit growers have had an anxious year. The grain, of which little is grown in this part of Ontario, excepting oats, has been a poor crop. The late spring retarded planting, the cold summer, with dry weather retarded growth, and practically the two kinds of vegetables and fruit—tomatoes and grapes—are the ones the growers look to for profitable results. The rose bug hurt the grapes on sandy soil, but the clay land vines reap a bountiful supply. Tomatoes will be a good crop if the frosts keep off, but until the last few days, ripening was very slow. All sorts of commodities bring good prices in the St. Catharines market, and are readily sold.

TORONTO

The ordinary housekeeper is getting a little anxious regarding her supply of fruit and vegetables to be canned for winter and spring consumption, and the grocer is besieged these days with inquiries as to this and that in the fruit line. This week the situation has been a little relieved by a somewhat plentiful supply of plums, but when 80 or 85 cents a basket and $1 for the best ones is asked, the customer usually frowns a little. Tomatoes are selling well and a lot of culls and wrinkled ones, which do very well for catsup, are going for 25 cents. Better ones go at 30 to 35 cents and the best at 40. The beginning of the pears this week helped some, too, and the early apples supplied many a household with good old-fashioned and appetizing "apple sass." There has been a big demand for cucumbers and peppers for pickling purposes and a good supply of cauliflower and cabbage has also helped in this good work. For table purposes muskmelons sold well at from 5 to 30 cents apiece.

An Old Country grocer, who has also seen a good deal of the development of things in this city, Samuel Hazlitt, passed away at his home, 362 Bathurst St., on Sunday, Sept. 8. Mr. Hazlitt was born at Castleblaney, County Monaghan, Ireland, and learned the grocery business in the Old Country. He came to Toronto about forty years ago and after some time opened a store here and ultimately became a well known merchant. He had been ill for some months and the end was not unexpected. Mrs. Hazlitt, whom he married in Toronto, survives him, as do also two sons, U. S. and J. K., who are wholesale confectioners in the city, and one daughter.

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It's rather a pleasure to an up-to-date grocer to take a walk up upper Yonge Street these evenings to see how the

early closing movement is taking hold. There's scarcely a grocer from College to Bloor—and there are a good many stores in that section—but closes at six or very shortly after, on every evening but Saturday. The big fellows, especially, are prompt in shutting up and up around the corner of Yonge and Charles, where Simpson and Barron and Davie Bell are making things go, you would find it hard to get an order in for love or money at a minute after six. Davie Bell, by the way, is happier than ever in his recently enlarged store, and his two big show windows, which he keeps in good shape, give a fine idea of the cleanliness and brightness of the interior of the store. Above Bloor two or three of the smaller men keep on working till eight and even till ten, regularly, and they claim they have to do this to supply the poorer class of trade which surrounds them.

VICTORIA, B.C.

The summer season is drawing to a close, and one might say that in Victoria it has been a strenuous one, conditions here being exceptionally bright, and each month's business exceeding that of the previous one by a very substantial margin. Many of the grocers have found it difficult to procure sufficient experienced help to handle their rapidly-increasing business, but, in spite of the busy times, the grocers have managed to find time for a little recreation, every Thursday afternoon having been observed as a holiday, and all grocers and butchers closing their stores at 12.30, and remaining closed for the balance of the day. And every merchant in the city found a spare day for the annual picnic on August 8th, which was a grand success. The picnic was to have been held on July 25th, but on account of a disastrous fire just previous to that date the outing was postoned till August.

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The MacLean Publishing Co.'s representative, R. J. Gay, was in the city last week, and seemed to have a busy time. If Mr. Gay is always so busy, he is likely to be dubbed "The live man from the east."

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At present the canned goods question is interesting the grocers very much. The new prices are exceptionally high, the Canners' Association evidently trying to keep abreast of the times on prices, but there is such a thing as overdoing matters. For it means the retailer will have to sell tomatoes at 20c a tin, and corn, peas and beans at 15c a tin, and fruits, etc., at correspondingly high prices.

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Of course, everyone realizes that there is an upward tendency on almost all lines of groceries, but there is, or should be, a limit to everything, and the Canners' Association should bear in mind that there are live business men in California who are only too anxious for an opening for their goods in the Canadian market, and even if they don't fear competition, they should not overlook the fact that at such advanced prices the consumption will be much less.

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At last the much vexed liquor question has been settled, and all grocers having a license have been compelled to divide their stores and keep the liquor separate; in one way this is a satisfactory state of affairs to the temperance element in the city, but it has spoiled many of the finest stores, which are now cramped for room, and are all cut up with partitions and separate entrances.

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The summer has been exceptionally dry, and consequently, the hay and potato crops are short, and prices high, so the grocer will have to figure which will be the cheaper as a motive power for delivery, hay and oats or gasoline.

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The lack of good pasture has kept butter at an unusually high figure; in fact, the supply of local creamery is not nearly adequate to the demand, and for some months the grocers have been getting 45c per pound, and still there does not begin to be enough.

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Flour has advanced 40c per barrel, is the latest news. It was high before, and one wonders when it will reach the pinnacle.

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Sugar has been fairly reasonable in its movements this season. This is due to a little competition. Some Scotch and China sugars were put on this market, and the result was a drop of 40c per hundred-weight.

WOODSTOCK.

Your correspondent has been jaunting around the country on his holidays, something he doesn't get with the regularity of the seasons, for the past couple of weeks, and that explains why there has, for two or three issues, been no Woodstock letters in The Grocer. But that wasn't what I started out to say. I intended to tell all Grocer readers that in no place I was in, did I see any finer grocery stores, for the size of the place, nor any half as good, as we have right here in Woodstock. I was in Quebec and Montreal and Toronto, and smaller places, and stores that were better than Woodstock's were scarce, while there were stores without the clean and inviting appearance local grocers delight in showing to visitors and patrons. And Woodstock's stores are probably no better than those of its surrounding towns and cities, though, of course, we would like to believe that they are. It is probable that the dealers in smaller places pay more attention to detail than do those in large centres of population and trade. They become more closely acquainted with their customers, and feel a personal pride in displaying a store from which they need have no scruple in taking home goods for the table.

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I always think that if grocers and men in other kinds of retail business who dispose of table goods, realized how much depends upon appearance, they would be more careful of the surroundings of articles they expect people to buy and eat. I do not buy goods to run a house, but if I were in that business, I know the places where I would not buy goods. They are the places where you see cut hams, sausages, etc., lying on the counter, entirely unprotected by netting or otherwise, and see the flies making it their happy hunting ground; where you see fruits and vegetables piled up on the pavement in front of the store at the mercy of the dust and filth of the street, and every passing canine; where the clerks wear dirty aprons, and where griminess and dust reign supreme and in no danger of molestation. Most everyone takes a deep interest in the source of what he eats, and there is no surer way of increasing business than in making that store a model of cleanliness, brightness and beauty.

* * *

While I am on the matter of cleanliness, there is another matter that should be earnestly taken up by health authorities everywhere, in my humble opinion. That is the manner many bakeries have of delivering their bread. You see the driver of the wagon stop in front of a store or residence, and, if the former, go in with the loaves of fresh, warm bread, piled up high in his arms. It is, to say the least, not a sanitary way of doing things, and the introduction of the wire basket, while only a partial remedy for the evil, is to be welcomed. The only true solution is in the introduction of separate paper bags, one for each loaf, in which they should be placed as soon as baked, and not removed before delivery.

* * *

There are not many stores in Woodstock where china and crockeryware may be purchased. The store of Poole & Company is the only grocery which handles this adjunct to the grocery trade. "We do not make a specialty of it, either," said Mr. Peter Poole to your correspondent to-day. "We keep the department merely for the convenience of customers, and do not pretend to have a full assortment of all kinds of fancy dishes. Our stock is made up of what is in most demand, what the people ask for, and what we do keep is good." Mr. Poole keeps his display in good order, and it is an attractive feature of his big store. He makes a specialty of fresh fruit, and always has a good supply on hand of those which are in season.

* * *

The departmental store of the E. J. Coles Company is one of the business establishments Woodstock has of which the city is proud. They have there the largest display of china to be found in Woodstock, and the stock is always large and strictly up to date. They have also a splendid grocery department, well equipped, and a furniture flat. In addition to these, all manner of incidentals are carried in stock. The staff is a large one, and the clerks are courteous. They are all trade winners, and, what is more, trade keepers.

* * *

The fruit season locally has been rather disappointing. No crop has come up to the average, and the consequence is that many good housewives are wondering where their fruit is to come from next winter. Even plums, usually considered as the last hope, this season failed to a considerable extent. Apples are a fair crop in this vicinity, though probably not as many as usual will be sold for export purposes.

Additional Correspondence on Page 51.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Butter—1c advance.

Corn Syrup—Higher.

Future Valencia Raisins—Lower.

Starch—Advanced.

Trade at present is in quite a healthy condition with, comparatively speaking, no complaints from either jobbers or retailers on the score of lack of business. On account of the high prices ruling just now, most merchants are buying on the hand to mouth principle, in preference to placing large orders.

The greatest scarcity at present seems to be in dried fruits, and there is very little of this article left on the market. A reduction of ¼c per lb. has taken place in Fairbank's lard. Tarragona almonds are lower by ½c per lb. over prices ruling one week ago. At present the currant market is in fair conditionf There is a reported advance in Greece of 1s 3d per 112 lbs. Pimentos, quoted last week at 9c to 11c, are now ruling at 10c to 12c, making a 1c advance on this article. Glucose has advanced 25c per 100 lbs. Corn syrups in cases are 15c per case higher and in bulk, ¼c higher. Candies in general lines. have advanced ¼c per lb. Starch has been advanced ½c per lb. American chocolates and cocoas are now quoted at 2 cents per lb. higher than figures ruling a week ago. Hams are now ½c lower than last week. Prices of butter and eggs are very firm, and, judging from stocks in hands of dealers, there will be a continued strong market for some time.

SUGAR—The demand is good. Prices are firmly held.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls.	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

TEA—The tea situation is very firm, with a fair demand for all lines.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 2
Good common	0 20	0 22
Common	0 19	0 2
Ceylon—Broken Orange Pekoe	20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20½
India—Pekoe Souchongs	0 16½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Coffees continue quiet at unchanged prices.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio. No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional

SYRUPS AED MOLASSES—Molasses is quiet just now, as the demand for this article is not expected to pick up before next month. Prices are firm. Corn syrups have advanced ¼c over quotations ruling a week ago. The demand is fair.

Barbadoes, in puncheons	0 27	0 32
" " fancy	0 32½	0 33½
" " extra fancy		0 35
" in barrels	0 31½	0 33½
" in half-barrels		0 34
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

DRIED FRUITS—Market is featureless, in the absence of sufficient stocks to create interest. Nominal prices prevail. Valencia raisins, second shipment, are quoted ¼c lower. This shipment is expected in the middle of October.

Valencia Raisins—		
Fine off-stalk, per lb.		0 08
Selected, per lb	0 8½	0 09
Layers, "	0 8½	0 09
Dates—		
Hallowees per lb		0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
California Raisins—		
Fancy seeded 1-lb pkgs		013
Choice seeded, 1-lb. pkgs	0 12	0 13
Loose muscatels 3 crown	0 10½	0 1
" " 4 crown	0 11½	0 11
Prunes—		per lb.
30-40s		
40-50s		
50-60s	0 08½	0 09
60-70s		0 08½
70-80s		0 07½
80-90s		0 07½
90-100s		0 06½
Oregon prunes (Italian style), 40-50s		0 07
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07
" " 90-100s		0 06½
" " 100-120s	0 05	0 04½
Currants—		
Filiatras, uncleaned, barrels	0 07¾	0 08
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 03½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 11	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown		0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30

SPICES—There is a fair demand for spices, as the pickling season is at hand. No price changes have occurred during the week.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

MAPLE PRODUCTS—The demand for maple products is normal. Prices are firm, owing to limited supplies offered. It is said that there are large stocks held by eastern dealers, who are trying to force the market to a higher level.

Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 18	0 08½
Beauce County per lb	0 09	0 09½

EVAPORATED APPLES—The market just now is featureless. Evaporated apples are, in most cases, off the market.

BEANS—Business is fair in this line. Quotations are nominal. Wholesalers at present are waiting for arrival of new stock.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 25	2 3[illegible]

RICE AND TAPIOCA—Fair business is being done in rice, which is at the same standing as regards quotations. But little business is being done in tapioca, owing to the high prices.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 07½ 0 08

CANNED GOODS

MONTREAL—The feeling for canned goods is quiet. Prices for corn and tomatoes are not yet given out, and this partly explains the uncertainty. Canned fruits are only in fair demand. Canned fish is more active and the demand is reported satisfactory. The canned meat market is quiet.

TORONTO—It all depends on the weather now—a late, open fall will mean everything to the corn and tomatoes—the latter, of course, especially. Still, the general consensus of opinion seems to be against a higher percentage of a full yield than 50. In this connection it is interesting to note what a Maryland firm says of the tomato situation.

"Packers located in southern peninsula of Maryland and Delaware points report the glut of tomatoes as being on at this time; similar conditions should reach the northern sections next week and the race will indeed be on. Those handicapped with future sales will be eagerly watched and anxiety is at the maximum notch. How many will pass the wire with a round unsold surplus to the good? This is now the question, and on this condition hinges the fortunes of many thousands, either directly or indirectly interested. Besides the late start and the heavy sales of futures, another sandbag is worthy of prominent mention. Labor is far from what could be desired, and as tomatoes become more abundant, it seems to be the general condition that it is impossible to get help enough to handle judiciously, and the packer fixed in this respect is the exception.

"As glut season approaches, raw stock price declines, but the average price, so far, is so ridiculously high that it will take many days at present figures to equalize or obtain a fair average season, which seems impossible in recent years in comparison with conditions of several years ago, and then when the rush is over, in all probability, up will go the price again and ditto the average for the season. If such conditions are beyond the jurisdiction of the Inter-State Commerce Committee, it would,

indeed, be a philanthropic move to request the Government to appoint an equalizing price committee offering a $1,000,000 prize to the grower who would live up to his contract and play fair. 'The Pleasure of Packers' has not yet gone to the publishers and it may be quite a while before all sections have been heard from and experience handed in."

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	....	2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals, red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard	....	5 90
Gals. " solid pack	....	8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard	....	6 75
Gals, solid pack	....	8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	....	2 25
2½'s, yellow	2 65	2 62½
3's, yellow	....	3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 09
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 52½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12½	2 10
2's, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52	10 50
Raspberries, Black—		
2's, black, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's " preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50

VEGETABLE		
Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 10
2's, whole, " "	....	1 00
3's, sliced, " "	....	1 35
3's, whole, " "	....	1 25
Beans—		
Fancy brands	1 32½	1 30
2's, golden wax	0 92½	0 90
3's " "	1 37½	1 35
Gals. " "	4 02½	4 00
2's, refugee or valentine (green)	0 92½	0 90
2's, crystal wax	1 02½	1 00
Red kidney, 2's	1 07½	1 05
Lima 2's	1 32½	1 30
Corn—		
2's	....	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 07½	1 05
2's, standard	0 92½	0 90
2's, early June	1 02½	1 00
2's, sweet wrinkled	1 07½	1 05
2's extra fine sifted	1 37½	1 35
Gals., No. 4	3 72½	3 70
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60

ONTARIO MARKETS.

POINTERS—
Sugar—Very strong.
Corn Syrup—Prices raised.
Dried Fruits—New crop currants and Valencias expected.
Vegetables—New Brunswick potatoes show large percentage of rot.

Toronto, Sept. 20, 1907.

Business has been active in most lines during the past week, but some houses report collections as only fair. Opinions are divided as to whether the raise in price of corn syrup and starch will have the effect of checking consumption. The majority are of the opinion that it will not, as starch is too much of a staple, and corn syrup will be no higher in proportion than maple syrup, to which the consumer might have turned in the event of a lower price ruling in the latter. The advance is likely to be maintained for some time. The corn situation is growing worse daily, and crop reports are not such as to warrant the expectation of lower prices.

Canned goods are moving freely, but the new pack—corn and tomatoes—looks bad. Most of those interested are agreed that the canners will not be able to deliver more than 50 per cent. of their orders. Much, of course, depends on the weather, but the crops are so late that even the most favorable conditions can hardly alter the situation very much. The tapioca shipment which arrived recently from Singapore is said by wholesalers here, to be of none too good a quality. The demand, following a period during which no stocks were to be obtained, has naturally been very strong, but it is thought that the present supplies will be sufficient to take care of consumption until the next consignment arrives in November.

SUGAR—The situation in refined is very strong; but no immediate advance is expected. Acadia continues on a 10c lower basis than the other refiners. Late advices from New York state that "the outlook is for a steady refined market, with contracts safe from decline."

Willett & Gray take the following view of the raw situation:

"In consequence of weakness which developed in the European markets during the week under review, carrying beet sugar quotations from 10s 3d to 9s 10½d, there developed a desire to sell by the holders of Surinam, Porto Rico and Cuba sugars.

"Buyers met this desire fairly well and business resulted to the extent of fully 125,000 bags centrifugals, including Surinams at 3 15-16c, basis 96 degrees, Cubas at 2 9-16 c. and f., basis 95 degrees, equal to 3.95c for 96-degrees test, and Porto Ricos at 3.95c per pound, 96 degrees test basis, which is the official quotation at the close.

"At the close London shows a tendency to improve again, with a steady market at 10s for beet sugars, per cwt., f.o.b. Hamburg, equal to 4.11c per lb. for 96-degrees test centrifugals here.

"The business done shows an advance of .03c per lb. for the week, showing a stable condition notwithstanding the fluctuations in European beet sugar. Cane sugar in Europe made no change in quotations. The crop news of Europe and Cuba changed during the week from unfavorable to favorable, and remained favorable at the close. The European beet market, being at this season entirely a weather crop market, is influenced to fluctuations with every change of weather.

"The only effect of these fluctuations here is to make holders sell or withdraw at current values.

"Some days they are sellers; other days they are not sellers, when in hopes of improvement, and if it don't come, they are sellers again. This keeps a comparatively firm and steady market here without fluctuating prices, and resulting in a quiet business generally not reported until a few days old.

"Louisiana crop conditions continue favorable, and the prospects of turning out the largest crop in the history of Louisiana are improving. The largest crop on record was the one of 1904-05, when the crop outturned 335,000 tons.

"As the time draws near for the crop of domestic cane sugar, the planters show more interest in the general situation here, and the course of the European markets must be studied carefully for suggestions of the future.

"The general situation looks steady and firm, with the question of improve-

ment now in abeyance and depending largely on the course of European markets."

The total stocks of Europe and America are 448,453 tons, against 1,735,794 tons last year at the same uneven dates. The decrease of stock is 287,341 tons, against a decrease of 270,517 tons last week. Total stocks and afloats together show a visible supply of 1,698,453 tons, against 1,985,794 tons last year, or a decrease of 287,341 tons.

COFFEE—The market is unchanged locally, with business quiet. Willett & Gray say:

"The receipts at Rio and Santos so far this crop are about 500,000 bags less than they were at this time two years ago in the crop that gave a total of 10¾ million bags. To the eyes of those who have made large estimates these receipts appear very small, but in the judgment of others who, from the beginning, supposed the present Santos crop at a maximum one-third of the last Santos crop, the receipts seem regular. It is the opinion of every large and conservative house that the Rio and Santos receints this season will be ten to eleven million bags, with the latter figure as a maximum, and inclusive of 1½ million bags left over from the previous crop.

"The coffee trade is holding off, in fact, the interior is buying only the minimum possible to get along with, and as they have followed this practice a very long time they have thus been laying the foundation of thoroughly sound conditions by which the position of the current crop must be judged, and quite a time must elapse before anything positive is known as to the now-growing crop. The trade will only accept or believe that which is in conformity with its wishes, even if the advices so far indicate the possibilities of another small crop.

"As regards the Government holdings, their influence would only be felt in case the market should be several cents higher, strong and advancing and consumers demand additional supplies, for otherwise, arrangements have been made for carrying the coffee until December, 1908—a date altogether too remote for the average dealer to take as a basis for calculations or his requirements now. Desirable goods have been in demand and sold at full prices, regardless of the occasional reactions in futures."

Paris lumps, in 50-lb. boxes		5 15
" in 100-lb. "	4 85	5 05
St. Lawrence granulated, barrels		4 50
Redpath's granulated		4 50
Acadia granulated		4 45
Berlin granulated		4 40
Phœnix		4 45
Bright coffee		4 40
No. 3 yellow		4 30
No. 2 "		4 20
No. 1 "		4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

TEA—New crop May Japan teas are expected on this market shortly, but nothing but high prices are anticipated. With this exception there is no feature of special interest. Demand continues quiet, and stocks are small.

"Little change has taken place in the statistical position during the past month, the falling off in clearances having been more than balanced by smaller imports, so that the stocks for the time of year are relatively light. It is worthy of note that China was the only growth to show an increase in deliveries, the total for the three months ending 31st August being one million pounds in excess of last year's figures. Compared with the total consumption this amount is insignificant, especially in view of the much freer use of China which occurred during the previous time of scarcity—1904—but nevertheless it indicates the extent to which these teas might again be used during a prolonged period of short supplies from other countries.

"The low quotations ruling for medium descriptions appear to be attracting attention and the more general buying noted last week has developed into a distinct improvement in tone, although so far little advance in price has taken place. The old season's Indian teas bought earlier in the year have now been freely discounted and are passing into consumption, so that it seems reasonable to hope for a more healthy state of trade in the near future."

SYRUPS AND MOLASSES — Corn syrup has been advanced, as indicated in our last report. Prices are likely to remain this way until there are better corn prospects, but the companies responsible are not saying anything about their future intentions. The cool weather is helping the consumption of molasses.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

	Per case
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03⅝
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25

Maple syrup—		
Gallons, 6 to case		4 80
½ " 12 "		5 10
Quarts, 24 "		5 40
Pints, 24 "		2 90

DRIED FRUITS—New crop currants and Valencias are expected on this market within the next two or three weeks. The S.S. Queen Olga has left Patras with 2,500 boxes of currants for New York; and the first of the new crop Valencias is due in that city by the time this will be in print. This latter shipment, however, is reported nearly all sold.

Some interest is being taken in the Smyrna fig crop, which is reported as being of first-rate quality. The first shipment is due in New York this week. Prices have not yet been made on Persian dates.

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07½
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11	0 11½	Citron 0 21 0 22
Orange	0 11	0 12	
Peaches, "			0 18 0 20

Figs—		
Elemes, per lb	0 08	0 15
Tapnets, "	0 03½	0 03½
Bag Figs	0 04½	0 05

Currants—			
Fine Filiatras	0 07½	0 08	Vostizzas 0 09½ 0 10
Patras	0 08½	0 08¾	

Uncleaned, ½c less.

Raisins—		
Sultana	0 12½	0 15
" Fancy		
" Extra fancy		
Valencias, selected		0 08¾
Australian		0 09½
Seeded, 1-lb packets, fancy		0 11¾
" 16 oz. packets, choice		0 11
" 12 oz. " "		0 09

Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairs	0 04	" choice	0 08½
Domestic evaporated apples			0 09 0 13½

NUTS—Prices have not yet been fixed on new crop Grenoble walnuts, and it is unlikely that anything will be done until shippers can be certain of the quality of the crop. Locally, prices are unchanged.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 32	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11

SPICES—There is an improved movement in pickling spices, but not such as to occasion any advance in prices, which remain unchanged.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon		0 35
Nutmeg	0 35	0 45
Cloves, whole	0 25	0 30
Cream of tartar		0 25
Allspice	0 20	0 22
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—The tapioca shipment which arrived the week before last is not showing as good quality as some of the buyers would like. It is anything but bright, and has a dirtyish appearance that is not attractive. The demand, however, is too keen for this to have much effect, and it is not expected that a great deal of this shipment will be left over by the time the next consignment is put on the market. This will probably be some time in November.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¼	0 03¾
Patna	0 35	0 36
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 08	0 08½
Carolina rice		0 10
Tapioca, medium pearl		0 08

BEANS—The marlet is very strong, and demand continues as active as ever. Reports of the new bean crop are conflicting, but it seems certain that there will be a considerable percentage of loss. Locally, prices are unchanged, but firmly held.

Beans, hand picked, per bush	1 75	1 80
" prime No. 1 "	1 60	1 65
" Lima, per lb	0 07	0 07

HIDES AND WOOL—Lamb skins are 5c higher this week, and super-pulled wools have dropped a cent. Otherwise prices are unchanged. Business is very quiet, and the tanners are not doing more than they have to.

Hides, inspected, cows and steers, No. 1		0 08
" " " " No. 2		0 07
Country hides, flat, per lb., cured	0 06	0 06½
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	0 55	0 65
Horse hides, No. 1		3 00
Rendered tallow, per lb	0 05½	0 06
Pulled wools, super, per lb		0 23
" " extra		0 25
Horse hair, per lb	0 28	0 30
Wool, unwashed	0 12	0 13
" washed	0 22	0 23
" rejections		0 16

G. W. Walker, grocer, etc., of Gorrie, has sold to W. J. Mundy.

Therrien Bros., grocers, etc., of Hull, have been succeeded by A. Therrien.

J. R. Wilson will represent Thos. J. Lipton from Regina to Revelstoke, the Edmonton branch and Kootenay district. He leaves for his territory this week.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Sept. 12, 1907.)

All indications now point to a fairly good crop at high prices, and unless something happens another year of prosperity is assured in the West. There is, accordingly, a marked revival of confidence among the trade.

Except for advances in salt and jams, there are no new features of interest in the Winnipeg wholesale grocery market. Business continues fairly active.

CANNED GOODS—Upton's jams and marmalades have been advanced to 52 cents per pail, an advance of 2 cents. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 37
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 15
" 2½ "		4 5
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 85

VEGETABLES.

Beans (new) per dozen—		
golden wax "	1 06½	1 04
refugee "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 13	2 08
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
2 " " "	1 80
3 " " "	2 25
1 " Chili " "	2 25
2 " " " "	1 90
3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
duck "	3 30
Corned beef " 2's per doz.	2 65
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¾'s, "	2 90
" " 1's, "	4 00
Salmon (clover leaf)—	
1 to 4 cases, per case	7 60
5 cases and over	0 50

SUGAR—

Montreal granulated, in bbls	5 00
" in sacks	4 95
" yellow, in bbls	4 60
" in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per ½ "	2 55
" " 20-lb tins, per ¼ "	2 60
" " ½ barrel, per lb	0 02¾
" " Sugar syrup, per lb	0 03¾
Beaver Braud, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—

Whole green Rio, per lb	0 08¾
" roasted " per lb	0 11¾
Ground roasted Rio	0 12½
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure "	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb " "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09¾
" " 28 " " "	0 08¾
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

SALT—There has been a general advance in the price of salt. Quotations are now as follows, f.o.b., Fort William:

Salt, 3's per bbl	2 50
" 5's "	2 40
" 7's "	2 35
" 10's "	2 30
" 20's "	2 20
" 50's cotton bags each	0 32
" 50's jute "	0 25
Ordinary fine in bbls., per bbl	1 10
" coarse "	1 10
Rock Salt, per ton	11 00

FOREIGN DRIED FRUITS—Quotations are:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 08½
Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, " "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 1 3
" " " 3 "	0 10½
" " " 4 "	10¼
" " choice seeded in ¼-lb. packages per package	0 10¼
" " fancy seeded in ¼-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07¾
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08¾
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 16

EVAPORATED APPLES — Opening prices will be high and there is considerable activity among the jobbers at present endeavoring to secure supplies in anticipation of further advances.

HONEY—Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½-doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—Rangoon rice is a little easier. We quote:

Japan rice, per lb., cwt. lots	0 04½
" 50-lb. lots	0 04¾
Rangoon rice, per lb	0 04 0 04¼
Patna "	0 04¾
Tapioca, per cwt	8 00
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 95
" 40 " "	1 00
" 20 " "	0 51½
" 8 " "	0 23⅞
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal, 49's, per sack	0 90
" 98's, "	1 90
" 10's "	2 20

BEANS—Choice prime white beans are quoted at $1.90 and the hand-picked at $2.05. The crop is reported short.

WINNIPEG.

BUTTER—Creamery is selling to the retail trade at 24c per lb. in 1-lb. bricks. Produce houses are paying 18c for No. 1 dairy and 16c for No. 2, delivered in Winnipeg.

CHEESE—Ontario is selling at 13¾c and Manitoba at 12½c.

EGGS—Produce houses are still paying 17c per dozen for eggs delivered in Winnipeg and subject to candling.

Cured Meats.

Quoted as follows :

Hams, selected, mild cure, 10 to 14 lb., 100 lb. crates	17
Bacon, selected, mild cure, 5 to 7 lb., 100 lb. crates	21
Backs, selected, mild cure, 8 to 10 lb., crates	18

Sugar Cured.

Prices for 100 lb. sacks ; add ⅛ for 200 lb. boxes ; ¼ for 100 lb. boxes ; ½ for 50 lb. boxes.

Hams, light, 10 to 14 average	17¼
Hams, medium, 14 to 16 average	16¾
Hams, heavy, 25 to 30 average	16
Hams, skinned, 20 to 25 average	17
Picnic Hams, 6 to 10 average	13
Shoulders, 10 to 14 average	13¼
Breakfast Bacon, clear, bellies, 8 to 10 lb.	18¼
Breakfast Bacon, clear, bellies, 10 to 12 lb.	17½
Breakfast Bacon, wide 14 to 16, or strips, 6 to 8 lb.	17
Clear backs, bacon, 8 to 10 lb.	17½
Clear backs, bacon, 12 to 16 lb.	17
Spiced rolls, long	16½
Spiced rolls, short	14½
Dried beef hams, sets	16
English cured bacon, bellies, 14 to 18 average	17
Smoked beef tongues, choice	18

Smoked hams, boned and rolled, 3 cents per lb. additional.

Dry Salt Meats.

Prices for 200 lb. sacks; add ⅛ for 200 lb. boxes ; ¼ for 100 lb. boxes.

	Unsmoked.	Smoked.
Long clear sides, 50 to 75 lb.	12	13½
Short clear sides, 45 to 60 lb.	12½	14
Extra short clear, 35 to 50 lb.	12½	14
Boneless backs	13	14½
Clear bellies, 20 to 25 lbs.	13½	15
Clear fat backs, 12 to 14 lbs.	11½	12¾
Square shoulders, 14 to 16 lbs.	11½	13

Barreled Pork and Beef.

	Brls.	Hf. Brls.
Mess pork	$25.00	$13.00
Short cut mess, standard	26.00	14.00
Pig pork, boneless, brisket	23.00	12.50
Selkirk bean pork, clear	21.00	11.50
New mess beef	12.00	7.00
New plate beef	11.00	6.50

Quebec city and district union of bakers and confectioners is to be represented at the annual meeting of the National Trades and Labor Congress of Canada, being held at Glace Bay, N.S., by the following delegates : Jas. Gagnon, Union Nationale des Boulangers ; Charles Beaule, Union Nationale des Confiseurs et Patissiers; G. Marois, Z. Berube and Edouard Pepin, Conseil General National des Metiers et du Travail.

GROCERY TRADE NEWS AND MARKETS OF NOVA SCOTIA

(Special Correspondence of Canadian Grocer.)

Halifax, Sept. 16.

Butter, cheese and milk will advance in price, according to dealers in this city. The high price of feed is attributed as the cause. Milk now sells for 7 cents per quart in this city, but it will likely go up to eight cents in the course of a few weeks. It is estimated that ten thousand quarts of milk are consumed daily in Halifax. The farmers are now talking of putting up the price, and if they make a demand, the dealers will have to charge more for the milk.

In some districts farmers and dairymen claim the haying outlook is not good, because of so much wet weather this summer, and it is expected that good hay will cost, this winter, about $20 per ton, instead of $10 and $12, as formerly, while feed, costing some years from $12 to $16 per ton, will command this season from $30 to $35, it being now four dollars per ton higher than any price touched last season. What is considered by many to be almost prohibitive prices may have the effect of causing some of the dairymen to sell their cows at the good prices offered by the victuallers, and go out of business, rather than undertake to feed their cattle all winter if the prices of hay and feed are going to be as large as they threaten. Mill feed is now from $30 to $32 per ton, more than double the price of last year. The root crop in Nova Scotia is light, and good hay is not very plentiful.

A Halifax commission merchant, when asked for his opinion of the existing conditions, said :

"If the price of milk goes up, butter and cheese will also advance. Prices here are ruled largely by the Montreal market. The outlook here is that butter will have to move higher, in order to yield the same return as cheese."

* * *

The produce and fruit markets are now very active, and the commission men are getting busy. In addition to the early varieties of apples, pears, plums and crab apples are now coming in. Pears are quoted at 35c per six-quart basket, and the poorer grades of plums about the same. The best quality of plums sell from 40c to 45c per basket. There has been no change in the price of Nova Scotia apples. Corn is very plentiful, and selling at 10c per dozen by the crate. Tomatoes are higher this week, 35c being the price for six-quart baskets. Fresh eggs are scarce, and the case stock cannot be depended upon. The price is unchanged from last week. Potatoes are in good demand at 50c per bushel. The price will probably come down before the end of the week.

* * *

Fire at Maccan last week completely destroyed the grocery stock owned by David P. Kent. The loss is about $3,000.

* * *

Thomas J. McGrath, who for many years successfully conducted a grocery business at the corner of Agricola and May streets, died last week at the age of 66 years. He was well known throughout the north end of the city.

* * *

In the vicinity of Auburn, Kings county, N.S., within a district of six miles square, twelve thousand dollars worth of cranberries were sold last year, and if the frosts keep off until the crop is harvested this season, there will be $15,000 or $20,000 worth placed on the market this year.

* * *

The Furness line steamer Rappahannock, sailed for London to-day with 13,000 barrels of apples. This is the first large shipment of Nova Scotia fruit to the English market this season.

A GROWING TEA CENTRE.

We take the following from the Maritime Merchant:

"A recognition of the importance of St. John as a tea importing centre for Canadian trade is acknowledged by the decision to have tea samples tested here instead of sending them to Ottawa. A member of the local customs staff has been sent to Ottawa to receive the necessary instructions, and hereafter teas imported will be tested here, thus saving much trouble, and a delay of four days will be obviated. The growth of the business of importing, blending and packing teas at St. John in recent years has been quite a remarkable feature of trade.

THE RIGHT CHANGE.

One of the little things that comes up frequently between customer and clerk is disputing over change. Occasionally the net result is deadly to the store. Many a good customer has been known to leave the store for good because of such a difference.

"I gave you five dollars," said the customer.

"No, ma'am, it was a two-dollar bill," says the clerk.

But the customer knows different and is sure she is right. And the clerk is equally sure.

You know how such differences arise. You also know they are well worth any little care and system that will tend to eliminate such disputes.

One of the best things yet advanced as a solution is to have the clerk always announce the amount of the coin or bill handed over by the customer.

Supposing the customer gives a five-dollar bank note in pay for goods. The clerk says immediately, "You gave me five dollars."

Then if the customer thinks that the bill was larger, the correction can be made before it is too late. This is a simple little method, but it is very effective. Many city stores now insist that this be done in every instance.

Do You Know

that standing at the Back of every Roll of

Staunton Wall Paper

is a 50 years' successful reputation. We have grown because our papers have genuine merit, beauty of design and coloring, and thoroughly good material.

Wait for our salesman coming now to you.

'All goods 16 yds. to the double roll.

Stauntons Limited

Makers of Superior Wall Paper

TORONTO

Always a Leader

The Syrup with the good name

Sales increased 100% each season.

WILLIAM GALBRAITH & SON

Wholesale Grocers

80 AND 82 ST. PETER ST., - - - MONTREAL

"CANADA'S PRIDE" CANNED GOODS

THE BEST IN THE WORLD

"HOME SWEET HOME" CEYLON TEA

TRY IT

BUSINESS NOTES.

A. Gofine, general store, of Winnipeg, has sold to S. Kaulls.

J. J. Hamilton, baker, of Rainy River, has sold to E. R. Brook.

Kathrine Polacek, general store, of Beausejour, has sold out.

Turner & Smith, commercial agents, of Winnipeg, have dissolved.

John Peachey, confectioner, of Dauphin, has sold to W. S. Marsh.

W. E. Spicer, baker, etc., of Carberry, has been succeeded by L. Mueller.

S. C. Chown, general store, Clandeboye, has sold to Samuel G. Lamport.

H. and A. Leadlay, hides and wool merchants, of Winnipeg, have dissolved.

McKenzie & Macklin, confectioners, etc., of Chilliwack, have been succeeded

Lynch Bros., general store, of Carstairs, has been succeeded by Lynch, Carlin & Sons.

The warehouse of McCaskel Bros., grain merchants, of Ladysmith, has been destroyed by fire.

Rae & Co., flour and feed merchants, of Fort William, are reported to be retiring from business.

The general store, conducted by the Summerberry Trading Co., at Summerberry, has been sold to A. J. Fraser.

W. D. Matthews, of the George Matthews Packing Company, Hull, has been made a member of the Montreal Board of Trade.

Muirhead, Black & Co., grain, flour and feed merchants, of Fort William, have sustained loss by fire. Insurance was carried.

Thos. Allison, of South Woodslee, who conducted a general store, comprising groceries, dry goods, and boots and shoes, has sold out to John J. Harrison.

E. Saul & Co., grocers, of Windsor, have sold out to Gilbert Graham.

Mr. George W. Serles, who recently disposed of his grocery business in this city, has bought a business in Niagara Falls, Ont., and intends removing there at an early date.

HOW IS IT?

To the Editor of Canadian Grocer:

A few weeks ago your journal contained an article on the question of percentages which rather surprised me and I have been waiting to see it challenged as to its correctness. However, as no worthier disputant has entered the lists I take the liberty to question it. I have not the article in question before me so cannot quote, but the problem and answer given is somewhat like this: "A buys a horse for $50 and sells him for $100, what percentage of profit does he make?" The answer given is 50 per cent.

Now, then, Mr. Editor, if this is correct, will you please inform me at what price that horse must be sold in order to make 100 per cent. profit.

I will grant that in the case given, the profit is 50 per cent. of the sale price, but claim that the animal was sold at 100 per cent. profit.

Now, just suppose, for a moment, that your answer as given is correct, and suppose "A" pays $50 for the horse and sells him for $1,000, then if your rule is correct "A" made a profit of 95 per cent., although he received twenty times what he paid for the horse. Under your rule a profit of 100 per cent. is an impossibility, even if he sold the horse for a million dollars. Is that good mathematics?

MONTREAL GROCERY CLERKS.

Election of Officers for 1908—Next Meeting in October.

On Monday, Sept. 16th, the Montreal Association of Grocery Clerks met at the Brunet Hall, on St. Joseph street, Montreal, for the purpose of choosing officers for 1907-1908. The following were elected:

Hon. president, Adj. Pouliot; president, J. A. Ga; vice-president, J. A. Rochette; secretary, Wilfrid Cantin; assistant secretary, J. E. Falardeau; treasurer, Uld. Fiset; assistant treasurer, J. A. Drolet; auditors, Uld. Lachance, Nap. Drolet; committee, J. A. Roy, L. N. Fiset, Jos. Gosselin, Ad. Poitras, J. A. Rochon, N. Boissonnault, Alb. Bernier, Jos. Dubuc, Eng. Paradis, Eng. Vermette, F. T. Allaire, E. Falardeau.

Mr. Boissonnault, one of the oldest members, presided at the meeting, and Messrs. Bernier and Fiset acted as scrutineers. The next meeting will take place on the first Wednesday in October.

KIT COFFEE REPRESENTATIVE.

A. E. Bowron 18 King William St., Hamilton, has been appointed the Ontario representative of the Kit Coffee Limited, of Govan, Glasgow, Scotland, and Mason & Hickey, 108 Princess St., Winnipeg, are the western agents for this firm. The Montreal representatives are Mathewson's Sons, 202 McGill St.

White & Bayne, general store, of Bankhead, has been succeeded by Williams Bros.

THE COST OF DOING BUSINESS

A Practical Solution of a Difficult Problem.

A question that has engaged the attention of grocers in all parts of the world and under every conceivable circumstance, is that of the cost of doing business. The number of ways in which it has been answered is in about equal proportion to the number of people to whom it has been put, and that is running into pretty high figures. It seems almost impossible to induce merchants, as a whole, to give this subject the consideration it deserves, or to persuade them that every ounce of thought in this direction inevitably returns many pounds of profit. It is no more than logical that if a man is half the time unaware of whether the sale of a certain article is netting him a profit or barely covering the cost of handling, he is hardly in a position to state definitely that he is not an actual loser on the transaction.

It is well known that the fruit grower prefers a short crop at high prices to a record yield at average prices, and on the same principle the retailer finds it more to his advantage to handle a small amount of goods at a clearly-defined profit than twice the quantity at figures which show the barest margin of income over outlay.

Recently a Montreal merchant, who has devoted considerable time and thought to the subject, drew up a list of questions, covering practically the whole field of the cost of doing business. These questions he submits to us with the following letter:

"Every dealer claims to be in business to obtain an honest, well-acquired wealth which will provide for his family and secure an income for old age.

"This being admitted, how can we explain why merchants, as a rule, are selling goods at such a small percentage over cost, and still expecting to make a living? An answer that would apply to many jobbers and retail merchants is, that they do not know the cost of doing business, and are too much inclined to seek a large volume of unprofitable goods rather than a small amount, bringing better returns.

"You might print in The Canadian Grocer the enclosed questions, leaving sufficient space for answers, asking those who wish to take advantage of our joint offer to fill in the blanks without signature or address, using some nom de plume, such as "B2306," for the dealer's guidance. Replies could be sent to The Canadian Grocer in Toronto, and we would undertake to demonstrate to every retailer what it costs to do business, both on cost and selling prices, giving the answers through your valuable paper free of charge."

All replies sent in will, of course, be treated as confidential, and no names will be published without permission, but dealers can, if they wish, fill in the accompanying blank columns and forward to the editor in a plain envelope over some fictitious signature, understood only by the sender.

If merchants will take this matter up in their own interests as well as in those of their brother tradesmen, some valuable light will be thrown on a problem which is at present too carelessly regarded and insufficiently understood.

The series of questions is as follows:

	Answer	Amount	% on cost prices of yearly sales	% on selling prices of yearly sales
What was your turnover last year?....				
What were your gross profits?.....				
The difference in the amount of goods sold at cost prices?.....				
Have goods returned been deducted from the amount of your turnover?..				
If not, what is the amount?				
Are the charges you have paid for boxing, packing, freights and cartage to your store added to your cost price?.				
If not, what is the amount?				
What was the amount of your general and administrative expenses? (in a lump sum or detailed as below)				
For Advertising				
Insurance				
Store heating and cleaning				
Licenses, business taxes of all kinds, except those imposed on real estate				
Donations				
Lighting				
Stationery for office, wrapping paper and twine for store				
Postage stamps				

	Answer	Amount	% on cost prices of yearly sales	% on selling prices of yearly sales
Telephone services				
Store rent (or if you own your premises, 6 per cent. per annum on the value, plus taxes, insurance and wear and tear of building and ordinary repairs to which tenants are generally obliged)				
Salary of all employes or as detailed hereafter:				
Salary of travelers.....				
Traveling expenses of travelers ...				
Salary of indoor salesmen				
Salary of general store help				
Salary of office help				
Your own salary, if not included, and also that of your partner or partners, if you have any				
Sundry expenses not heretofore accounted for, such as car fares, entertaining, trade papers, legal advice, legal costs, commercial agencies, telegrams, etc.				
Expenses for horses and carriages, etc., in a lump sum or detailed as below:				
Feed of horses				
Veterinary surgeon				
Horse shoeing				
Repairs to harness				
Repairs to vehicles				
Rent of stables or value of same if your property				
Salary of drivers and stable men..				
Depreciation of horses, vehicles, etc.				
If you are not the owner of horses and delivery wagons, what have you paid for that service?.....				
What was the amount of the allowance you gave your customers outside of cash discount?				
What was amount of your bad debts?.				
What was the amount of interest you paid to your bankers for advances on your customers' or personal notes, also to the firms you buy from, for overtime requested and the cash discount allowed to your customers?.				
What is your capital in business?				
Is, in this amount, included any real estate used for business? If so, what is the amount?...				
Outside of capital above named and not included in, have you any real estate used for your trade? If so, what is the value of same?				
Did you allow anything for wear and tear of store and office fixtures and furniture? If not, what do you estimate it to be?.....				
Did you allow anything for breakage of merchandise, deterioration of stock for goods delivered and omitted to be charged or taken from your store without your consent or knowledge? If not, what do you allow for this?..				
How many traveling salesmen have you?				
Total of their annual sales?				
Their gross profits, the amount of their salary and expenses?.....				
Can you detail the operations of each, as follows?:				
Traveler No. 1				
Annual sales				
Gross profits				
Salary				
Traveling expenses				

NEWFOUNDLAND NOTES.

Flour took a jump of 25 cents the other day. All provisions are very high at present.

* * *

C. D. Chetwynd, manager of Harvey & Co.'s tea department, returned after a very successful northern trip in the interests of the firm's tea business.

* * *

M. G. Winter and J. D. Ryan, well known in the grocery and provision business of the colony, are among the directors of the new bank which local capital is establishing in the colony. The capital of the bank will be $3,000,000.

* * *

A. Findlater, of T. & M. Winter, has returned to his desk after a vacation at his old home in Fogo, and other northern outports. Mr. Findlater was one of the prominent Freemasons who went to help dedicate the Masonic Temple at Twillingate.

* * *

G. Martin, representing Browning's Biscuits, is at present in Trinity Bay.

* * *

H. J. Burnell, manager of the Commercial Stores, Trinity, is a unique advertiser. Mr. Burnell has been eminently successful.

* * *

J. A. Smith, representing F. P. Woods & Co., and A. Harvey & Co., is out on the road again for fall orders. He reports business good.

* * *

Fish dropped fifty cents per quintal Monday. Another drop is anticipated in the near future. This makes it hard on the outport dealer, as the weather has been so wet that it is impossible to get the fish dry. Never in the history of the oldest inhabitant was such poor fish weather known. There will be a lot of spoilt fish this year.

* * *

The outport merchant is beginning to realize that good window displays help sales. I noticed some very attractive windows by D. P. & L. Osmond, Morton's Harbor, and by the Newland Lumber and Pulp Co.'s store at Norris' Arm, over whose destinies Ben. Butt presides, and who certainly has a very tasty way of keeping his stock.

* * *

C. F. Taylor, of Pilley's Island, came to the city on the express. Mr. Taylor reports his schooners as having done well at the Labrador fishery. In company with some new pork experts, Mr. Taylor will proceed to the Labrador coast to inspect some mineral claims which promise rich returns.

* * *

J. B. Osmond, of Morton's Harbor, has been spending a few days in the city looking after his business.

* * *

J. Sellers, representing Union Blend Tea, returned to the city from Bonavista a few days ago.

* * *

W. Kennedy, representing the Thos Smyth Co., is doing the northern outports and reports business good.

* * *

Job Roberts, the expert tea traveler, has been making the northern trip.

EFFECTIVE GROCERY ADVERTISING

ITS PRODUCTION AND POSSIBILITIES.

Occasional Chats by W. F. Ralph.

Layout and Display.

"A wagon without grease, like business without advertising, is a mighty slow proposition."—Rusty Mike's Diary.

It's a fact. Rusty Mike touched bottom when he wrote the above little piece of concentrated truth. There are few grocers to-day who would deny it. Every one—consciously or unconsciously—appreciates the benefit of an advertisement. You will observe that I say "consciously or unconsciously." Some people will deny any belief in the efficacy of advertising, while at the same time, advertising, in some form or other, occupies a great deal of their time.

I know a man who prides himself in what he calls, "My downright honesty, sir. I don't beat around the bush, I don't, I always call a spade a spade; and I tell you, I think advertising's a fake idea." Yet, all the time, this honest gentleman goes around, and by every means in his power lets everyone know about his peculiarity. He's a constant advertiser without admitting it.

Advertising, like eggs, can be dished up in many forms. Take the lady who thinks she is the mother of a musical prodigy. Every one who enters the house, from the iceman to the canvassing politician, is treated to a few minutes of the young gentleman's skill on the piano. The lady would deny any intention of advertising her boy. She would tell you that she was merely letting people know how well he could play the piano.

That's the point! "Letting the people know," is merely a long-winded way of saying "Advertising."

Progressive readers of The Grocer will probably skip the foregoing, because they have heard it before and fully realize its truth. I don't mind if they do, because I only want it to reach the man who is hesitating, and wondering whether a little advertising grease will make his business wheels go round easier and faster. It certainly will, Mr. Hesitating One. Try it, anyway; but give it the right sort of trial.

Every grocer can write his own ads. if he knows the rudiments of English composition. To begin with, he has the first requisite of an ad.—something to advertise.

Eye-catching—I'm talking of newspaper advertising now—is the first thing to be considered in an ad. After that comes interest-waking. The former may be must be something to awaken interest or it wouldn't catch the eye. That's true to a certain extent. The layout or border work of an ad. may attract the eye momentarily. Indeed, that is often the main function of a layout. But there must be something to awaken the interest in the matter so attractively laid out. After interest has been awakened there must be something to hold it by creating a desire, and then something to create a determination to buy. Those are the four quarters of the ideal newspaper advertisement. For the present we will confine ourselves to the first quarter—layout or display.

To catch the wandering eye of a woman, the ad. must stand out distinctly. Many an otherwise good advertisement is spoiled because of its similarity to the surrounding ads. Unless it is a little island of display surrounded by reading matter it won't be effective above the efforts of its competitors. The grocer hasn't as much field for ingenuity in display as the dry-goodsman has. The drygoodsman, on account of the variety of his stock, much of which is well capable of being illustrated, can practice an almost unlimited number of layout plans. A grocery ad. by the side of a dry goods ad. is liable to be swamped.

Since the range of type from which to choose in most towns is strictly limited, distinction in type is out of the question. The effect of isolation must be obtained by the type at your disposal. Some successful advertisers hold that if one just writes the copy and hands it in to the printer, the best results will be obtained. They claim that

BRADLEYS' The Store that's Talked About

Tuesday, Sept. 10, 1907.

SPANISH ONIONS

3 lbs. for 10c.

Fine, large onions—mild. The best for table use. We have a shipment of these in stock now to sell at this special price.

CREAMERY BUTTER

28c. per lb.

Extra fine quality; full weight. It is uniform in flavor and color. Those who have tried it send repeat orders.

Try a pound or more this week.

Our salesman visits Thorold every Monday and Thursday. Many have him call. By doing so they keep in touch with one of the best grocery stores in this district, and have exceptional grocery values brought right to their door each week.

Our twice-a-week service saves their time, as well as money. It will do the same for you.

Why not try it?

BRADLEY & SON

St. Catharines, Niagara Falls and Chatham, Ont.

GOOD ADVERTISING.

Peaches and Plums

are in Season now, and we expect regular shipments, but owing to the short crops and the general demand in the North West for fruits, prices will remain high, and the quantity is limited, so advise buying early.

Give us your order and we will do the best we can.

RUPPEL & CO.

The White Grocery

BAD ADVERTISING.

the printer is apt to make a poor set-up if hampered by too many instructions. Others claim that very little discretion should be allowed to the printer.

The best way, I believe, lies between these two opinions. Certainly the printer knows better than the grocer, what style of type will best fit a certain amount of copy into a given space. So much is apparent. But since your ad., to be really effective, must mirror your personality, the arrangement of the display lines should not be left to rigid mechanical rules. As a matter of fact, most printers prefer to have as little left to their discretion as possible. Particularly is this the case in newspaper offices, where leisure is scarce.

The best results are obtained by the grocer who takes an evening off, and considers what particular lines he will advertise during a certain number of days. He then considers what space he can afford and how much matter he can effectually display in that space. Next he will take up the newspaper, and scan the usual style of the ads. which will run near his. The object is to make his ad. distinct from the others. Perhaps the others all have borders. Well, a certain distinction might be obtained by running his without a border. Maybe the other ads. are crowded to the limit of the space. In that case a generous margin of white space will make his distinct.

* * *

The Bradley & Son ad. reproduced herewith, is a fine sample of every-day retail advertising from all points of view. It isn't a big, splashy, bargain sale ad., but is a sane ad., well laid out, well set up and well written. Its eye-catching quality consists of its long oblong black border, set within the hair-line border which separates the columns. The interest-awakening quality is contained in the fact that the only two display lines, except the name lines, feature two articles of every-day consumption, with the price attached. The eye of the housewife, wandering casually over the page, is unconsciously attracted to the long oblong space, separated from other spaces by the black border with rounded corners. If there were no other items of interest particularly noticeable, her eye would immediately wander off again. But in this case it is almost unconsciously held by seeing the names of two articles which she frequently buys for household use. Her interest is further awakened by mention of the price, and is held by the description of the goods. Then comes the invitation, briefly given, to have the salesman call.

There is, however, one weak spot about the ad. There is no street address given. A street address in this case seems to be all the more necessary because the store is situated in a town other than that in which the ad. is published (Thorold). But take it all round, it is a fine specimen of retail advertising for a moderate space area.

* * *

J. A. McCrea & Son, of Guelph, several of whose ads. have been reproduced in this column, have sent in a good specimen of a general ad. of fruits. No No prices are given, but the copy is of the "persuasive" order, explaining the quality and cheapness of their fruits, and the conveniences they offer to customers in the matter of delivery, etc., at their store.

* * *

The fruit ad. of Ruppel & Co. is reproduced to show how badly some grocers write their advertisements. We don't know how successful Ruppel & Co. are in the grocery business, but unless they are the only grocery in the locality, and thus hold a monopoly of trade, ads. such as the one reproduced will be highly detrimental to them. As an eye-catcher, the ad. is a good one, because of the prominence given to two articles likely to be occupying the housekeeper's mind about this time of the year.

But the disappointing, uncertain, confidence-destroying tone of the copy speedily kills any advantage it derives from a good set-up. The ad. probably states the plain truth, but it does so in a blunt, tactless way, likely to inspire lit-

Peaches and Plums
are in season now, and we have arranged for regular shipments. As the crop has not been as plentiful as usual, you will be wise to place your order with us early.
The comparative scarcity makes prices a little higher than usual; but our customers can rely upon us selling at the very lowest prices consistent with high quality. Let us book your order now.
Our best attention is given to every order, be it large or small.
RUPPEL & CO.
at the
White Grocery

tle confidence in the mind of a customer as to the advisability of placing an order with Ruppel & Co.

The truth might have been told a little differently, and in a manner which would have left a good impression on the mind of the reader. There is not much use paying for space unless every word you put into it will increase your business. The ad. would have created a better impression, without swerving from the truth about crop shortage and higher prices, had it been written something in the following manner :

Buyers are shy birds and have to be gone after scientifically if a flock of them are to be brought into your store as regular customers. Every ad. should breathe with the merchant's self-confidence.

The Claresholm Lighting, Milling & Elevator Co., Claresholm, has been burnt out.

CORRESPONDENCE

STRATFORD.

Another week has passed, and the ushering out of the six days saw the closing of a big six-days' output of various kinds of fruit. The grocers report a tremendous sale of fruits for preserving, especially in the plum line. Plums are very plentiful in this vicinity, both in the stores and on the markets. Several of the retailers purchased carloads of plums last week and sold the baskets quite readily. There is and has been, a great demand for plums. And as the quantity is sufficient, the prices are reasonable. But in peaches, the scarcity makes the price pretty steep, and as a consequence, few baskets are being sold.

* * *

Last week one or two of the merchants laid in an extra supply of "home brew" flour—flour manufactured by the McLeod Milling Co., of this city. The price of flour has advanced considerably during the past week in the surrounding country, and although it has not yet advanced in this city, it is expected to do so at any time, and the merchants are getting on the "wise side."

* * *

Almost every grocer in the city reports an unusually big sale of sugar during the past week. Large quantities were sold presumably for preserving purposes. The busy housewives are right into the preserving season and the grocers are reaping the benefit.

* * *

E. K. Barnsdale, the veteran grocer of this city, and the head of "The Hub," the up-to-date grocery establishment run by the Barnsdale Trading Co., arrived home from the Old Country a week ago in the best of health. He speaks very enthusuastically of his trip. On Thursday evening last he was banquetted by Court Good Intent, A.O.F. The gathering was a very enjoyable one.

* * *

Several dealers report that apples are seriously marked this year, and that the value is lessened on account thereof by hundreds of dollars. The dry, heated season caused a great many crops of apples to shrivel and drop, especially among the early varieties. Generally speaking, the yield of early apples and fall varieties has been below the average. The present indications are that winter apples, as a whole, will be an average crop, of excellent quality.

* * *

The market here on Saturday was largely attended by the citizens and residents of the surrounding vicinity, but not much change is reported, except in butter, which has a little easier tendency. Other produce remains about the same.

F. Kirouac & Fils, flour and provision merchants, of Quebec, have dissolved and the business is being continued by Wilbrod C. Kirouac.

Riggs & Whyte, general store, of Cumberland, B.C., have dissolved.

MARKET CONDITIONS IN NEW BRUNSWICK

Flour Advanced and Rising—All Staple Groceries Higher—Full Potato Crop Probable, But Rot May be Heavy.

(By The Canadian Grocer's Special C rrespondent.

St. John, N.B., Sept. 16, 1907.

The recent advances in the price of flours of all kinds, and the increased prices of nearly all staple grocery lines, is causing a howl of protest from the consumer. Dealers who had good stocks of the advancing lines are, however, not feeling very badly over the present condition of affairs, and some of the jobbers who bought on the ground floor are congratulating themselves on their foresight. Manitoba flours have taken an upward bound of 40 cents a barrel since August 29, and Ontario is now being held at 30 cents advance over the quotations on September 3.

The fact that local dealers have advanced their prices with the millers has caused some people to rush to the newspapers with letters of protest against their action. One of the prominent jobbers has answered these protests by pointing out that local dealers have no control over the price which the millers charge, but it is their practice, invariably, to follow the mill quotations, whether they advance or decline, so that no blame attaches to them for present prices. This merchant referred to an occurrence in 1898, when Leiter undertook to corner the wheat market, and his firm, in the slump at that time, lost over $1,000 on one brand of flour that was purchased at nearly the top price and sold as the market declined. He added that the present prices were fully warranted by the returns coming in from the harvest fields across the border and in our own northwest. Short crops in Europe have also assisted in strengthening the market.

Manitoba high grades of flour are now held at $6.15 to $6.25, while Ontario's rule from $5.20 to $5.45. Both roller and standard oatmeal have also advanced. Cornmeal is higher and cheese is now worth 13 to 13½ cents a pound.

* * *

All chocolates and cocoas have likewise advanced within the past week and owing to short crops of corn, the starch manufacturers have advanced their prices. Canned apples are 25 cents a dozen higher.

* * *

In the produce market, butter and eggs are reported scarce, and dealers say they will likely be higher. In the feed line, middlings and bran are dearer. Oats are also held for a higher figure, but pressed hay in car lots is somewhat cheaper.

* * *

A Hartland, Carleton Co., despatch quotes a prominent shipper as saying that from careful inquiries he is certain that the potato crop will prove quite up to the average. Some fields have been badly struck by rust, but generally the yield is not seriously affected. At present the fields are like big mud puddles, and if this wet condition continues, digging will be delayed and heavy loss from rot will result. From his own field, this shipper finds potatoes turning out 100 barrels to the acre. Eighty barrels is considered the average. The price is $1 for Irish Cobblers and eighty cents for Green Mountains, with a tendency toward still lower prices.

* * *

A local wholesale dealer, who returned recently from a trip through Nova Scotia, reports that the crop of fall and winter apples is very good, but the earlier varieties are not up to the standard. As the Ontario crop is said to be short this year, the growers in Nova Scotia should reap a benefit in better prices.

* * *

Application has been made by C. P. Harris, E. A. Harris, W. C. Harris, Geo. W. Harris, all of Moncton, and W. L. Harris, of Providence, R.I., for incorporation as the E. A. Harris Co., Ltd., doing a mercantile business in Moncton, with a capital of $10,000.

* * *

The buildings, machinery and entire plant of the F. B. Dunn Packing Company, near Fairville, have been offered for sale by public auction on September 28, in this city. An extensive pork packing business was carried on by this firm until a few years ago, when the plant was closed down, and it has not since been used.

* * *

Arthur De Forest, of Geo. S. De Forest & Sons, wholesale grocers, was operated on at the hospital about a week ago, for appendicitis. He is rapidly recovering and expects to be around again in a few days.

* * *

James Patton, manager of the local branch of the Ogilvie Milling Co., who has been ill at the private hospital for some weeks past, is improving and will probably be around again in a few days.

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RED ROSE TEA

"Good Tea" is what I call it, but, it is an undoubted fact that no other tea on the market equals it in quality. If you have a doubt, try the tea yourself.

You can increase your sales and your profits by pushing

RED ROSE TEA

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We are spending a great big sum of money in advertising our

Gold Standard

BAKING POWDER

as well as our other products.

But we realize that all this advertising cannot accomplish big results unless we have the the co-operation of the retail grocer.

Therefore we are making a special free proposition on Baking Powder, that will make it well worth your while to co-operate with us in pushing the sale of Gold Standard Products.

If you have not already heard about it drop us a line to-day for full particulars.

THE CODVILLE COMPANY, Limited

WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Government Inspection

of all animals coming into our Packing House assures you and your customers that all meats are made from healthy stock.

The quality of the meats is unexcelled. Over fifty years' experience in curing enables us to produce the finest Hams and Bacon on the market.

F. W. FEARMAN CO. Limited
HAMILTON

A Tasty Breakfast

That means a good deal to most men. Here's where you can help the housewife. Recommend

CORONA BACON

It will satisfy the most particular.

At other times get her to try

CORONA HAM

She's sure to be satisfied and that means satisfaction and profit to you.

The Montreal Packing Co. LIMITED
MONTREAL, P.Q.
WE HAVE NO RETAIL STORES

Business Prosperity

comes easy when the grocer is a good salesman. You may be a good salesman, but you're not giving yourself a square deal unless you feature the famous

Ryan Brand

of provisions, because they are the best by actual test on the markets of the Dominion. More grocers would be successful if all made it their business to stock and recommend **THE RYAN BRAND.**

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

During the past week the cheese market has ruled firm, and the high price mentioned last week, 12¾c, has at last been reached, some dealers quoting this figure for the best Ontario make. Last week's price for this grade was 12⅝c, at which figure there is still some quantity obtainable, Ontario make, though if the present advancing market continues this price will soon be of the past. Quotations are all high, the lowest price being 12½c, this for Quebecs, though there are some who might accept 12⅜c. Townships is quoted at from 12½c to 12⅝c.

These prices are very high in the estimation of English buyers, who are not coming forward very eagerly in consequence. They are still interested in their own make, and have not lately been taking up the Canadian cheese in their usual manner. One can see this by looking at the export figures week by week. In some cases the weekly exports have been half, or less, what they were for the corresponding week in 1906.

Receipts continue about the same as they have been for some time past, not at all large. Last week 87,334 boxes of cheese were received, against 81,402 boxes for the same week in 1906. It is a pleasure to note that the receipts for one week of the season at least surpass last year's figures. Total receipts this year amount to 1,496,910 boxes, as compared with 1,628,554 boxes for the same period last season.

One dealer estimated stocks in Montreal at 100,000 boxes less than a year ago, but, of course, it is difficult to estimate, since one cannot be sure of the holdings in private warehouses. In public stores stocks are certainly not heavy. In the opinion of some there are not more than one or two really heavy holders to-day.

Butter has been remarkably firm, and further advances have been scored since last report. Last Saturday the Cowansville market closed at 23⅝c to 24⅛c. Butter purchased at the latter price cannot very well be marketed in Montreal for at least another week, or perhaps two. It would have to be sold not a great deal under 25c, for buying at 24⅛c in Cowansville would mean 24½c laid down in Montreal. If the market does not advance quickly enough, it is likely that the stock will remain in store for three weeks or a month. The range of prices offered is: Townships, 23½c to 24c; Quebec, 23c to 23½c. In both instances buyers have to contend mainly with the higher figure.

Dairy butter is not plentiful, and good prices are received for anything that is offered. To-day the ruling prices are 19c to 20c, some asking more.

In certain sections of the trade there is talk of poor quality butter being offered for sale by a few dealers at the high prices now ruling. It seems this stock was purchased at a low price, and apparently, the holders are trying to take advantage of the good demand there is and the high prices, by offering these lots.

Last week 13,860 packages of butter were received, against 21,914 packages for the same week last year. The decrease in 1907, it will be seen, amounts to over 8,000 packages. Total receipts amount to 306,066 packages, against 176,221 packages in 1906.

It will be noticed that, according to Board of Trade figures, the make this year, as received in Montreal, has fallen short of last year's to the extent of 170,155 packages.

Exports of cheese to Europe from Montreal and Quebec, for the week ending September 15th, 1907, were 68,972; for the corresponding week last year, 61,377; for the same week in 1905, 50,125. Total shipments since May 1, 1907, have been 1,313,850.

Exports of butter to Europe from Montreal and Quebec were 5,098 for week ending Sept. 15, 1907; 12,156 for the corresponding week of last year, and 26,599 for the same week in 1905. Total butter exports since May 1, 1907, have been 62,682.

THE PROVISION SITUATION

Prices for live hogs are lower again this week, and if the causes which have contributed to produce the present state of affairs continue many more weeks, the packing industry in Canada will be popular only as a pleasant form of losing money. Certain it is that the majority of Canadian packing houses would have shut down long ago, if they could have afforded to do so. Labor, unfortunately, cannot be had for whistling.

Five dollars and ninety cents f.o.b. is the ruling offer this week. $6.15, fed and watered, and $6.40, loaded on cars, are also quoted by a leading house. But this is more than the majority are prepared to pay. A slight, but only temporary, relief is afforded by the somewhat decreased deliveries of Danish to the Old Country, on account of the harvest, but a few weeks will see the end of this, and there is nothing on the horizon at present to warrant a prophecy of anything but a return to the old conditions when the harvest is over.

Canadian farmers are not overstocked with salable hogs, despite the unreceptiveness of the packers. They have the hogs, but are not anxious to put into them high-priced grain, for which they can obtain a profitable value on the market. The amount of market-ready hogs does not, therefore, greatly exceed the number required by the packing houses. Receipts for last week would probably not exceed 17,000.

American shipments to the Old Country have been above normal, Danish have run about 31,000, and the English market is very weak in consequence. Fifty-six shillings is about the price quoted.

Lord Strathcona, Canadian High Commissioner in London, England, says, in his annual report, that:

"One of the largest firms in the trade in London consider there is a danger as far as the English markets are concerned of Canadian bacon losing its prestige, owing mainly to the declining quantity available for export, and they assert that it is imperative on the part of the Canadian farmer to devote more of his time to the hog business that he has done for the last two years. They add, 'It is undoubtedly one of the most profitable departments in farming. The hogs, as soon as they mature, can be sold for cash, and we have no doubt that if more attention were paid to this business we should see Canadian bacon again holding the place on English markets that it held two or three years back. If during the current year the quantity again decreases, we fear it will take many years of hard work to get the British retailer of provisions interested in the article.'

"A west of England firm in the trade writes that the quality has been good on the whole, but that greater care is required in curing, as there have been many cases of taint. While aware that the public demand is for mild cured bacon they contend that during the extreme heat of summer it is better to err on the side of safety than to ship the bacon too fresh."

The Journal of Commerce, reviewing last week's situation, says:

"Hog products have shown very little change, feature or activity the past week. Receipts of hogs have been moderate, but demand for products has been more so, and except for small purchases of lard for export, almost at a standstill. Packers have apparently been sellers of futures on any firm spots, and it is believed that the improved prospects of the corn crop have made them more bearish for the future. But there is no outside speculation to enable them to sell much and the home trade, as well as exporters, pursue their old hand-to-mouth policy of purchasing only for immediate wants. In beef products there has been a further advance in barreled beef of 50c on the higher grade, although the supply of cattle at the west of the lower grades has been more plentiful."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Trade is picking up. Prices are nominal.

Lard, pure, tierces	0 11½	0 11¾
" " 56-lb. tubs	0 11½	0 11
" " 20-lb. pails, wood	0 12½	0 13½
" cases, 10-lb. tins, 60 lbs. in case	0 11½	0 12½
" " 5-lb. "	0 11⅝	0 12⅝
" " 3-lb. "	0 12	0 19½
Lard, compound, tierces, per lb.	0 09½	0 11½
" " tubs	0 10½	0 11½
" " 20-lb. pails, wood	0 12½	0 12½
" " 20-lb. pails, tin	0 09½	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11½
" " " 5-lb. "	0 10⅝	0 12
" " " 3-lb. "	0 10½	0 12½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	21 50	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 18
Hams	0 12½	0 16
Extra plate beef, per bbl.	14 00	15 00

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BUTTER—During the past week there has been a very sharp advance in the price of butter, owing to active local demand and a considerable decrease in the quantity procured. Prices paid in the country this week range from 24⅛c to 24½c, making a general advance of from 1c to 1½c since last quotations.

Creamery, choice, boxes	0 24
" " pound prints	0 24½ 0 25
Dairy, tubs	0 20 0 22

CHEESE—The cheese market is quiet. Prices in the country remain steady. Owing to the heavy rainfalls which have prevailed over the greater part of the country during the past week or two, fodder has improved, and an increase in the make is generally expected, shortly.

Cheese, old	0 14 0 16
" new, large	0 12½ 0 13
" " twins	0 13

EGGS—The market for eggs is very firm. Current receipts show improvement in quality. There are very little surplus eggs to be put away in cold storage, and from outside enquiries a continued firm market is anticipated. Prices paid in the country are 18½c f.o.b.

New Laid	0 27
Selects	0 24
No. 1 Fresh	0 21
Seconds	0 18

HONEY—The demand for honey is steady. There is a fair demand for finest clover comb honey. At present it is a little early to give definite information as to what the predictions of buckwheat honey will be, but from conditions reported from various sections free supplies are expected.

White clover comb honey	0 13 0 14
Buckwheat, extracted	0 07 0 07½
Clover, strained, bulk	0 8½ 0 09

TORONTO.

PROVISIONS—Lard has stiffened up during the week, but the advance is not more than ¼c with most houses. The raise is due probably to increased demand and some shortage in stocks. Business, as a whole, has been slow, with a fair inquiry for smoked meats and a more active movement in pork, consequent upon the opening of the lumber camps and the cooler weather generally.

Long clear bacon, per lb	0 10½ 0 11
Smoked breakfast bacon, per lb	0 15½ 0 16
Roll bacon, per lb	0 11 0 11½
Small hams, per lb	0 15 0 15½
Medium hams, per lb	0 14½ 0 15½
Large hams, per lb	0 13½ 0 14
Shoulder hams, per lb	0 10½ 0 11
Backs, plain, per lb	0 16½ 0 17
" pea meal	0 17½ 0 18
Heavy mess pork, per bbl	19 50 20 00
Short cut, per bbl	22 50 23 00
Lard, tierces, per lb	0 12 0 12½
" tubs "	0 12 0 12½
" pails "	0 12½ 0 12½
" compounds, per lb	0 10
Plate beef, per 200-lb. bbl	12 50 13 00
Beef, hind quarters	0 08½ 10 00
" front quarters	5 00 6 00
" choice carcases	7 50 8 00
" common	5 00 6 00
Mutton	0 08 0 10
Lamb	0 09 0 10½
Hogs, street lots	8 75 9 00
Veal	0 08 0 10

BUTTER—Creamery butter is getting very scarce in the country, and this, in conjunction with an active demand in the city, has lent a strong tone to the market. Dairy prints and tubs, choice and ordinary, are a cent higher, and bakers' butter has advanced the same amount.

There is little or no export demand.

	per lb.
Creamery prints	0 25 0 26½
Creamery solids	0 23 0 24
Dairy prints, choice	0 23 0 25
" " ordinary	0 20 0 21
" tubs choice	0 22 0 22½
" tubs, ordinary	0 20 0 21
Baker's butter	0 19 0 20

EGGS—The cool weather is improving quality, but no storage is being done at the present high prices, which are very firm under a strong demand.

Eggs, candled	0 20 0 20
" selects	0 23

CHEESE—The market has been advanced in sympathy with prices prevailing in the Old Country. Quotations now are :

Cheese, large	0 12½ 0 13½
" twins	0 13½ 0 13½

HONEY—Prices are unchanged.

Honey, strained, 60 lb tins	0 12
" " 10 lb tins	0 12½
" " 5 lb tins	0 13
" in the comb, per doz	2 50 3 00
Buckwheat honey, per lb	0 07 0 08
" " in comb, per doz	1 25 1 50

POULTRY—Business is very quiet, and is expected to remain so for the next few weeks. Supplies are light, but quite sufficient to take care of the demand.

Live Weight.	
Spring chickens, per lb	0 11 0 13
Old fowl	0 10 0 11
Ducks	0 10
Dressed weight.	
Spring chickens, per lb	0 15
Old fowl	0 10 0 12
Ducks	12 0 0 14
Tom Turkeys	0 15 0 17
Hen "	0 15 0 17

LOOK OUT FOR HIM.

Some one has been going through the Ottawa valley and working up towards the Cobalt representing himself to be a traveler for S. H. Ewing & Sons, spice manufacturers, Montreal, and has ingratiated himself with hotel keepers, and others, from whom he is in the habit of borrowing money. Ewing & Sons wish it understood that their sole representative in this district is W. M. Fielding.

TRADE NOTES.

Mrs. J. J. H. Vine, tobacconist, of Calgary, has sold out.

Wester & Schumm, general store, Macoun, have dissolved.

C. E. Yeates, grocer, of Sarnia, has sold out to C. F. Smith.

W. J. Kennedy, grocer, of Winnipeg, has sold to R. L. Greene.

A. C. Ready & Co., grocers, of Winnipeg, have discontinued their business.

Wittick & McKenzie, general store, Plumas, have been succeeded by W. D. Ramsay.

Napoleon Kirouac & Cie, flour jobbers., etc., have dissolved, and the business is continued by Napoleon G. Kirouac.

The sale of Wilson's

FLY PADS
is many times larger than that of all other fly poisons combined.
Avoid cheap and unsatisfactory imitations.
ARCHDALE WILSON, - HAMILTON

Clark's Perfect Canned Meats

Retail grocers should handle Clark's Canned Meats

Because:

They are **absolutely the best** consumed in Canada.

Only **prime Canadian meat** is used in their manufacture.

There is a **great variety** to choose from.

The manufacturer is **advertising** to the people in every part of the Dominion **educating** them **for the benefit of the retailer.**

A Few Leaders:

Clark's Corned Beef
Clark's Pork and Beans
Clark's Sliced Smoked Beef
Clark's Roast Beef
Clark's Ham Loaf
Clark's Beef Loaf
Clark's Veal Loaf
Clark's Lunch Tongue

WM. CLARK - MONTREAL

O'MARA'S

PORK SAUSAGE

Guaranteed Absolutely Pure

Nothing but the choicest Pork Cuttings and the purest Spices are used in the manufacture of these

Pork Sausages { **Delicious** **Delectable** **Digestible**

JOSEPH O'MARA
PALMERSTON, ONT.

The Manitoba Canning Co.
LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Do not be persuaded to load your shelves with inferior Fluid Beef preparations which can only be sold as "substitutes" with much trouble and loss of time.

Bovril is a standard line which never varies in quality. It will always please your customers and do you credit.

BOVRIL Limited, 27 St. Peter St. Montreal

CEREALS AND CONFECTIONERY

Flour Prices Advancing Steadily in Sympathy With Wheat—Cereals in Strong Demand—A Successsful Grocer's Comments on Confectionery.

Following the rising wheat prices, flour has advanced steadily, a rise of from 15c to 25c in all lines of both Manitoba and winter wheat having taken place within the last week. Cereals also are very strong, and advancing steadily. Rolled oats went up 20c on Monday last, and this advance is almost certain to be duplicated within the next few days. The demand in all oat products is reported excellent, and millers are well stocked up on orders for future delivery.

Export inquiry for flour is good, but, owing to the heavy local demand, no concessions are being made by Canadian dealers, and English buyers have to meet our prices if they want the goods.

The west's total crop is estimated at a hundred and ninety million bushels. This includes, however, wheat, oats, barley and flax. Wheat alone is estimated at 80,000,000 to 85,000,000 bushels; oats, at 87,500,000; barley, 18,500,000, and flax, 1,300,000. This estimate was given out by W. J. Bettingen, the retiring president of the Winnipeg Grain Exchange. Mr. Bettingen said also that the monetary value of the crop would probably be greater than that of any former harvest. Another interesting comparison made by Mr. Bettingen was that of wheat acreage. In 1905 the total area sown to wheat in Western Canada was, as nearly as can be estimated, 5,910,000 acres. In 1906 it had grown to 7,830,000 acres, an increase of about 23 per cent. in one year. This year, from various causes, the increase will not be so remarkable, but, taking into consideration the unusual natural conditions prevailing, it will be equally satisfactory with that of 1905 over 1906.

Confectionery.

A retail grocer, who has made a success of his business, and has lately added a large addition to his store, said the other day, with reference to profitable side lines: "There is nothing to beat confectionery. Nothing shows such good returns with so little expenditure of trouble and time. Confectionery attracts to a man's store custom which otherwise he would never see; children bring their parents, for one thing. Every grocer should make a point of being attentive and polite to the wants of children, no matter whether they come in for a cent stick of candy or an expensive box of bonbons. It all comes back to him in the long run, and it all pays."

MONTREAL.

FLOUR—Flour has advanced twenty cents since last report. Millers report business very brisk, both locally and for export, despite the high prices which rule.

Winter wheat patents	5 20
Straight rollers	4 50 4 60
Extra	4 00 4 10
Royal Household, bags	5 0
Glenora	5 10
Manitoba spring wheat patents	5 70
" strong bakers	5 10
Five Roses	5 70

ROLLED OATS—Another advance of ten cents is to be recorded in rolled oats this week. This advance is but natural, considering the situation in grain and feed at present. There is not much business being done at these figures.

Fine oatmeal, bags	2 60 2 75
Standard oatmeal, bags	2 60 2 75
Granulated " "	2 60 2 75
Golddust cornmeal 98 lb bags	1 70 2 00
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	2 65 2 75
" 80 lb. bags	2 55 2 62½
" bbls	5 30 5 60

FEED—Manitoba bran and straight grained mouillie are two lines which have been put up this week by the millers. Otherwise there are no changes to record and the situation as regards the delivery of orders is just as bad as ever.

Ontario bran	22 00 23 0
Ontario shorts	24 00 26 00
Manitoba shorts	25 0 26 00
" bran	23 00
Mouillie, milled	23 00 31 00
" straight grained	28 00 34 00
Mill feed	1 50 1 45

TORONTO.

FLOUR—Prices have advanced from 15c to 25c during the past week. This is due to the high price of wheat, which is itself attributable to conflicting rumors of frost-damaged crops, and the late harvest. Millers anticipate a further advance very shortly.

Manitoba Wheat.

60 per cent. patents	5 25 5 50
85 " "	5 25
Strong bakers	4 55 4 75

Winter Wheat.

Straight roller	4 60 4 70
Patents	4 85 4 95
Blended	4 50 4 55

CEREALS—Rolled oats have advanced 20c and all indications point to a

LET US KNOW

when you want

BAGS
PAPER
TWINE
STATIONERY, ETC.

and we'll write you or have one of our travellers call.

Our goods the best. Prices right.

A. M. THORNE & CO., 77 Front E. TORONTO

PHONE MAIN 5548

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

GRAHAM FLOUR

Made from carefully selected wheat.

Send for trial lot

A. A. McFALL BOLTON, ONT.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

Almeria Grapes

Splendid crop with a dry season is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your Dominion. C. & F. rates to all points.

For closest market rates apply to

ANDREW WATSON
91 Place d'Youville, - Montreal

STUART WATSON & CO.
P.O. Box 144, - WINNIPEG

Proprietors,

FRED^K. FISHER & SONS
Green Fruit Experts
"St. Magnus" House,
LONDON, - ENGLAND

We supply several of the best makers in England of
BAKING POWDER
and
SELF-RAISING FLOUR
with our

Calcium Acid Phosphate

May we not supply you?
Samples, Recipes and Quotations are at your disposal.

CHAS. C. BRYCE & CO.
43-45 Great Tower Street
LONDON, E.C., ENGLAND

further substantial rise before long. Rolled wheat and oatmeal have also gone up, the former 15c. Demand locally is very strong, and export enquiry is improving every week.

Rolled wheat in barrels, 100 lbs.	2 90	3 5
Rolled oats, in wood, per bbl		5 75
" " in bags, per bag 90 lbs.		2 75
Oatmeal, standard and granulated, per bbl.		5 75
" " " in bags 98 lbs.		2 95

NOTES.

D. H. Bryce, confectioner, of Strathclair, has sold to Miller Bros.

G. R. Watson confectioner, etc., of Methven, has sold to J. S. Clare.

J. T. Wallace, confectioner, etc., of Yorkton, has sold to Wordon & Sullivan.

Jerome Gladue, confectioner, of Tofield, has been succeeded by Robert Logan.

J. E. Rogers, confectioner, of Macleod, Alta., has been succeeded by J. A. Virtue.

C. Kauffman, confectioner, of Winnipeg, has been succeeded by Mrs. C. Kauffman.

Griffiths & Pietzer, bakers and confectioners, of Nanton, have been succeeded by Griffiths & Sanders.

The wheat crop in the vicinity of Macleod and Lethbridge is said to be the heaviest ever known. Most of the farmers are through cutting, and the threshing, also, is nearly all done. The crops are now out of danger from frost.

PERSONALS.

Patrick Russell, general store, of Bourg Louis, Quebec, is dead.

R. D. Wanless, of Todhunter, Mitchell & Co., Toronto, is taking his vacation. Sarnia, his boyhood home, is the Mecca of his trip, and he intends to include a few days of sea breezes at Manhattan, New York and Boston.

S. J. Carter, of S. J. Carter & Company, Montreal, is receiving the sympathy of his friends on the death of his mother, who was buried Saturday last. The Canadian Grocer joins other friends in condoling with Mr. Carter.

D. L. Macdonald, Montreal, has been appointed sales agent for the Manufacture Lyonanaise de Pates Alimantaires, 92 Beaudry street. This firm manufactures vermicelli and macaroni of every description.

This is the Package

of Perfection

¶ The name of Mooney's Perfection Cream Sodas reflects their quality.

¶ They are made **crisp,** and they keep their crispness indefinitely.

¶ Have your customers ever complained of the "sogginess" of some alleged good cream sodas?

¶ They will never make that complaint about **Mooney's**—they'll have no reason to do so.

¶ It's in the **making,** in the **baking** and in the **packing** that Mooney's Cream Sodas justly earn their name of

Perfection

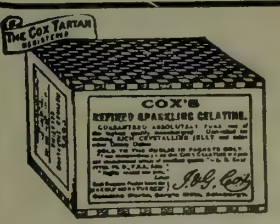
The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**



COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co. "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kaiay)

The talk of the Canadian National Exhibition at Toronto was

"Have you tasted Cailler's Swiss Milk Chocolate?"

Hundreds of thousands of visitors from all parts of Canada will ask

"Have you Cailler's Chocolate?"

Be able to answer them "Yes."

For sale by all jobbers.

General Agent for Canada:

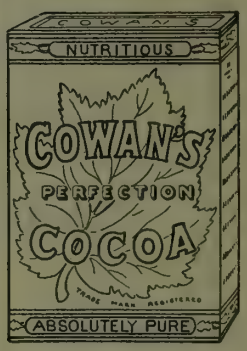
WM. H. DUNN

396 St. Paul St.
Phone Main 685
MONTREAL.

27 Front St. East
Phone Main 7658
TORONTO.

The Grocer's Most Profitable Line

Cocoa and Chocolate. But—it must be the best—no foreign mixture but the best manufactured in Canada. The lasting goodness of



Cowan's Cocoa and Chocolate

is well known and appreciated. It's the marvel of our competitors because it is the product of a secret process of manufacture.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN.

TELL THEM!

are you Looking

For a **Clerk**
For a **Position**
For a **New Store**
For a **Buyer for your Business**
For an **Agent or an Agency.**

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **1 cent a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GRO ERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

MARITIME Warehousing. We have a large four-story brick warehouse in St. John, N.B., near the Railway freight sheds and Harbor docks, and are prepared to receive, warehouse and distribute all kinds of goods for Canadian or English firms wishing to distribute their goods to any part of the Maritime Provinces. J. S. Gibbon & Co, St. John, N.B. [38]

FOR SALE.

FOR Sale cheap. Latest make National Cash Register, with four drawers. Used only eighteen months. Also Stimpson Computing Scales and "Excelsior" Fruit Cleaning Machine; both nearly new. The Wilson Grocery Co., Gananoque, Ont.

FOR SALE.—Well established grocery business and dwelling. West end City of Toronto. Seven rooms and conveniences. Price $5,500. Owner selling through sickness. Apply Box 160, The Canadian Grocer. 41

SITUATIONS WANTED.

YOUNG grocery traveller returning to England shortly can undertake commissions. Experience of grocers' sundries both sides of the Atlantic. Harold Marsh, 34 Hayter St., Toronto.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

THE LATE WILLIAM LEVACK.

By the death of William Levack, of Toronto, to which reference was made in last week's issue of The Grocer, one of the most capable men in the provision business in Canada has been removed. That he was not an immensely rich man, one of the rich men of America, was due at once to his great integrity and extreme generosity. He cared little for money itself, but more for the achievements of greater success, which money made possible. He was the largest butcher and wholesale dealer in meats in the country. He came to Canada from the north of Scotland, where his ancestors had been butchers for many generations. From them he inherited loyalty and honesty of purpose. He never forgot a favor and he was the soul of honor. When he first began business, Edward Leadley, a large buyer of hides and skins, assisted him with advice and possibly money. In a few years, when he began to attract attention by the rapid growth of his business, the other buyers tried to get part of his trade in these by-products. They offered him more money than he was getting from Leadley. One of them came from the same town in Scotland, and tried that influence, potent at other times, with Mr. Levack, but he never swerved in his loyalty to his early friend.

He was an extremely hard worker. For over thirty years he had put in 16 to 18 hours out of the 24. He was fortunate in having a wife who was his business partner, as well as his constant companion. Between them, until recent years, they did all the bookkeeping and financing of the concern. The Hon. Mr. Crawford, M.P.P., remarked to The Grocer that he had never known a more ideally devoted couple. The great esteem in which he was held was shown by the large and representative attendance at the funeral last week, and the unusually large number of floral offerings.

By no body of men was he held in greater esteem than by the newspapermen of Toronto, who in the last twenty-five years have reported the live stock markets. It is very much to the interests of both buyers and sellers to manipulate prices to suit their own ends. Nearly every quotation has to be verified several times before being published. In the late Mr. Levack's case at no time were the prices given by him questioned.

CASE WILL BE RESUMED.

Wholesale Grocers Will Stand Trial in October.

Officers of the Wholesale Grocers' Guild have been notified that their case will come up for hearing at the Fall Assizes in Hamilton, which open next month.

It will be recalled that the Guild case was given a preliminary hearing in Hamilton about a year and a half ago, before Magistrate Jelfs, and the case was sent by him to the higher court.

Col. Davidson, of Toronto, then president of the Guild, and about six other wholesale grocers, were charged with unlawfully enhancing prices. The case was of the greatest interest to the grocery trade throughout the Dominion, and was closely followed.

The members of the Wholesale Grocers' Guild endeavored to have the Dominion Government go on with the case in the Fall Assizes of 1906, but were not successful.

Many thought that the case had been dropped entirely in consequence of this, but now it would seem that the matter will be pushed to a final stage and those charged with the offence will stand a trial, the outcome of which will, at least, be definite, whichever way the verdict goes.

A CHANGE OF NAME.

The name of the Codville, Georgeson Co., Ltd., has been changed to "The Codville Company, Limited." This company is one of the largest of and has a connection as extensive as any firm in the west. Modern methods were introduced from the outset, with the result that the company now possesses the most up-to-date facilities for the conduct of its business.

The G. L. Murphy Co., wholesale grocers, of Sydney, Nova Scotia, has been formed into a limited company, with a capital stock of $60,000.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Every grocer is asked for Chocolate. There are many brands of more or less value. After a use of over 30 years by the Canadian housewife it is hard work to convince her that anything is better than

Mott's

"Diamond" and "Elite" brands of

Chocolate

She is right—there can be nothing to surpass them.

Knowing this, why sell any other?

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

Dealers are requested to write for special free deal.

AMONT, CORLISS & CO., 27 Common St., MONTREAL

"WHITE MOSS" COCOANUT

The Brand that has made Canadian manufactured Cocoanut famous. Established 1894.

A quality and name often imitated but never equalled.

Liberal terms to the trade.

Canadian Cocoanut Co.

107 Lagauchetierre St. W., Montreal

J. ALBERT McLEAN, Proprietor

You can't get away from the fact

that every new brand of Worcestershire Sauce offered you is compared to

LEA & PERRINS' SAUCE

Why ?

The question is not a hard one to answer. Simply because Lea & Perrins' Sauce is the "only **original** and **genuine** Worcestershire Sauce." All others follow with imitations. As all light is compared to sunlight, so all table sauces are compared to **Lea & Perrins'.**

J. M. DOUGLAS & CO., MONTREAL

Established 1857 **Canadian Agents.**

Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.

Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.

E.W. GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852

Food products that are produced in clean factories are best.

APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR?

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS,
Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

FRUITS, VEGETABLES AND FISH

Fish Scarce in Both Provinces—Plums and Pears in Unexpectedly Liberal Supply—Speculators in These Lines Have Lost Heavily.

Montreal, being threatened with a fish famine, sent buyers to Toronto last week, but they could not secure more than a car and a half, most of which was composed of trout and whitefish. However, this relieved the situation temporarily, and their own sources of supply are now better able to take care of the market. In Toronto finnan haddie is more plentiful than it has been for some time past, but fish all round have been unusually scarce this year and at no time has the supply been altogether satisfactory. Trout and whitefish, of which the Toronto market takes an extraordinary amount, have been growing less and less each year, and will probably become a comparative luxury within the next ten years.

The first shipment of Mexican oranges are to arrive here about the 10th of November, about the same date as the first expected arrival of the new lemons. Up to Christmas there is a great demand for these oranges, and Toronto takes probably 200 or 300 cars every season. This year they are likely to hold the centre of the stage, so to speak, as the Jamaica oranges, with which they had to compete last season, are reported to be short.

Plums, pears and peaches have been arriving from all quarters in unexpected profusion, and it looks now as though the foretellers of evil, with regard to the plum crop especially, will have to revise their prophecies. Peaches, apparently, are short, to a considerable extent, but pears are flooding the market at a great rate, and a big drop in price is the consequence. Plums dropped 30 cents last Friday and there is some discussion among the speculators who have paid 60c to 65c f.o.b. country points, and found their fruit worth only about 40c on arrival. They feel vexed and are not above saying so. But it is not the jobbers' fault, who do not create the market, but have to accept it as they find it.

MONTREAL.

GREEN FRUITS—Canadian fruits are now being quoted, and Californian varieties are being forced into second place. The arrival of home-grown lines has sent down the price of California goods. In the latter there has been a severe decline in peaches and plums, as will be noticed by the quotations. Dealers report a very good business in Canadian varieties, orders coming in from most all districts. Bananas are easier, $2 buying the best there is. The supply is a little more plentiful.

Dates, per lb		0 07
Bananas, fine stalk	1 75	2 00
" jumbos		2 00
Cocoanuts, per bag		4 00
Lemons	3 75	5 00
California oranges all sizes	5 25	6 25
California Pears, box	3 50	3 75
Figs, per lb	0 08½	0 12
Limes, crates		1 00
California peaches, box		1 50
" plums, box	1 50	2 00
" grapes, crate	2 75	3 25
Blueberries, box		1 50
Montreal Melons, basket of 10-14 melons	3 00	12 00
Almeira Grapes, keg		4 50
Apples, bbl	3 00	3 50
Crab Apples basket	0 35	0 40
Canadian Pears basket	0 60	0 75
" Plums, "	0 50	0 50
" Peaches, "	1 00	1 50
" Grapes, "	0 25	0 35

VEGETABLES—Corn is higher this week, receipts being smaller, and onions are firmer. Beyond these there are no changes in the vegetable quotations to record this week. Business is reported by dealers as being satisfactory for the tail-end of the season. It will not be long now before Canadian vegetables will be finished, and then the imported truck will have its season. Already there is a noticeable falling off in the receipts of a great many lines, and this will be more marked as the season advances.

Parsley, per doz. bunches		0 10
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
New turnips, doz	0 10	0 25
Green beans, bag	0 25	0 40
Celery, doz		0 50
Water cress, large bun hes, per doz		0 [illegible]
Lettuce, per doz	0 10	0 [illegible]
Boston lettuce, per doz	0 25	0 35
Radishes, doz	0 10	0 15
Spinach, per box		0 75
Green peppers, 10 lb. baskets		0 50
Cucumbers, per doz	0 10	0 15
Potatoes, per bag		0 80
Potatoes, bbl		1 60
Sweet Potatoes bbl		4 25
Beets doz. bunches		0 40
Carrots, doz. bunches	0 10	0 25
Horseradish, lb		0 40
Rhubarb, doz. bunches		0 40
Tomatoes, box 30 lbs	0 50	1 00
Corn, doz		0 [illegible]
Onions case, small or large	1 00	1 50

FISH—Several changes will be noticed in the list this week. Haddock, steak cod, brook trout and market cod are a few of the lines that have declined. There are more market cod arriving this week, though haddock are still scarce. Stormy weather has resulted in a scarcity of halibut for the time being. Trout and whitefish will now be coming in more plentifully. Haddies are scarce and a full supply is not looked for before the end of the month.

Fresh and Frozen Fish.

Haddock, express, per lb		0 05
Halibut, express, per lb		0 10
Mackerel, " "		0 10
Dore, "	0 10	0 [illegible]
Pike, lb	0 07	0 08
Steak cod, lb		0 07
Weakfish, lb		0 10
Brook trout lb		0 [illegible]
Market cod, lb		0 04
Lake trout, lb		0 10
White fish lb	0 07	0 10
Sea Bass, lb		0 15
Gaspe salmon, lb		0 18
Flounders, lb		0 10
Bluefish, lb		0 15
Lobsters, lb		0 30
No. 1 Smelts, lb		0 [illegible]
Smoked and Salted—		
New haddies, boxes, per lb		0 09
Smoked herring, per small box		0 12
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 07
Boneless fish, 20-lb. boxes, bricks		0 06
Boneless fish, 25-lb., boxes, per lb		0 05
Shredded cod, 2 doz., per case		1 80
New Kippered Herring, box		1 10
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp. qt. tins, sealed		0 40
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		2 75
No. 1 N.S. herring, half bbls		2 [illegible]
No. 1 Mackerel, pails		2 00
No. 1 sea trout, 100 lb. kegs		5 75
No 1 sea trout, 2 0 lb. bbls		10 50
No. 1 Green cod, per 200 lbs		6 50
Small " " " "		5 50
Large " " " "		8 00
No. 1 Green haddock, per 200 lbs		6 00
Labrador Salmon, bbls		13 00
" ½ bbls		7 00

TORONTO.

FRUITS—Unexpected sources of supply have developed in plums and pears, which have slumped in consequence. No one is giving out any estimates, not under their own names, anyway. Several reputations for veracity have been sacrificed on the plum crop, and the owners are trying to patch them up by not all speaking at once.

Oranges—		
Late Valencias (California), extra fancy, 96's	4 65	5 00
" " " 126's	5 00	5 50
216's		5 75
Lemons, California, 210, 300, 360, 420	5 00	6 00
" Verdellis (new crop), 300's, extra fancy	5 25	5 50
" 300's " choice		5 00
" 360's	5 00	5 50
Apples, per basket	0 40	0 50
Bananas, Jamaica firsts, per bunch	1 50	2 00
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Cantaloupes (California), per case		1 00
Limes, per crate		1 00
Watermelons, Florida, each		0 20
Peaches, Canadian per basket	1 00	2 25
Plums, per basket	0 40	0 75
Plums, per 4-basket crate	2 25	3 25
Pears, Bartlett's, per basket	0 50	0 75
Pears, Canadian per basket	0 40	0 50
Lawton Blackberries	0 11	0 13

VEGETABLES—New Brunswick potatoes, which started to arrive last week, are the most unsatisfactory that have appeared on this market in a long while. They have evidently been dug out of wet ground and heated up on the cars. One dealer lost 30 bags out of a single car through rot.

New Brunswick Delawares, per bag		0 90
New potatoes, Canadian, per bshl	0 70	0 75
Sweet Potatoes (Jersey), per hamper		2 50
Onions, green per doz		0 15
Onions, Spanish, per case		2 50
Cabbage, Canadian, per bbl		1 50
Beets, new, per doz. bunches	0 25	0 30
Carrots, Canadian, per doz. bunches	0 25	0 30
Lettuce, Canadian leaf, per doz. bunches		0 25
Radishes, Roseland, per doz		0 25
Cucumbers, Canadian, per bask	0 30	0 35
Cauliflower, per doz		1 50
Beans, green, per basket, home grown	0 25	0 30
Tomatoes, Canadian, per basket	0 25	0 30
Parsley, per doz		0 25
Egg plant, per basket	0 40	0 50
Corn, new, per doz. (green)		0 15
Celery, Canadian, per doz	0 35	0 40
Celery, imported, per doz		0 50
Vegetable Marrow, per doz		1 00
Green Peppers, per basket	0 35	0 40
Red "		0 8

FISH—Finnan haddie is arriving plentifully, and is expected to come forward in large lots from now on. The price is slightly lower, and will probably decline further before long. Trout and whitefish, though not plentiful, are somewhat easier.

Perch, large, per lb	0 08	0 09
Blue pickerel, per lb	0 08½	0 09
White fish, Georgian Bay, per lb		0 11
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb	0 07	0 08
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
Sea salmon, per lb	0 20	0 25
Trout, fresh, per lb		0 10
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Halibut, fresh caught	0 08	0 10
Shredded cod, per lb		0 08
Shredded cod per doz		0 95
Halifax fish cakes, case		2 40
Live lobsters	0 20	0 35
Bluefins, small white, per lb	0 06½	0 07
Mackerel mediums, each		0 12
" large		0 22
Finnan Haddie, per lb	0 09½	0 10
Oysters, per gal		1 85
Bloaters box		1 75
Kippered Herring		1 75
Live Lobsters	0 20	0 35

C. H. Donaghy & Co., fruit merchants, of Montreal, have dissolved.

Interesting quotations are being made on Valencia raisins and other dried fruits by Laporte, Martin & Co., Montreal. They are offering at present a great variety of "Soleil" brand canned goods, a second consignment of which they have received.

LEMONS
LEMONS

Home Guard Brand Verdillis

The best on the market.
This warm weather is making a strong market.
Order now while prices are low.

WHITE & CO., Limited
Wholesale Fruit, Produce and Fish
Branch at Hamilton **TORONTO**

For Extreme Goodness
Buy Only
"ST. NICHOLAS," "HOME GUARD," "KICKING," "PUCK" LEMONS
W. B. STRINGER & CO., TORONTO

VALENCIA ONIONS—Large cases, $2.50; special price in lots.
CANTALOUPES—We lead; $1.00 to $2.00 case, according to variety and size of case.
THE DAWSON COMMISSION CO., - TORONTO

FOR FANCY TRADE
CALIFORNIA LEMONS, just like wax; Extra Fancy "SQUIRREL" brand 240 and 300 sizes.

THE BEST ORANGE GROWN
is
"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.

WATER MELONS, Big sellers this weather.
Send us your orders for anything in Fancy Fruit.

HUGH WALKER & SON
Established 1861 ***Guelph, Ont.***

CANADIAN APPLES IN THE ENGLISH MARKET

By the Canadian High Commissioner.

There has been a general complaint regarding the smallness of fruit received during the past season, and the quality generally does not appear to have been as good as usual. Several importers have pointed out that a quantity of rather inferior stock was shipped, and the advisability of packing No. 3 grade has been questioned by them, the opinion being that apples of that quality should not be put into packages for general use, but should be consumed for cider-making or other purposes

On the other hand, some commendatory letters have been received regarding the packing of fruit suitable for the markets in the United Kingdom, the result having been that buyers here have more confidence in purchasing when they know that a brand is really "genuine packed."

Many consignments appear to have deteriorated through delay in forwarding, owing, it is alleged, to scarcity of cars on the other side, and losses were consequently made through the fruit having been frozen, it is stated, while en route. This, however, is a matter which may naturally be expected to right itself.

The work of the fruit inspection officers in Canada appears to be giving great satisfaction to importers on this side, from the fact that persons attending sales are gaining confidence in the inspection. In instances where one barrel out of every twenty is turned out for examination by the importers' customers, it can readily be understood that the importing firms are in a good position to judge if the inspection work has been satisfactorily carried on, and I have received most satisfactory and eulogistic testimony to the effectiveness of the inspection from reliable sources.

A well-known firm of importers in the west of England have intimated to me that there is room for a considerable increase in shipments of apples to their market. Great quantities of fruit have to be brought there coastwise or by rail from Liverpool, in spite of the fact that there is a regular line of steamers between Bristol and Canada. This firm favor the case as campared with the barrel, as they claim that waste and damage are caused by the heavy weight of fruit in the barrels. They consider that any extra cost of packing the fruit in cases would be more than repaid shippers by the better prices obtainable for fruit in sound condition. It is suggested that the better varieties should be paper-wrapped, in the same manner as fruit from Tasmania. My correspondents say that there is an increasing disinclination among the growers in Canada to send fruit on consignment, and, with a few exceptions, all seem to desire to sell outright. Owing to the great risk entailed in handling apples, buyers on this side hesitate to purchase and from the condition of some arrivals there has been cause for that feeling.

A Liverpool paper, in giving for the benefit of its readers a summary of the provisions of the Canadian Fruit Marks Act, points out that if the regulations are observed, apples from Canada will earn a reputation for guaranteed uniformity which should ensure their preference on this side of the Atlantic. It is added that the inspectors appointed to see that the law is obeyed discharge their duties with thoroughness and care. Attention, however, is drawn to certain infractions on the part of shippers, one case being where the marks on barrels were altered, thereby incurring loss to the firm when the apples reached Liverpool. It is further stated that a common method of improper packing is to "face" the top and even the bottom of a barrel with good, attractive-looking fruit and to put bad stuff in the middle, one firm who ship to Liverpool having been convicted six times in twelve months and fined for violation of the regulations. The journal points out that if the Act is amended it would be well to so increase the penalties that the fraudulent trader would in no case find it to his advantage to break the law and pay the fine, rather than adhere to the standard. It is further stated that "Under present conditions, the most effective deterrent would be the publication, both in Canada and in this country, of the names of firms who violate the Act. The importer and buyers would then know, at least, which firms not to patronize. The overwhelming majority of Canadian exporters to this country are 'square' dealers, but their fruit is subjected to the same form of rigid inspection because of the acts of evildoers. Still, their own reputation, coupled with the guarantee of the Government, should establish for them a name in the markets of the world likely to increase the volume of their business."

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., *82 St. Antoine St., MONTREAL*

Once more we would remind you of the advancing season, and advisability of **ordering now** if you would avoid vexatious delays incidental to fall congestion and limited transportation facilities.

VERRET, STEWART & CO., LIMITED

The Salt Sellers

MONTREAL

SHORT COCOANUT CROP.

The scarcity of cocoanuts this season is causing some concern. The market is in a very unsettled condition, and it is stated that owing to drought in the West Indies, cocoanuts are not maturing and in consequence there will only be an amount equal to about half of last year's crop harvested. Last year there was also a scarcity, so that future conditions can be pretty well estimated by this comparison. Already they have advanced materially in price and still further increases would not be at all surprising.

WILSON TIBBO DROWNED.

The death occurred on September 6th of Wilson Tibbo, of Grand Bank, Newfoundland. Mr. Tibbo was bathing in the Garnish river, and being suddenly seized with cramps, was drowned before help could reach him. He was a young business man of great promise, and his loss will deeply affect a wide circle of friends. For some time he had been managing the general store business of Tibbo & Son, at Grand Bank, and his honesty, ability and straightforward character had earned for him the affection and regard of everyone with whom he had come in contact.

¶ Note the growing popularity of Prepared Fish bearing this trade mark on the package.

Ask Your Wholesale Grocer

for

Brunswick Brand

KIPPERED HERRING

FINNAN HADDIES

HERRING in TOMATO SAUCE

and

SARDINES

and you will be sure to get A1 stock.

Connors Bros., Limited

Black's Harbour, N. B.

Government Approval

Dept. of Inland Revenue,
Ottawa, April 26th, 1907.

Col. Eugene Fiset,
Deputy Minister of Militia and Defence,
Ottawa.

Sir:—I beg to advise you that the samples of **Raspberry** and **Blackberry Jam** and samples of **Jelly** manufactured by **The Belleville Fruit and Vinegar Co., Ltd**, submitted with your letters of 17th and 18th, have been examined at the Laboratory here, and are **pronounced to be genuine.**

I remain, sir,
Your obedient servant,
(Sgd.) W. J. Gerald,
Deputy Minister.

Here, Mr. Grocer, is indisputable evidence of our honest method of manufacture. Our

Pure Apple Juice

is just as genuine. It is put up in kegs and barrels of various sizes, just as is our

Pure Cider Vinegar

THERE'S MONEY IN HANDLING OUR GOODS

The Belleville Fruit and Vinegar Co., Ltd.
BELLEVILLE, ONTARIO.

T. & B., PLEASE!

is the request made by tobacco buyers every day. Let it be known in your neighborhood that you handle

T. & B.

and you will feel a big boost in your tobacco department. There's a good cause for it, too—**Quality.** It is in the **leaf selection,** in the **curing** and **flavoring** that the famous **T. & B. quality** is created. You can't get the best out of your business without **T. & B.**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Hogen Mogen and Royal Sport

Kings in the Cigar Line

You have been looking for a leader for your tobacco department. Both of the above brands are the best in their class.

It has taken us years to turn out such perfection in cigar quality, but we have reaped our reward in enormous sales.

These cigars are profitable to handle. Write us to-day and we will ship you a trial thousand.

Sherbrooke Cigar Co. - - Sherbrooke, Que.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

THE ETHICS OF RETAILING

An address read before the Seventh Annual Convention of the Retail Grocers of New York State.

By Joseph A. Weis.

Mr. Chairman and Gentlemen :

The honor of addressing a grocers' convention is a pleasure I would not willingly wish to forego ; but I want prohibition when given a choice of subject upon which to speak.

When I realized I had to choose my own subject I found myself more embarrassed than the young lady who sat beside the deaf, old gentleman at dinner one evening.

"Do you care for bananas ?" asked the young lady, as some of you who have heard the story, may recall.

"Umm?" questioned the old fellow, perplexed and bending his few grey hairs towards the golden glitter of his engaging neighbor.

"Do you care for bananas ?" again asked the young lady, making every effort to be as pleasant as might be permitted when deaf old age and sprightly youth are coupled.

The old fellow looked confused ; he blushed, paused, and then seemed to consider. Evidently he formed a low estimation of the conversational abilities and charms of modesty of the young women of the generation, for he growled, reprovingly :

"No, I never use 'em ; I prefer the old-fashioned night shirt."

Gentlemen, do not mistake me. When I say that grocers have taken to the new fashion in night attire, and given up the old-fashioned night shirt, I merely speak figuratively ; and I do not wish for one moment to be thought to insinuate that there is not at least one reputable and up-to-date man in this audience who did not come to this convention without bringing the time-worn garment in his grip.

But if some of us have not changed our night attire, the times have changed, and with them our trade has changed, too. Its conduct cannot any longer be considered a source of humor to show up the pettiness of dealers and the insincerity of trade marks. The old sharp practices simply appear to you and me as prehistoric tricks that would ruin any decent establishment to-day. We think of them as ludicrous, and look for them only in novels with love scenes laid in country stores where codfish tails are said to stick out of kerosene cans.

However, one may speak of the common things observed in life without being laid open to the charge of being a theoretical impressionist or an impossible fool. The faculty of observation is needful for more than testing eggs. We might learn to observe details in our own stores, our own methods, our own relations in the trade ; for perhaps we overlook them while they may appear as obvious faults to our customers.

My duty, then, is to record a few plain facts observed by the wayside by a plain grocery man who has walked in his trade for more than sixteen years. We can deal with common matter coming, commonly, as matters of course, into the lives of us all, but which if not met with underlying sound principles and firm handling will soon break a man's record and help confirm evil opinions of our trade, as one rotten apple contaminates a barrelful of good fruit.

Honesty Keeps Trade.

Honesty is still the best policy ; but we have heard that so often that it has become almost too familiar. The truism is always being bawled from housetops ; but we forget that the money lies in the practice of honesty. In the singular workings of commerce it has come to be demanded to-day more than almost ever before. You find that in many phases—in the rebate contests and railroad affairs, in the needs of Wall Street, in political investigations and the purer note struck in civic life. Honesty is wanted, first and last. It makes a man's business. It keeps trade, which is what counts.

Redress for the wronged customer is readily obtained by a change in dealing; wrongs in the trade are not so easily

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

ESTABLISHED IN 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes

Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse : 119 St. Andrew Street,
Office and Sample Room : 188 St. Paul Street, Phone 1272,
Branch : "EL SERGEANT CIGAR STORE," 179 St. Joseph St., Phone 2097
} QUEBEC.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

righted. And if for that reason alone they must be the more strictly guarded against. We'll ask ourselves a few plain questions that, most of us will admit, will suggest ill-practices that only underlying principles of honesty will redress.

Should we sell goods underpriced?

Is to sell for 40 cents which is bought for 50 any more honest to the trade than to tax the same customer 50 cents for 35-cent tea?

Again, is being afraid to say "No" to a customer who will not pay regularly, weekly or monthly, honest to the trade? Is it good business? Did any one ever know a case where it paid? The habit is due either to carelessness or fear; and either is equally bad.

Only a few days ago a grocer in my own city complained to me that he had more than seven hundred dollars outstanding. I have less than three hundred dollars, but he has been in business only a year. I have been in business sixteen years. The moral is obvious. I am afraid I have not much sympathy for the other fellow. I fail to see either the honesty or the fairness in the habit of a grocer giving credit to customers he knows in his heart are already getting credit from and owing money to another grocer. I grant there may be individual cases warranted by extenuating circumstances, but now we are dealing with ethics that govern retailers' relations.

Insistance upon payment of bills with regularity gives the retailer a test that loses him only bad customers. Mind you, experience must have taught many of us that the essential is to have a right understanding from the outset. Let the customer realize that we will do business with him as he will with us. We have our bills to meet; let us meet them when they come due. To tell a customer so gives the retailer an enormous "pull," for decency is still uppermost in every customer's mind, unless they have been perverted by getting credit too readily from too many men in the trade. You see the point. Where can a customer get groceries if any grocer will not supply her when he knows she is already owing money to a brother grocer? There is the rub. Grocers overcome the defect by neighborliness. Introduce a little more Pinkertonism and do a little less splurging. Pass along the warning, then there need be fewer bad debts. While we all understand the undesirableness of undue familiarity, we cannot be indifferent to this value of friendliness. It is a quality that can well be cultivated in the trade.

Mind Your Own Business.

Another thing. We blame department stores for meddlingly dipping into all sorts of business, but some grocers want to sell clocks, antiques, beds, green stamps and every old thing. Are we not trying to pull out the mote in our brother's eye while there is still a beam in our own. Let the grocery man stick to groceries; then we will have the right to say what we like to others. Every grocer who gives trading stamps eventually drives a customer to a tea store and helps damage our trade as a whole. He is not honest either in his selling or his wares. Perhaps we should not blame a man who finds he cannot thrive on straight dealing, for going into the fandangle business, but he ought to know that the best success to-day is cornered in the straight goods business. The chance or "catchy" customer never yet made a man's business. Fortune only comes with the customer who keeps coming, and in my experience customers who keep coming are those who find they get groceries worth having. The antique, embossed, Turkish shield, made of Pittsburg iron, that decorates the parlor wall will scarcely compensate your customer's husband for the indigestion he suffered through eating the inferior qualities that went with the advertised ancient piece of furniture.

These matters are as well known to each of us as the numbers on our doors. Only, like our latch keys some night, they do not always seem to fit when we want them. Some of us might make a little more if we traded Sundays, but then most of us wish to be reputable. Personally, I do not want ever to have a Sunday customer, for as sure as I do I know I shall be getting paid money that should have gone to a brother grocer the evening before.

These common places may be styled the "Ethics of Retailing" without doing hurt to any one, but, bearing them in mind cannot help benefitting ourselves and improving our trade.

Gentlemen, I cannot finish without making one request, but I first have to thank you for your very gracious hearing of those old-time saws for present day reflection. I must implore you to bear witness that while I may have made suggestions that should accord with changing times and ideas, I have not divulged the great trade secret and told whether the grocers attending this convention have brought with them their pajamas or their night shirts.

UNITED FRUIT COMPANY MAY CONTROL BANANAS

In view of the recent developments in the banana market in Canada, the following information, which comes from New York, is both timely and interesting:

"The situation in the banana trade just now is the most interesting that has developed in years, and, from present indications, it would seem that if the many so-called independent companies are to preserve their status and cut any figure in the trade in future they must make a hard fight.

"Within the past week, according to cable information, there has been an unheard-of jump in the prices of bananas offered to West Indian and Central American planters, who are not under contract to any particular purchaser, but who have found a market through connections independent of the fruit combine, which is generally regarded as the United Fruit Company.

"When £6 5s sterling was offered for 100 payable bunches of bananas in Jamaica it was accepted as a recognition of the value of the fruit, based on the returns from cargoes sold in the United States, which are said to have been at prices that netted gains heretofore unknown. It is said that the summer months have been a golden epoch in the sale of bananas, notwithstanding the season was for domestic fruits that took natural precedence over bananas. Within the last week £12 was offered in Jamaica for 100 payable bunches, and suddenly the price went up to £25 for 100, which would make the cost on board more than $1 a bunch. To this must be added the cost of transportation, and the selling price at any port is expected to be less than cost.

"As the independent concerns cannot meet this cost, they are expected to withdraw from the business and leave the field to the greater factor in the business. Whether they will see fit to retire or put up a fight remains to be seen.

"Just what amount of money is invested in the independent trade cannot be definitely arrived at, for the very simple reason that there is a question as to the companies which are independent and those affiliated with the United Fruit Company. In addition to the major interest, there are operating at the present time the Atlantic Fruit Company, representing the di Giorgio interests; the Cuneo Importing Company, the Cuba Planters' Company, and the Lanasa & Goffe Fruit Company, of Baltimore, to say nothing of a dozen or so little concerns without transportation facilities. All but the last named are under suspicion of having certain agreements with the United, although no actual proof to that effect has ever been brought forward.

"Discussing the situation yesterday a fruit jobber with headquarters in this city and extensive connections in the west said:

" 'It looks very much to me as though the United Fruit Company is engaged in an effort to smoke out the independents and force them to show just what their resources are. Circumstances are all in favor of the big concern—call it a trust if you please—owing to the long drouth in Jamaica and the hurricanes and earthquakes which have devasted other portions of the banana producing territories.

" 'Whether or not the United is deliberately keeping down the price of bananas to the jobber is a question, but with production limited and consumption at the highest point ever reached, I fail to see how any but a concern with millions behind it can survive. As a matter of fact, the fruit is being sold throughout the United States at a price which all experts unite in declaring below the actual value. It is well known that the deciduous fruit crops in this country have been short, and with increased consumption of bananas here and abroad, the banana grower is in a position to fix his own price. Therefore, why should not the United Fruit Company take advantage of the situation to force the independents out of the field?

" 'Some time ago it was said that there were no independents of any consequence left, but recent developments and activities have shown that there are at least two or three Richmonds in the field. Possibly the United has decided that it will be cheaper to force them out by means of low prices than to buy them out.'

"The United Fruit Company all told has ninety-two vessels in the fruit trade, while all other companies, independent and otherwise, have only about twenty."

ASK THE WOMAN

who does the housecleaning how much easier the work is made by a ***really good brush.*** She will tell you that the brush with the ***stiff, springy bristles*** is the brush that cleans thoroughly with the least effort. That describes

BOECKH'S BRUSHES

They are made to wear. The material is of the highest grade, and is put together by men who ***know how.*** The bristles ***stay in*** and stay "bristly." Hot water does not soften or loosen them. They satisfy every user. ***Don't let your stock of "Boeckh's" run low.***

UNITED FACTORIES, Limited

TORONTO, CANADA

Don't Knock Your Business

by delivering your groceries in any old box on wheels You want a good, first-class, dependable waggon—that's the kind we build—a waggon that will advertise your business. We have interesting news for you.

WRITE TO-DAY

H. G. Abbott & Co. London, Ont.

"I've Now More Than I Can Read"

¶ Yes, Mr. Business Man, we are well aware you have not time to read all the publications that come your way each month.

¶ But do you really devote the time you should to reading? Do you get the timely and instructive articles which a man in your business should read in order to be up to date?

¶ Isn't a great part of your time spent in ransacking the various publications in search of these articles? Think of the advantage of having them selected for you each month. How much more profitable your time devoted to reading would be. This is exactly what

THE BUSY MAN'S MAGAZINE

will do for you.

¶ It will select the timely, interesting, and entertaining articles from the CURRENT issues of the world's magazines and periodicals.

¶ Each issue will contain the Cream, the Choicest, and the Best appearing in the magazines of the month.
Write for a sample copy TO-DAY.

The Busy Man's Magazine
TORONTO

CONVENIENCE, ACCURACY, ECONOMY

are three strong arguments in favor of Loose Leaf Systems of Book-keeping which should enlist you among the thousands of users of

The Crain Continuous Systems

Did you ever lose time and patience hunting through a card index drawer for an important record that has been taken out and put back in the wrong place? **In the Crain Continuous Systems** every record is in its proper place. Entries can be made without removing the sheets in half the time. It is absolutely safe, and from an economical standpoint is without a rival

The Crain Monthly Account System for the retail trade will pay for itself in a very short time.

Write for Catalogue H, which will give you full information.

LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

Toronto Office:
18 Toronto St.

Montreal Office:
Alliance Building

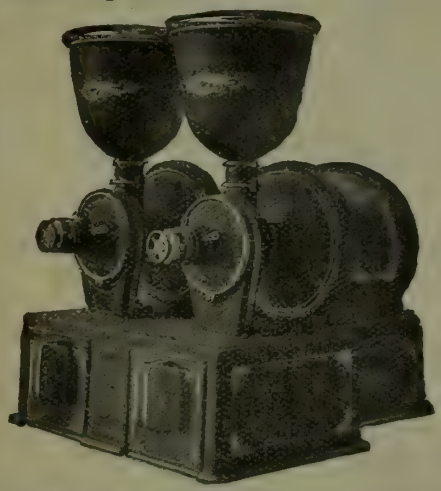
Winnipeg Office:
11 Nanton Block

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA.

COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

Boston Special

Absolutely Automatic

The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

NO ACID OR GRIT

will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.

Write for sample and prices. 71

MAJESTIC POLISHES, Limited
575 Yonge Street - - Toronto, Canada

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.
Toronto

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

PROPER BOOKKEEPING OR JAIL

Because he failed through keeping no books, The Canadian Merchants Protective Association have entered proceedings against a man.

The law says:

"Any man who fails and who has not for five years before his failure kept proper books shall be liable to a fine of $800.00 and one year's imprisonment."

It is cheaper to keep proper books than to pay a fine of $800.00 and go to jail for a year, isn't it?

* * * * *

Business Systems bookkeeping is proper bookkeeping—the modern way of doing it.

Business Systems Monthly Account System, especially adapted to retail business, not only keeps your own books straight, but, as well, your customers' accounts any time and all the time.

* * * * * *

We would like to tell you more about this, and you don't have to buy unless you want to, either.

Drop us a post card for information. 86a

BUSINESS SYSTEMS LIMITED
85 SPADINA AVENUE
TORONTO - - - CANADA

BLACK JACK

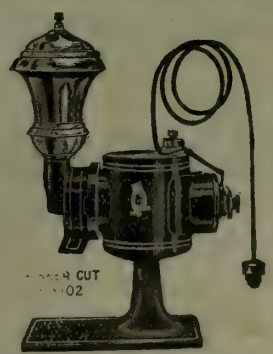
WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

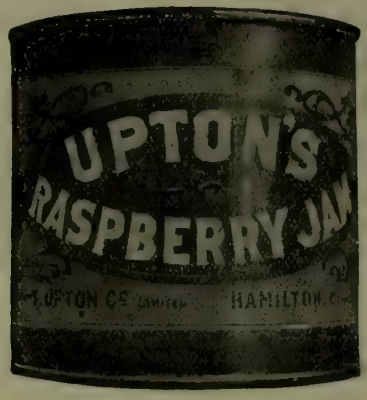
Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

UPTON'S

Jams, Jellies and Orange Marmalade

have first call. They please the customer by their fine appearance and delicious flavor, and the grocer is always pleased by the ready sale of UPTON'S



UPTON is the only preserver in Canada giving his entire attention to the manufacture of

Jams, Jellies and Orange Marmalade

When you buy UPTON'S you buy the product of a specialist.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Sept. 20, 1907.

Baking Powder.

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½-lb.	10 50
¼-doz.	5-lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
½ "	6 "	0 75
½ "	8 "	0 95
6 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
½ "	5 "	7 80
½ "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" ½ oz.	1 95
" ¼ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ¼ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

			Per doz.
Trial size,	6 doz.	in case.	$0.90
4-oz.	" 4	"	1 35
6-oz.	" 3	"	1 80
8-oz.	" 3	"	2 35
12-oz.	" 2	"	3 55
16-oz.	" 2	"	4 55
32-oz.	" 1	"	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	3 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
	doz.
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

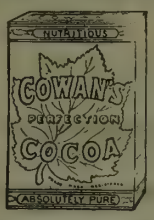
Chocolates and Cocoas

THE COWAN CO., LIMITED

Cocoa—

Perfection 1 lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2. 5 and 10-lb. tins, "	0 18
London Pearl per lb.	0 25

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—

Queen's Dessert, ¼-lb. cake, 12-lb. boxes per lb.	0 38
Vanilla, ½-lb. cakes, 12-lb. boxes per lb.	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s 12 lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, 2 c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 4 doz. in case per doz.	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections— Per doz

Cream bars, 60 in box, per box	1 80
6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 39
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, "	4 50
" 1-lbs. "	8 25
Homeopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....

EPPS'S.

Agents, O. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz. to case	..per doz.,	$ .90
½ "	4 " "	.... "	2.40
¼ "	2 " "	.... "	4.75
1 "	1 " "	.... "	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" confectioner's chocolate, 21c. to	0 31
Sweet Chocolate Liquors, 21c to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 40
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 45
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 29
Caracas Sweet chocolate, ¼-lb. cakes 6-lb boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 43
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 35
Caracas tablets, 1 0 bundles, tied 4s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case.	38c.
12-lb. boxes, 5 boxes in case. 1-lb. tins	39c.
5-lb. boxes, 12 boxes in case, ½-lb. tins.	40c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins.	41c.
12-lb. boxes, 6 boxes in case	41c.

Sweet cocoa powder—

12-lb. boxes, 6 boxes in case, 1-lb. tins.	30c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	30c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	32c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pgs.	33c
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	33

Milk chocolate—

50 5-cent pieces to box, per box	$1.65

Vanilla sweet chocolate—

50-5 cent. pkgs., in box	$1.65
6-lb. bxs. 12 bxs., in case, ½-lb. tins	28c.
6-lb bxs., 12bxs. in case, ½-lb. pkgs	28c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	24c.
6-lb. " 12 " " ½-lb. "	24c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages	0 26
½ lb. "	0 27
¼ lb "	0 28
1 and ½ lb. packages assorted	0 26½
¼ and ½ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

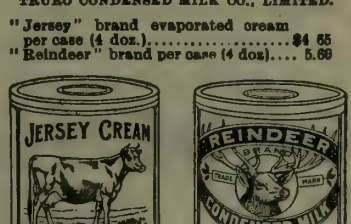
BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60



Coffees.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 30
Cairo	0 30
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 26
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 18

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

Milk is getting scarce and high—

Prices by producers and dealers have already been advanced in almost every section of Canada.

Your customers have a never-failing source of supply in

BORDEN'S BRANDS

"EAGLE BRAND" and "PEERLESS BRAND" Condensed Milk
Evaporated Cream

Pure, clean, healthy Milk all the time. Every jobber sells them.

WM. H. DUNN, AGENT

27 Front Street East, TORONTO.

394 & 396 St. Paul St., MONTREAL.

(Unsweetened)

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON, - ENG.**

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

[illegible] & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07½
7 and 14-lb. wood pails, per lb.	0 07½
30-lb. wood pails "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11½
Tubs, 60 lbs	0 11½
20-lb. Pails	2 28
20-lb. tins	2 18
Cases 3-lb. "	0 11½
" 5-lb. "	0 11½
" 10-lb. "	0 11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$3 60
5 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar "	0 25
F.D ½-lb. tins, per doz.	0 85
1-lb. tins "	1 45

E. D. MARCHEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 [illegible]
¼-lb. tins "	0 [illegible]
1-lb. tins "	0 [illegible]
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN, & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Goldep shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz	0 90
Pint " 3 doz.	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 [illegible]
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 50

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$ 0 07
No. 1 " " 3-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 [illegible] 8
Silver gloss, 6-lb. tin canisters	0 [illegible] 8
Edward's silver gloss, 1-lb. pkg.	0 [illegible] 8
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 [illegible] 8
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box 1 50	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	[illegible]
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 [illegible] 7
Barrels, 200 lb.	0 [illegible]
Kegs, 100 lb.	0 6½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 [illegible] 8
6-lb. toy trunks, 8 in case	0 [illegible] 8
6-lb. enameled tin canisters, 8 in case	0 [illegible] 8
Kegs, ex. crystals, 100 lb.	0 [illegible] 7
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	[illegible] 8
Canadian Electric Starch	
Boxes of 40 fancy pkgs. per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60

Wood's Package Ceylon Teas

MAY QUEEN PRIMROSE
FLEUR-DE-LIS
THOMAS WOOD & CO., Importers
BOSTON AND MONTREAL

MAY QUEEN, PRIMROSE, GOLDEN ROD and FLEUR DE LIS are packed in full weight, air-tight tin cubes—the most practical and satisfactory package for the Consumer.

From the finest product of the world the Teas are culled for these delightful packages—whose Trade-Mark guarantees unchallenged Purity and Superiority.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street - - MONTREAL.

Culinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

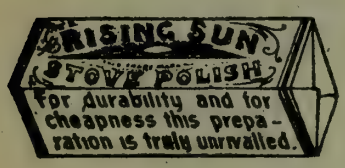
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 36 lb.	0 08
4 brass Gloss, 1 lb. packages, 40 lb	06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03½ "
2-gal. pails 25 lbs.	1 25 each
3 " " 33½ lbs.	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " 1 " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts.	2 90	Cases, 24 qts.	5 40
Cases 12, ½-gal	5 10	" 6 gals.	4 80
" 1, 5-gal	4 50		

54 lots prepared up to 40c. rate.

Empire Golden Syrup—			
Cases, 24—2's	2 25	Bbls, per lb.	0 03
" 12—5's	2 55	½-bbl. "	0 03¼
6—1u's	2 50	Kegs "	0 03¼
3—20's	2 45	Pails, $1.50 and	$1.60

Usual freight allowance for factory shipments

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03¾ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs.	0 03¾ "
2-gal. pails 25 lb.	1 25 each
3 " " 33½ lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

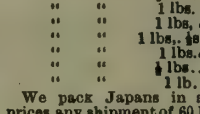
Teas.

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

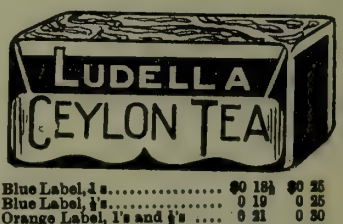
	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ⅛s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ⅛s.	0 2½	0 30
" " ½ lbs.	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



SALADA CEYLON

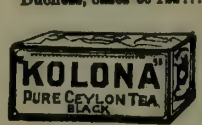
	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 18
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s	0 20	0 25
Crimson "	1's and ½'s	0 22	0 30
Green "	1's and ½'s	0 25	0 35
Blue "	1's, ½'s, ¼'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s	0 36	0 50
Gold "	1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 120 ½-lb.	0 35
" " 80 1-lb.	0 35

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s	$0 35	$0 50
Blue Label, 1-lb. and ½s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan, 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—		
"Condor"	I 40-lb. boxes	$....
"	II 40-lb. boxes	....
"	III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at		....
AA	40 "	....
Blue Bay, basket fired Japan, 70 lbs.,		....
"Condor"	IV 80-lb. "	....
"	V 80-lb. "	....
"	XXXX 80-lb. boxes	....
"	XXXX 80-lb. "	....
"	XXX 80-lb. "	....
"	XXX 80-lb. "	....
"Condor"	XX 80-lb. "	....
"	XX 80-lb. "	....
"	LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets
Green Label, ½s, ¼s and 1s
80-lb. cases ..... retail, 0 20 at 0 25
Grey Label, ½s, ¼s and 1s,
60-lb. cases ..... retail 0 28 at 0 30

"Condor" Ceylon black tea in lead packets
Yellow Label, ½s and 1s,
60-lb. cases ..... retail 0 26 at 0 35
Blue Label, ½s, ¼s and 1s,
50-lb. cases ..... retail 0 30 at 0 40
Red Label, ½s, ¼s and 1s,
50-lb. cases ..... retail 0 34 at 0 50
White Label, ½s, ¼s and 1s,
50-lb. cases ..... retail 0 40 at 0 60

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb.

No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 28
No. 4	"	0 22
No. 5	"	0 18

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. caddies. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos, 1-20	75 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " ⅛-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 35½
Condor, pure distilled	0 30
Black Swan	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S

The season is on for all the

Good Things to Eat

in which Peel is used.

Batger's Machine-cut Mixed Peel

in ½-lb. and 1-lb. drums is sure to be required. Are you ready for the demand ?

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

BATGER'S

SPEAKING OF SAUCES

Do you know of any other sauce that is as much in demand and yet gives the grocer as good a margin as

PATERSON'S WORCESTER SAUCE?

Honestly now, do you? We don't.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

The Best Canned Goods

RIVERDALE BRAND

Reasons For It.

The Lakeside Canning Co.
WELLINGTON · LIMITED · ONTARIO

Because---While there may be a land better adapted for growing the best Fruits and Vegetables, that land has not been discovered.

Because---Our factory is the most sanitary and up-to-date in the Dominion of Canada.

Because—Our experts are the highest salaried and highest skilled on the continent and because

RIVERDALE BRAND

retains all the succulent and appetizing goodness of ripe juicy fruit and fresh vegetables.

Can you meet the demand ?

The Lakeside Canning Co.

Pure Wine Vinegars

RENAUD & DUALLE
Bordeaux

THE LARGEST PRODUCERS OF PURE WINE VINEGARS

Six hundred rotary apparells of the latest style continually at work.

The lowest prices for table and wine Vinegars in bulk, jars and cases.

Concentrated Vinegars

We offer a concentrated vinegar guaranteed free from mineral acids to the utmost concentration possible.

One gallon of our product diluted with clear water makes twenty gallons of table vinegar.

Samples and prices on demand.

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CANDIED PEELS
&c.&c.

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JAMS &
MARMALADE,
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&c.&c.

INCORPORATED 1907.

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STONEWARE JARS

of every description and size.

Special shapes to order.

The TORONTO POTTERY CO.
LIMITED

Toronto, Canada

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"GLOBE" with Percolator

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, - ONTARIO

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

MINCE PIES

MADE FROM

Wethey's Condensed Mince Meat

are what your customers want.

Have you got this line in stock?

Every day you are without this Mince Meat you are losing profits you might just as well have.

It is a ready seller.
It is a steady seller.
It is a repeat seller.
It sells when other brands do not sell.

All Jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED

ST. CATHARINES

"EMPIRE" Brand

WE ADVISED YOU

in THE GROCER of September 6th last to buy certain lines of goods; told you they were bound to advance in price. These are all up in price now. A lot of grocers took the tip. There are a lot more who should have done so. To these we say: We have still bargains in

Jams, Rolled Oats, Pickles and Brooms

4 free phones
USE THEM.

That Ceylon Black Tea at 18c. is going fast. Get a sample, try it—you'll buy it.

Step to the 'phone—Ring us up.
Also ask our travellers.

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON, - - - - ONTARIO

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Also in Great Britain, United States, West Indies, South Africa and Australia.

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

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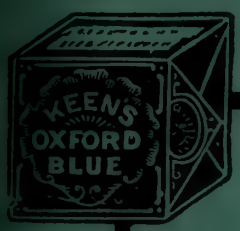

Such a reliable Laundry blue as

Keen's Oxford Blue

assures to you the trade of particular housekeepers. It is the perfection of laundry blue, and your safest line to recommend. For sale by every jobber in Canada.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

The Purest Corn Syrup in Canada is "Crown Brand" Table Syrup

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

Made from the finest selected white corn, it is the most nourishing and healthful food. A delicious table necessity and in favor with young and old. Every jobber sells it. Ask for *"Crown Brand."*

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P. Q.

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CROSSE & BLACKWELL, LTD

By Special Warrant
Purveyors to the King

PICKLES,
SAUCES,
JAMS and
PRESERVED PROVISIONS

AGENTS:

C. E. COLSON & SON,

MONTREAL.

Standard Goods THE Best to Handle

You know this better than we can tell you.

No Complaint
No Grievances
Satisfied Customers

When You Sell Them

Taylor's

Candied Lemon Peel
Candied Orange Peel
Candied Citron Peel

"TAYLOR'S" name and label on every box.

Only one Quality—always THE BEST.

Standard Fruit
"Griffin's"

Seeded Raisins,
Fancy Prunes,
Apricots,
Peaches,
Pears, etc.

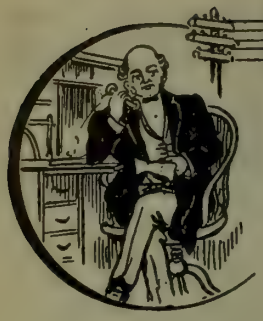
Standard Fish
"Thistle"

Haddies,
Kippered Herring,
Tyne (Scotch) Herring in Tomato

The best houses in Canada sell these goods.

ARTHUR P. TIPPET & CO.,

MONTREAL Agents TORONTO



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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
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Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
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Wholesale Grocery Brokers and Commission Merchants.
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Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad. Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

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Manufacturers' Agents and Wholesale Commission Merchants
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T. A. MACNAB & CO.
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

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W. G. A. LAMBE & CO.
Toronto
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Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
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Green Apples
IN
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Wholesale Grocery Brokers
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and
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Wholesale Only
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GOOD QUALITY IN STOCK
Anderson, Powis & Co.
Toronto Agents
15 Wellington St. East

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A. G. STUART
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Correspondence Solicited
P.O. Box 1163, Vancouver, B.C.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

Due this week—ex. S.S. Lake Champlain

First shipments of **NEW RAISINS**

Valencia Raisins

Our well-known "ANCHOR" brand finest selected.

Also the following: "Rogers' Arguimbau," "Monton" and "Nelson's."

Malaga Raisins

Extra fancy fruit, packed by the well-known packers, W. C. Bevan & Co., 300 boxes—comprising bxs., 22 lbs.; qr. flats, 5 lbs.; fancy 1 and 2 lb. cartons.

SEND US YOUR ORDERS. **OUR PRICES ARE RIGHT.**

IN STORE

Another carload of the world-renowned

WM. P. HARTLEY'S

AINTREE

Liverpool, England

PRESERVES and MARMALADES

Acknowledged the whole world over as the finest PRESERVES, etc., manufactured.

YOU MUST HAVE THESE GOODS IF YOU HANDLE HIGH-CLASS GROCERIES

PRESERVES.

Raspberry, Strawberry, Apricot, Black Currant, Green Gage, Gooseberry.
In 1-lb. net stone pots.

Red Currant Jelly.
In 1-lb. net glass jars.

Raspberry and Strawberry.
7-lb. net sealed tins.

MARMALADE.

Pure Orange.
In ¼-lb., 1 and 2 lb. stone pots, 7-lb. sealed tins.

Jelly Marmalade.
1-lb. net glass jars.

The EBY, BLAIN CO., Limited

Wholesale Grocers, Importers, etc. **TORONTO**

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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EDMONTON.

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Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

Joseph Carman. Est. 1887. Will H. Escott
CARMAN-ESCOTT CO.
GROCERY BROKERS
WINNIPEG, - MAN.
Sell wholesale trade exclusively. Highest possible reference. Reliable accounts solicited.
722-723 Union Bank Bldg. Phone 493

RAY & WINDLE
Manufacturers' Agents and Commission Brokers.
330 Homer Street, VANCOUVER, B.C.
Fruit and Produce Exchange of B.C.
Representing Dry Salters Limited, Montreal.
" R. S. Hudson's Dry Soap, Hull, England.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
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Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT.
Special Attention to Advertising

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

TRADE WINNERS.
Pop Corn Poppers, Peanut Roasters and Combination Machines.
MANY STYLES.
Satisfaction Guaranteed. Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BUSINESS CHANCES

Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

LEA'S

THE PICKLE WITH THE HOME-MADE FLAVOR

REMEMBER, YOU HAVE ONLY TWO WEEKS TO TAKE ADVANTAGE OF OUR 5 PACKAGE DELIVERED OFFER.

PACKED BY

The Lea Pickling & Preserving Co.

SIMCOE, - ONTARIO

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

You Can Double

Your tea-trade by bringing to the notice of your customers

"SALADA"

Tea

This is being proven every day by thousands of grocers throughout Canada.

Make "SALADA" your leader and see what it will do for you.

Prices and Samples from

"SALADA"—Toronto, Montreal, New York, etc.

BOTTLES LIKE THIS

will have the effect of **boosting your business** if you get in a stock of them. t isn't only the bottle, either, but the contents of it. It is our delicious

PURE APPLE JUICE

bottled for drinking purposes. There is nothing just like it produced anywhere else on earth. It is also put up in kegs and barrels of various sizes to suit everybody.

Have you sent in your order?

The Belleville Fruit and Vinegar Co.
LIMITED
BELLEVILLE . . ONTARIO

Sterling Brand Pickles

Sterling Brand Relishes

Sterling Brand Catsups

Grocers who do a particular trade should always keep well stocked in these lines.

Made in Canada by

The T. A. LYTLE CO.
Limited
TORONTO, . CANADA

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street.
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	*KINGSTON*
GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE,	*LONDON*
CARMAN, ESCOTT CO.	*WINNIPEG*
C. E. PARADIS,	*QUEBEC*

When Buying Your

Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality
"W. Abel" Standard Quality.

4 Cr. Layers
Selected
Fine Off Stalk

They Will Please You

AGENTS—
ROSE & LAFLAMME, *MONTREAL TORONTO*

A LONG STORY IN FEW WORDS

Reliable — TRURO QUALITY BRAND — Preferable

Saleable — TRURO QUALITY BRAND — Profitable

Truro Condensed Milk Co., Limited
TRURO, N.S.

Reputation and Money

¶ A grocer's reputation depends to a large extent upon the brand of ***canned goods*** he handles. There is absolutely no doubt that ***every woman*** who is served with canned fruits and vegetables of inferior quality ***blames it on the grocer***—not on the canning factory.

¶ It is an equally ***indisputable fact*** that every woman who is served by her grocer with ***Old Homestead Brand*** of canned fruits and vegetables, ***gives the credit of their incomparable goodness and quality to the grocer.***

¶ Therefore the grocer who shows most ***evidence of prosperity*** is he upon whose shelves are to be seen the labels of ***Old Homestead Brand.*** It is the brand which never goes bad on your shelves waiting to be sold. It is the brand which ***sells the quickest,*** and which is ***never brought back*** by a dissatisfied customer.

OLD HOMESTEAD BRAND

of Canned Fruits and Vegetables is put up in a factory which is equipped with every scientific and sanitary appliance to insure ***absolute cleanliness.*** ***Every particle*** of fruit and vegetable used is ***certified*** by expert inspectors to be ***absolutely free from taint*** or over-ripeness. Nothing but perfectly sound, luscious fruits and vegetables ever get into an Old Homestead Can.

And the Margin of Profit is just Right.

The Old Homestead Canning Co.

PICTON, ONTARIO

HAYCASTLE

and PARADISE

CURRANTS

The choicest growths from the most favored Districts in Greece.

We have new selected **Valencias** in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

"WAGSTAFFE'S"

Fine Old English Xmas Plum Puddings

in porcelain bowls, packed 1 doz. in case,
2 sizes, to be retailed at 50 and 75 cents.

Our Celebrated Mincemeat

and

Plum Puddings

Will be ready for delivery on October 1st. Get your orders in early.

Our New Season's Jams, Jellies

and

Sealed Fruits

are now in hands of the jobbers.

The name WAGSTAFFE on the label is a sure guarantee of quality.

WAGSTAFFE Limited

Pure Fruit Preservers

HAMILTON - - CANADA

E. NICHOLSON. D. H. BAIN

BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

CABLE ADDRESS: NICHOLSON, WINNIPEG.

CODES, A.B.C. 4TH EDITION WESTERN UNION: ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS,

Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS:

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY **WINNIPEG** **EDMONTON**

ESTABLISHED 1882.

There is no guess work or boasting about Red Rose Tea

It is all and more than is claimed for it. By independent tea judges it is recognized as the best standard of quality and value in Canada.

IF YOU BUY TEA FOR QUALITY AND NOT MERELY FOR PRICE, you will certainly buy Red Rose Tea if you test it against the others.

WILL YOU TEST IT?

T. H. ESTABROOKS, ST. JOHN, N.B.

Toronto Branch, 3 Wellington St. East
G. H. CAMPBELL, Mgr.

Winnipeg Branch, 315 William Ave.
F. G. WALKER, Mgr.

WAR DECLARED—THE VICTORY OURS!

When we commenced to pack fruit and vegetables under the name of "Burlington Brand," we declared war on unclean canning methods. We victoriously overcame the opposition of inferior factories. We set a pace with

Burlington Brand

which makes our competitors hustle hard to keep in sight. Burlington Brand fruits and vegetables are canned in that particular manner which preserves every atom of the flavor and the goodness. **Stock Burlington Brand and you have the Best.**

The Burlington Canning Co., Limited, Burlington, Ont.

RAISINS

NEW SELECTED VALENCIAS NOW IN STORE
Also, shipment of 1-lb. Packages Malaga Seeded, Butterfly Brand

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st, this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

"I can now submit you several suitable samples at suitable prices on receipt of your commands."

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

GREIG'S

WHITE SWAN COFFEE

is a delicate blend of the finest Mocha and Java imported direct by ourselves, roasted ***just right*** and packed ***hot*** into parchment bags—sealed and put into handsomely decorated square, hinged tins — one pound net weight. "The Coffee in the bag—the bag in the tin." Fresh from the roaster, the strength and the aromo of the Coffee simply cannot escape.

It is a Coffee prepared for ***particular*** people. The kind critical customers come back for. The kind that can be sold to people you never sold Coffee to before.

Two dozen pounds in a case

Try it and see how your coffee sales will grow. We depend on our first sale to make the second one.

The Robert Greig Company, Limited

Toronto

FOR THE PICNIC SEASON!

BRANSON'S

CONCENTRATED COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.

CONCENTRATED COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.

PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells ***the best.*** You will find the ***market leader*** in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing ***Order Without Delay***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** OTTAWA

YOU CAN SAVE MONEY—LOTS OF IT.

MR. GROCER. Doesn't it stand to reason that every cent you pay for freight charges robs you of so much profit? Place your orders for

Staple and Fancy Groceries, Dried Fruits, Fish, etc.,

with a Sherbrooke House of national reputation. We pay the freight as far as Sherbrooke, and our prices compare favorably with Montreal prices. If you are doing business in the Eastern Townships **YOU CAN SAVE MONEY—LOTS OF IT**—by placing your orders with us.

T. A. Bourque & Co., Wholesale Grocers **Sherbrooke, Que**

A Bottle Full of Profit

After all, Mr. Grocer, it's the ***quality*** of a brand of Jam or Jelly which makes it profitable or otherwise. That's just the very reason why

E. D. S. Brand
JAMS and JELLIES

make so much profit for every grocer who is wise enough to handle them. Every bottle of "E. D. S." which you sell creates a demand for ***more.*** The purity and excellence of E. D. S. Brand can ***be proved by government documents.***

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

Kops Ale and Stout

(NON-ALCOHOLIC)

The Best for

Business Men
Workingmen,
Sportsmen, Etc.

Pure English Brewed Ale and Stout made from finest Kentish Hops and Malt, containing all the tonic properties of alcoholic beers and without the undesirable after-effects.

A special Analytical Commission appointed by The Lancet reports:

"KOPS ALE" has nothing that is injurious, but is, on the contrary, a palatable beverage possessing distinct tonic aud invigorating properties.

Refreshing and Stimulating
Perfect Table Beers

KOPS BREWERIES, ***LONDON, S.W., ENGLAND***

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co. Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris, - -	Denia
P. G. Barff & Co., Ltd., - -	Smyrna
D. S. Parthenopulo, - -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS BELL, SONS & CO., Montreal

Don't Grope Around in the Dark!

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer.

ONE CENT PER WORD

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

Ridgways Celebrated Teas

Sold in ¼, ½, and 1 lb. Tins, also 3-lb. and 5-lb. Canisters.

Capital Household,	40c.	In very attractive tin packages
Five o'Clock Tea,	60c.	
Her Majesty's Blend,	1.00	

AGENTS WANTED in towns where not already represented. Only leading merchants need apply

To **John Robertson & Son, Ltd.**

41 Common St., MONTREAL

SOLE AGENTS FOR CANADA

They Grease the Wheels of Commerce

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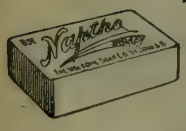

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Factory:
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There is only ***one quality*** of Farmer Brand, and that is ***the best.*** Only fruits and vegetables of flawless quality, canned scientifically so as to preserve every speck of nourishment and flavor, are ever used in the Farmer Brand. Do you handle the best ?

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These goods are packed by people who have had all possible experience and know how to pack an article that will **SATISFY THE PUBLIC.**

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is guaranteed to be unsurpassed by any sugar in the world for **PRESERVING PURPOSES.**

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ONE STANDARD QUALITY!

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Makes Light, White Biscuits Cake & Pastry.

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"The food of the century"

FOR HORSES, CATTLE AND POULTRY

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require all canning factories to attain a certain sanitary standard. We go the Government one better. We produce the **Palace Car Brand** of Canned Fruits and Vegetables under sanitary conditions actually ahead of the Government standard. No wonder **Palace Car Brand** is a great seller!

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St. Thomas, - Ontario

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Valencia Raisins

Get our Quotations for later Deliveries

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is sold, **there** you will find that the best trade is done. Grocers who stock and push "Cow Brand" Baking Soda know that they are handling the purest, strongest and "always reliable" kind.

Stick to "Cow Brand" and your trade will stick to you.

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Manufacturers

MONTREAL

Washing Day

is when the thrifty woman passes judgment on the starch you have sold her. If you have been wise enough to sell her

IVORINE

she will emerge from the ordeal of washing day, convinced that you sell the best starch in the world. She will judge you by the starch you sell. Make sure of the business of the thrifty woman by featuring ***Ivorine.*** It is the ***most satisfactory*** laundry starch on the market.

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LIMITED

PORT CREDIT, ONT.

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Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

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Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Send all orders to

Shipped f.o.b. Hamilton, Ont.

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Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

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A Capable Managing-Editor

THE CANADIAN GROCER wants a Managing-Editor. It wants a thoroughly capable man—a man who is live, full of up-to-date ideas and one who understands the newspaper business from the riglet box to the editorial chair. Furthermore, it wants a man who is thoroughly conversant with the commercial situation in Canada.

We realize that this is a big want. Not every one can fill the bill, but we're willing to pay at the outset $2,500 a year to the man who can do so. The right man can eventually make his place worth $5,000.

If you think you are this man we want to hear from you, with your experience and qualifications—by letter only.

This appointment may be considered one of the prizes in Canadian Journalism. THE CANADIAN GROCER has for many years been recognized as the authority on the Foodstuff Trade, and its reports have been accepted as final by the Courts of Law, Arbitrations and by official statisticians. The Managing-Editor will be expected to still further strengthen the position of the paper in this respect.

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RED

VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

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You are selling are not giving satisfaction to your customers, try our

Steel Fastened Brooms

We warrant them

to stand any amount of **heat or wet** and they cost no more than the old-fashioned pitch fastened Brooms.

Manufactured by

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Limited

Port Elgin, Ontario

Raspberry **Strawberry**
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Six for 25 Cents

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Snowdon, Forbes & Co.

— MAKERS —

449 St. Paul St. - Montreal

Packers!

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Commence right by using clean, sanitary cans, the kind that is to be depended upon, made by

ACME CAN WORKS

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You can improve your pack still more by using ***Acme Cans,*** made of ***extra coated tin plate.*** Cost is a little greater, but the quality is there, indisputable evidence that it is worth while. In the long run the best pays.

Secure the best. In this case, ***Acme Cans, extra coated tin plate,*** are the best.

Do not experiment.

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The best form of stove polish is black lead, and the best in black lead is

"JAMES DOME"

No Dirt. No Grit. No Dust.

Gives a quick, lasting, brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents.

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You have not to look far to find the reason for the phenomenal success of PHENIX WASHING POWDER.

The special process by which it is made ensures its being as near perfect as a cleanser as it is possible to make it.

It is warranted *the best* on the market; we have every faith in it; the manufacturers have, too; they have copyrighted the process of manufacture.

Do not accept substitutes.
Sell Phenix and be safe.

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There is no necessity to stock up with cheap, inferior brands of maple syrups and maple sugars when it is so easy to obtain THE BEST.

Customers appreciate it if you take the trouble to secure first quality goods for them, and they come back.

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The brand ALWAYS to be depended upon as ABSOLUTELY THE BEST is

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IT PAYS.

The Maple Tree Producers' Assn.
Waterloo, Que.

"WHITE MOSS" COCOANUT

A standard of Purity and Excellence.

Mr. Grocer, do you handle it?

There is profit in it for you.

Ask for samples and prices.

Canadian Cocoanut Co.

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J. ALBERT McLEAN, Proprietor

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We are headquarters for Extracts. Our goods and prices will compare favorably with any on the market.

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RED FEATHER and

2—4—8—16 and 32 Ounce Bottles—all attractive packages.

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that make a horse Wheeze, have Thick Wind, or Choke-down, can be removed with

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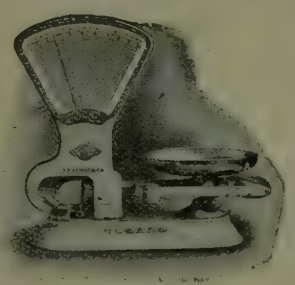

MARGINS ARE CLOSE

in these days of strenuous competition. You can't afford to give overweight on bulk, staples, or anything else. If you use inaccurate scales you are liable to find at the end of a week that you have **given away your profit.** You can prevent the possibility of such an occurance by using

Toledo Computing Scales

The Toledo Computing Scale Co., Hamilton, Ont.

Vinegar

The only vinegar to buy is the one that keeps the trade; not the cheapest, nor widest advertised, nor best labelled, but the one that brings your customers back for more.

It's the Repeat Orders You Want

White, Cottell's Delicious Natural Malt Vinegar

exactly suits the popular taste—for pickling or for table use. Try a sample lot.

White, Cottell & Co., WARNER RD., CAMBERWELL, **LONDON, ENG.**

The Niagara Canneries

The Grocer's Representative, who Visited the Factories in This District Last Week, Tells of Conditions as He Found Them—General Conditions in the Factories Are Good and Methods Strive Toward Cleanliness—The Matter of Housing Employes a Difficult One—Conditions Regarding This Not So Satisfactory.

"I'm not going to eat any more canned peaches," said a gentleman prominent in Toronto business circles, the other evening, "until this business about questionable conditions in the Niagara canneries is cleared up." His opinion may be considered typical of the feeling of that portion of the general public who are entirely unacquainted with the conditions under which the Canadian fruit packing industry is carried on and who takes things on trust, as it were. To such people, the report of Dr. Hodgett's, Provincial Health Officer, in regard to unsanitary conditions in the factories of the Niagara district, which has, within the last fortnight, been circulated pretty widely through Canada, and which has been referred to in The Grocer in the last two issues, is alarming. This is only natural. The Niagara district is generally regarded as the premier fruit section of Canada, and the amount of fruit grown and canned in the country extending from Hamilton to Niagara is, without doubt, considerably larger than the output from any other section of the Dominion. If questionable conditions were prevalent in the canneries of this district, were they not likely to be present elsewhere? The public had a right to be alarmed.

Recognizing the seriousness of the situation in regard to the canning industry of Ontario, and seeing that the matter might spread not only throughout Canada, but also to our markets in Great Britain and Europe and reflect injuriously on Canadian export, The Grocer last week sent a representative to the district under discussion. His report, which appears herewith, tells of conditions as he found them.

Some Significant Facts.

Two or three facts which bear importantly on the matter should be mentioned at the outset.

Dr. Hodgett's report was not based, as many seemed to think, on any visit made this year. His visit was made last fall and the report written shortly afterward, but through delay in passing the House and further delay in passing through the printer's hands, it was not issued until recently, when it was embodied in the Sanitary Journal for 1906. The report, then, has no direct bearing on conditions as they exist this year.

Again, Dr. Hodgett's told The Grocer representative that he had visited only the canneries in St. Catharines. Thus, his report, including the Niagara district, is based on conditions found in one town only. There are fourteen canneries in the Niagara district, only five of which are in St. Catharines. Furthermore, one of the factories which Dr. Hodgett's visited and which local parties admit to have been in the least desirable condition, is entirely closed this year.

Alter all, the public need not be much alarmed. The general conclusion one comes to after a visit to these canneries is that the food put up there is just as pure and just as sanitary methods are in force in its preparation as in a first-class hotel or restaurant kitchen. With the factories, on the whole, not much fault can be found. Most of them, considering the character of the work done, are in surprisingly clean condition. They show evidence of frequent flushings and scrubbings, and it seems that a good deal of trouble is being taken to keep them in a conditions compatible with the industry.

SOME "DON'TS" FOR CANNED GOODS PACKERS.

A wholesale grocer who feels that he has a few kicks coming recommends the following "don'ts" for the consideration of canners:

"1. Packing canned goods in crates instead of in cases. But little is saved and when the goods are shipped by local freight in less than carload lots, the classification is raised, a higher rate charged, and the jobber is charged with it.

"2. Putting canned goods in miserably thin and poor boxes, so that they sometimes arrive almost in bulk, because the boxes are so cheap and poor that they will not hold together.

"3. Putting the labels on their goods as if they had been thrown at the cans. Goods should go out neatly and tastefully labeled.

"4. They should see that cases are all properly stenciled and numbered as requested by buyers and the different grades, brands bill and bill of lading, so that and labels carefully specified on the they can be properly unloaded, carted and handled. The most annoying thing a packer can be guilty of is to mail a bill, for say, '2,000 cases of tomatoes,' without further information, except the price and extension of amount.

"5. A packer should never try to mix with new, bright goods a lot of rusted cans and cans with spoiled labels, trying to work them off that way. It would be far better to set the rusty cans aside and have them aluminum-lacquered or scoured and then sold, for they, in all probability, will cause a rejection of the entire lot and great expense."

Specially Built Factories.

With only two or three exceptions, each of the factories was built especially for the canning business. Thirteen of them are provided with lateral floor troughs which, with more or less fall, empty into sewers or refuse tanks. The refuse and sweepings are flushed into these and thereby carried off. Of the three factories not so equipped, two seem to accomplish the same result by other methods, and are, perhaps, as clean as any of the others. The writer was told in almost every factory that the floors were flushed at least twice a day and were scrubbed weekly. One manager even affirmed that his factory was flushed three times daily, morning, noon and night. This seemed rather too good to be true to the newspaper man, and he stole back suddenly and quietly at noon hour, some time after he had said "good-bye," with the purpose of verifying his suspicions. He was pleasantly surprised to find a hose going and evidence of a general clean up. With plums and peaches, all this floor-cleaning is, of course, scarcely necessary, but when tomatoes are being peeled by the thousands of bushels, it can be imagined that it is required.

Factory methods, also, appear in most cases to be satisfactory and an attempt seems to have been made from reasons of economy, as well as cleanliness, to avoid handling the fruit as far as possible. Plums, for instance, are not touched by hand, except in the process of picking over. Tomatoes, pears and peaches, after they have been peeled by hand, are mechanically fed into the cans, which are then sealed and the fruit cooked, without being handled. Several of the factories, indeed, have installed machines for peeling peaches, so that in these places, the fruit is not touched by hand after it leaves the orchard. In every case the fruit, whatever its nature is thoroughly washed by an effective machine before being used.

Good Quality Fruit.

Having heard rumors of rotten and over-ripe fruit being handled in these canneries, the writer was particularly careful to inspect the quality of the raw article. Without exception, the fruit which was packed in cans was of good

quality. Indeed, the packers seem to insist on this, for in all the factories, special employes, usually men, in number about one to every twenty women employed in peeling and sorting, carired on a sort of inspection as the peel fruit passed round the table. This fact is worthy of more consideration when it is known that just at the time the writer made his visits most of these factories were overloaded with plums and tomatoes, as a result of unexpected arrivals, and that a considerable percentage of this was over-ripe and had to be thrown away. Most of the factories were running night shifts, making a working day of from twelve to sixteen hours.

The Canner's Difficulties.

Just here a little story may be told concerning the cupidity of some of the fruit farmers of the district and incidentally illustrating one of the difficulties the canner has to contend with. One of these factory managers, when a shortage in plums was anticipated, contracted with several of the farmers in his vicinity for their whole crop at 50 cents per basket. When the plum crop suddenly materialized beyond expectations the price of the fruit dropped to half of this and a few of these worthy yeomen, not content with flooding the unfortunate manager with their own bumper crop quietly bought large supplies from their neighbors at a much lower price than their contract and sold them again at contract price.

One Questionable Feature.

It was remarked above that no bad or rotten fruit went into the cans. That does not, however, entirely dispose of the matter, and just here may be cited one condition which seems questionable. That is, the use of rotten and over-ripe tomatoes along with the peelings in the securing of what the canners call "tomato pulp" for the manufacture of low-grade catsup. Six only, out of the ten or twelve factories which handle tomatoes, utilize the refuse for this purpose. The others dispose of it at once. The process of "pulp" manufacture is substantially as follows: The tomato peelings, and as mentioned before, the over-ripe and rotten fruit, are dumped promiscuously into a machine, a "pulper," which removes any substance which could harm food value and incidentally, it seems to us, a good deal which is objectionable as such, and discards the dry skin. The "pulp" is run off from a tank under the machine into barrels to be subsequently transformed into catsup. One or two of the mangers tried to insist that some sort of a selection was made and that the bad fruit was thrown out, but the matter was too obvious to be passed off in this way. Other managers frankly admitted the existence of this questionable process. The only redeeming feature about the matter, if it is such, is that this tomato "pulp" is only made into catsup of the lowest grade. It is sterilized, it is true, going through a lengthy process before being bottled or canned, but this does not seem to us to remove the objection.

Every factory in the district was supplied with conveniences for washing, such as sinks, washbasins, towels, etc., and everywhere there was a plentiful supply of water. The towels gave evidence of frequent changing, in some cases daily, in others less frequently, but in no case was there more than one towel to twenty employes, and the average was less favorable than this. Two or three of the factories had notices in a prominent place instructing employes to wash before beginning work. Taken altogether, the writer would criticize this equipment as scarcely adequate.

The Labor Problem.

The canner in the Niagara district has no problem which troubles him more than that of labor. The season in these factories is usually from June till December, though one is open all winter and three or four close in November. To secure local labor for this season is almost impossible, particularly in the Niagara district, where the women who might otherwise be secured are engaged in the orchards in fruit picking, and in other seasonable occupations. To solve the difficulty, the managers of most of the factories bring in Pollock and Italian women, and a few men, from across the line, most of them coming from the east side of Buffalo. To house these people during the canning season the companies have erected buildings of a more or less temporary nature, and it is upon conditions arising from this system of housing that Dr Hodgett's report, in particular, twelt. Matters in connection therewith are certainly not ideal, but there appears to have been very considerable improvement since last year. At three of the factories, for instance, new houses have been erected at a cost of from $3,000 to $5,000, with a view to bettering conditions and at others very material and evident improvements have been made. In these new houses, which, by the way, were erected by the Beamsville Canning and Preserving Company, at the L. Schenck factory in St. Catharines, and at the Lowrey factory, in St. David's, conditions are very fair, and not much fault can be found. In the other houses conditions are not quite so pleasant. The writer did not find these houses filthy, as Dr. Hodgetts reported. They were, with the exception of one or two cases, fairly clean, some of them surprisingly so. The only way to deal with the matter satisfactory seems to be to take each case in detail. The two Hamilton factories do not house their employes, and, of course, cannot be included under this head, though it is only fair to say that the writer found the least pleasing features regarding factory cleanliness and an evidently lower class of help in one of these, the Simcoe factory, than in any other in the district.

Conditions of Housing.

At Beamsville the company has two houses, one a converted farm house for the housing of the English-speaking labor, in which, by the way, conditions are absolutely unquestionable, and a large, new concrete house, of three stories, divided into two sections, for the accommodation of their Italian and Pollock women. In this house only four women are quartered in each of the rooms, which are of good size, and other large rooms for cooking, eating and washing are provided downstairs. The rooms were clean and the bedding, which is provided mainly by the company, was passably clean.

The Grimsby Canning Company employ, beside some local help, Pollock women and a few men and boys. These people are housed in a row of frame houses behind the factory, these houses being provided with kitchen and living room downstairs, with sleeping rooms above. One woman is employed to look after the premises, which, on the whole, were surprisingly clean, though the bedding in one or two rooms, while not exactly filthy, was questionable.

In the St. Catharines factories vigorous attempts appear to have been made to provide cleanliness. The most unpleasant feature here is overcrowding.

At the Simcoe factory a row of two-room houses are provided. A women is employed specially to look after these and they were particularly clean. The management has provided sanitary wash basins and even a modern steel clad bath tub. Wash tubs are much in evidence, and it is an obvious fact, that the women here are clean. Even a row of clothes lines are provided. Asked if these people washed regularly, Mr. Kidder, the jovial manager, grew vehement. "Wash!" he said. "There're always washing. They cover my crates and my factory roof and all the fences with their drying clothes." Conditions inside bore this evidence out. The only objection one can make to conditions here is the fact of overcrowding. The houses are fourteen feet square. In these eight women pass their leisure time, eating in the room below and sleeping above. It is true the rooms are fairly well ventilated and the beds, now, by the way, and bedding are quite clean, but it seems rather out of the way for eight humans to sleep in a fourteen-foot space.

At the Pure Food factory Italian families are employed, almost exclusively. These, men, women and children, are housed in a row of one-storey buildings with living room in the centre and sleeping rooms, equipped with double decked bunks. The mattresses and bedding were in very fair condition. Here a man, a young Italian, has special charge of the rooms.

Ideal Housing.

At the L. M. Schenck factory, as was noted above, a new home for the operatives has been erected during the year. This is an excellent building, roomy, airy and clean, with kitchen, dining and living rooms, dormitories and sleeping rooms above. To show to what lengths the manager has gone in this case to provide proper accommodation, it may be mentioned that each family, or four women together, are supplied with a washtub, city water is piped into the building and steel-clad sinks are being installed. Gas stoves are provided for

cooking, and the lighting is by gas jets fitted with Auer mantles. There are even curtains on the windows. The bedrooms are supplied with white enamel bedsteads, and the bedding and mattresses were scrupulously clean. A large room below has been left unfurnished, and the employes use this as a sort of dancing and concert room. Being Italians, they are exceedingly musical.

Unfortunately, these happy conditions are not everywhere prevalent. Alongside this new building is a row of shanties, some of them unoccupied. Those which are in use are in anything but a desirable condition as regards the floors and bedding.

One other point in connection with the Schenk factory desedves mention. At the time of the writer's visit the women were working with plums, and the large, movable peeling table, which had been in use the day before on tomatoes, was deserted. This had been washed and scrubbed to a snowy whiteness, and this fact alone showed what care was taken to obtain cleanliness.

At the Wethey Company's factory the employes, Pollocks and Italians, are housed in two rows of rough frame houses. A pleasing sight here was clotheslines filled with washed and drying clothing, and a woman and a girl sweeping. The houses, however, were not so re-assuring. In apartments not larger than twelve feet square three, and sometimes four, women cooked, ate, dressed and slept. These rooms, however, were, as a whole, quite clean, and the bunks used were supplied with clean and fresh straw ticks and in many cases with freshly washed white sheets and pillow cases. These houses, also, are supplied with abundance of running water, and incidentally, with gas mantles on the lighting fixtures.

The St. Catharines managers, in every case, stated that their factories were frequently visited by the local health inspectors and were passed as satisfactory.

At St. David's.

The Lowrey factory, at St. David's, is equipped with a new two-storey house, 64x33 feet, built this spring, which provides excellent accommodation. It includes thirteen rooms, 12x15 feet, to be occupied by four persons, and kitchen and dining rooms are provided downstairs. The rooms here were generally in good condition, and further improvements are being made; as for instance, the installation of stationary wash bowls, to be supplied through a line of piping from the factory. A middle-aged farmer looks after the premises, and the way he made the Pollock girls step out of their rooms, so that the newspaperman could inspect them, was an example of the way in which his authority was respected.

At the Ussher factory, half a mile away, the women employes are housed in a large building of cement construction, a year or so old. Downstairs is the living room, equipped with stoves and washing utensils, while sleeping quarters for perhaps thirty women are in a large apartment above. This building was fairly clean, being under the control of a matron. The men's quarters, some thirty yards farther east, were in a less desirable condition, though nothing very questionable was apparent.

(Continued on page 48.)

PROFITABLE RETAILING

Suggestions that Should be Followed.

Some mistakes that make for failure.

Promptness, neatness, accuracy, politeness and reliability are the antidotes.

The credit system of the retail store is the cardinal cause of so large a percentage of failures among the keepers of small stores. It is an actual fact that hundreds of small storekeepers become insolvent before they know it, and they believe themselves prospering until aroused to their actual condition by the credit man of their wholesale house. This statement will, I am sure, be verified by the credit man of almost any wholesale house, particularly in the grocery business.

One of the rocks upon which thousands of storekeepers go to pieces is that of failure to figure the cost of their goods. I do not believe it an exaggeration to say that not one storekeeper in a thousand the country over adequately figures the cost of the merchandise which he sells. Almost invariably he fails to include in his estimate some important element of fixed charges of his running expenses. For example, if he owns his store building he figures that he is saving the entire item of rent and consequently he does not include this in his fixed or running expenses; because he has his son helping in the store as an assistant, and his nephew delivers the goods, he makes no charge for their services on their salary account; again, he is unusually exact if he makes any charge on account of the insurance which he is obliged to carry on his building and stock. Of course, not all merchants are as careless as this with regard to their record of operating expenses but it is safe to say that very few of them charge anything to the account of interest on their investment beyond, perhaps, the actual sums which they are obliged to pay out for interest on money borrowed.

In a word, the average keeper of a store has no idea whatever of his total operating expenses, and he is uncommonly fortunate if he figures into the cost of his goods one-half of the expense which should be charged under that head. Really, I do not think that 50 per cent. of the smaller storekeepers in the country districts figure into their cost of a specific invoice of goods the money actually paid out for the transportation of that shipment, to say nothing of any charge for hauling and handling inside the store.

Let me give one instance, which is thoroughly representative of hundreds of others, of how a storekeeper figured his cost. He bought a case of canned goods, and had it hauled from the station to his store in his own delivery wagon. The fact that he did not have to pay cartage on these goods was the one thing prominently in his mind when he opened them, and for this reason he told the boys to mark the cost at ——, and the selling price at ——. When he sold these goods he flattered himself that he was making a good margin of profit, while, as a matter of fact, if he figured in a right percentage of all his operating expenses he would have realized that he was selling the goods at a margin of less than a halfpenny, if not at actual cost. Depend upon it, the customer will always name the brand which gives the least margin of profit, unless the storekeeper takes the matter in his hands, and makes the decision in favor of the brand against which the manufacturer is not obliged to charge the expenses of a heavy publicity advertising campaign.

There is no necessity for a merchant to give the most prominent display to brands in which there is the least profit. Instead, it is the part of discretion and good salesmanship to give the most conspicuous place in his show windows and on his counters and his shelves to those goods which he is most anxious to sell because they yield him the larger profit. A little intelligent work, in a hand to hand way, will do wonders in educating his customers in the idea that certain unadvertised brands of goods are equal in quality to those which have received greater publicity and for which a higher price is charged. It is human nature to feel gratified over a good bargain, and when once the customer is made to feel that he is buying something for —— as good as others are getting for —— he feels a certain sense of gratitude to the merchant who has put the bargain in his way. Of course, the small country storekeeper cannot get the jobber to put his own brand on goods which he buys, but this is easily possible with leading merchants in the larger towns and provincial cities, and this is one of the strong points in good merchandising, particularly in the grocery business. No opportunity to do this should be neglected, provided, always, that there is no doubt as to the intrinsic merit of the goods. When the storekeeper, little or big, recommends an unadvertised brand of goods as against an advertised brand, he must be absolutely certain that the goods have the merit and will bear out his recommendations. It should not be inferred from what I have said, however, that a merchant's stock of goods is complete without the leading standard or advertised brands of goods in the various lines.

The Value of Right Service.

There are always, in every community, people who will demand these and be dissatisfied unless they are able to get them.

Perhaps the most important thing which any merchant sells is that for which he does not make a direct or open charge. The name of this commodity is service. Nothing on his shelves or counters is of greater value, and the quality of service which he gives his customers is just as vital to his success, perhaps more so, than is the quality of the goods which he sends out in his delivery wagon or puts into the hands of his customers. On the other hand, service is just as tangible a commodity as sugar or dress goods, and should be as carefully reckoned in his cost account as his bills for goods or his freight or insurance expenses.

It is not too much to say that good service is the most profitable thing which the merchant can sell, and that poor service is, by the same token, the most unprofitable thing that he can have about his store. Comparatively few storekeepers have any realization of this, and seem to conduct their business upon the supposition that service is an intangible quantity, and that the cheaper they can get their assistant hire the better. Few mistakes can be more fatal than this notion. From the delivery boy up to the proprietor, quality of service should be considered the very essence of good merchandising. It is a fundamental trait of human nature to consider the manner in which a transaction is done to be quite as important as the more material part of it. Neatness is a prime factor in storekeeping. Many merchants have found their trade going to their competitors, and have been unable to account for this loss of patronage. Knowing their merchandise to be as good as that sold by their competitors, and their prices to be as low, they were unable to account for this loss of trade. If they could have taken their customers into their confidence and arrived at the real reason of this falling away of patronage, they would have been astonished to learn that lack of neatness was the real cause at the bottom of the matter.

To put it less bluntly, women are especially secsitive to all that is cleanly, neat and attractive to the eye. They like pleasant and tasteful surroundings, and anything which suggests disorder and confusion repels them. Although, perhaps, men are not generally as sensitive to these things as women, at the same time they are confused by a disorderly array of merchandise and are attracted by a neat and pleasing display of goods. Any well-circumstanced man or woman shrinks from attempting to buy in a store where the stock is untidy and "cluttered." Instinctively the best trade in any community will gravitate towards the store which is kept up in the most orderly and attractive manner. Consequently, not only will the merchant who has the real trading instinct be awake to this important element in merchandising, but he will also see to it that he hires assistants who have a sense of neatness and order, and have an ability to display goods in an attractive way. Goods which are not handled with cleanliness, neatness and order, deteriorate much more rapidly than those which are kept and handled in a neat and orderly manner. The cluttered, ill-arranged, and untidy stock of goods is the one which is going down hill with the greatest rapidity.

Equally important in the manner of service is the quality of promptness. This comes into play from the moment the customer enters the door of the store until the goods are delivered in his house. What reader has not heard the remark: "I like to trade with Smith, because I get waited on right away, and because I know that the goods I order will be delivered in time for me to use them as I have planned." Thousands of times grocerymen in villages and small towns have lost good customers because the goods have not been delivered in time for the next meal. This may be caused by the slowness or the carelessness of the assistant, or the delivery van man, or perhaps the proprietor himself. But no matter where the blame may rest, the disappointed customer will not forget the incident, and if it is repeated, the loss of the family's trade is almost sure to result. This suggests the not unimportant point that a bright and active delivery boy is quite as important a member of the storekeeper's force as is the manager. Many merchants are prone to give very little consideration to the selection of a delivery boy, but this is decidedly a mistake. The right kind of a delivery boy has many times been able to hold the trade of a customer, in spite of defects in goods or prices, and in the service rendered by the proprietor and his assistants. The delivery boy who is a natural hustler, is a tower of strength in the organization of any store, and the merchant who does not recognize this fact is overlooking an essential point. The storekeeper should not forget the fact that the delivery boy is the person who closes the transaction, and who goes into the homes of his customers to do so. He is, so to speak, the living link between the store and the home. In many cases much of the buying is done by servants, and it is the delivery boy who comes into daily contact with the maid of the house. If this work is done in a prompt, intelligent, and agreeable manner, he gets a personal standing in the home at which he calls, and not infrequently brings out the remark: "They may be a little slow at the store, but that boy is all right, and can be depended upon to get the things around in time and in good shape." Perhaps some of my readers may feel that I place too much importance upon the delivery boy, but he is a factor in community trade which has received altogether too little consideration—and perhaps he also generally receives too little compensation. Certainly there is no kindergarten for the merchandising business equal to the delivery wagon, and the boy who makes a success in that humble capacity is the best possible timber out of which to make an assistant or proprietor.

A GENTLE REMINDER.

When returning goods to the wholesaler, always enclose your name and address and an itemized list of the goods in the package. Read the conditions on the invoice, as they constitute a part of the sale, and always inspect merchandise as soon as it arrives. Be sure that you do not sign receipts for goods you do not receive. Check the list over carefully before you put your signature at the bottom. Then if there is anything wrong be prompt in making your claim.

THE COFFEE SURTAX.

President of the State of Rio Refuses to Sanction Repeal.

A report, recently received from New York, has the following on the coffee surtax:

"Ever since the surtax of three francs per bag was imposed, there has been some agitation against it in Rio. The product of the two coffee states of Rio and Minas is exported through the Port of Rio. The State of Minas holds to the three francs extra export duty and has made her calculations based upon it in the budget for the fiscal year, and is not willing to make any change. The President of the State of Rio refuses to sanction any action to repeal the surtax, and the President of Brazil supports him in this attitude, maintaining that the surtax shall be enforced by all three of the coffee states. In Santos the surtax cannot be removed until December 1, 1911, as it is pledged against the loan up to that time, so even with a strong desire on the part of a large number of merchants in Rio to repeal the surtax there, they will find great difficulty in effecting any change or to act alone as against San Paulo and Minas, and furthermore, it is absolutely contrary to the law passed by the Federal Congress last year. The agitation will be kept up, as well as the hostility to the market in general that has been indulged in so long."

AN ENTERPRISING CLUB.

The Calgary Hundred Thousand Club has instituted a series of business men's excursions into the different parts of the province tributary to the city, with the object of promoting trade and advancing Calgary's position as a manufacturing and wholesale distributing centre.

The first excursion took place on August 6th to 8th to Lethbridge and included representatives of over eighty of the town's business concerns. A special train of sleepers was chartered and all the important points along the line were visited.

AN ABSURD PRACTICE.

In Collingwood, nearly all of the stores remain open until eight, nine or ten o'clock, ordinarily, and on Saturday night till eleven or twelve o'clock. One firm had the courage and good sense over a year ago to close at six-fifteen ordinarily, and ten o'clock Saturdays. It has continued to do so, and states that from the first, business did not suffer in the slightest degree. None of the others has followed its good example, although, we believe the results would be equally as satisfactory. Doubtless all of them would like to, but some are too cross-grained to co-operate with their competitors in bringing about this much-needed change, or to admit that it could be made a success.

If the majority of retailers are favorable to a fixed closing hour, the town council might be persuaded to pass a by-law providing that no stores, of certain classes, be kept open after a reasonable specified time. Collingwood is altogether too big a town to tolerate any longer an absurd practice which should have been dropped when it stepped out of its village clothes.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

CHATHAM.

Among the Chatham grocers who took part in the London fair were: J. W. Dyer, Jas. Paul and John McCorvie.

* * *

There seems every probability that Ald. Wm. Potter, for the past two years chairman of the civic property committee, will be a candidate for the mayoralty for 1908. This is perhaps a little early to look ahead, but it is certain that Ald. Potter has been strongly urged by many representative ratepayers to stand for the post of honor. Other candidates are mentioned, but none quite so positively.

* * *

There has been lots of trouble lately in the ranks of the local vendors of ripe yellow bananas. The centre of the trouble was Gaspar Favata, Italian, whose successful attempt to peddle fruit from a push cart without taking out a license recently aroused the ire of the city fathers. Keen rivalry has for a long time existed between Favata and the Zakoor Bros., Syrians, who deal in the same lines, and there have been frequent charges and counter charges made to the police of threats on the part of one or other of the rivals. Last week Favata took his stand with his push cart in front of the Zakoor place of business on King St., and proceeded to sell bananas at three dozen for 25 cents. The Zakoor delivery wagon appeared on the scene shortly after, and there was a collision, as a result of which the push cart was overturned, and the fruit scattered over the pavement. Information was laid by Zakoor against Favata, charging him with obstructing the street, but the case was, after a number of adjournments, finally dismissed without costs. A counter action by Favata against Zakoor, charging malicious damage to property, has still to be decided.

* * *

Despite unfavorable weather, the Peninsular Fair this year was one of the most successful in its history, particularly in the matter of attractions, while the attendance was, all things considered, very encouraging to the directors. The exhibits were all excellent and entries numerous, every inch of space in the main building being taken up. Local merchants put on a great many attractive displays. The directors of the Exhibition certainly spared no efforts to put the fair in the forefront of Western Ontario exhibitions, and it is to be hoped that next year the elements will be more propitious.

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E. R. Putnam, the Queen St. butcher, is installing a new plate glass front in his place of business.

* * *

Mr. and Mrs. Geo. Cairnes, of Blenheim, left this week for Calgary, where Mr. Cairnes has secured a position as manager in a large grocery business.

* * *

The Brodie transient trader appeal, which was to have come before Judge Dowlin this week, has again been adjourned, the parties concerned being unprepared to go on. The object of the appeal is practically to determine whether or not Hagistrate Houston has the right to investigate the validity of the city bylaws.

A PERSONAL LABEL.

Carl Grossman, an enterprising grocer in Chilliwack, B.C., has a particularly good address label which he attaches to parcels leaving his store. Space is left at the top of the label for the address to be filled in, while below there is a small half-tone cut of Mr. Grossman, accompanied by the following:

My Special Request.

Are you pleased with this purchase?

Does it "open up" to your entire satisfaction?

Is it just as represented?

Did you get your money's worth?

If your answer to any one of these questions is "No," you will do me a favor to tell me about it the next time you are in. I am doing my best to run this store right, and I want a chance to correct any fault that may creep in.

Thanking you for this, and past favors, and soliciting a share of your future patronage, I am,

Yours truly,

Carl Grossman.

GALT.

Grocery affairs in Galt are rather quiet, due in all probability to the between season period. The fall trade has not yet started and the summer trade is about over—that is, in respect to fruits. And right here it might be stated that the fruit season has been most disappointing in Galt. Of course, there was a plentiful supply of the small fruits, such as plums and gages, but the fruits which the house wife generally depends upon to stock her cellar for the winter, were a total failure. The crops may not have been a failure, but the prices have been so high that the local grocers refused to handle the fruits. It would not be out of the way to say that not one hundred baskets of peaches were disposed of in Galt by local dealers. Your correspondent interviewed a local dealer regarding the apparent shortage of peaches, and was given the following explanation: "The peach crop is not what you would call a failure, although there is some shortage. We are not handling them this year for the reason that in order to clear ourselves we would have to dispose of them around $1.75, per basket, and that is more than the public of Galt care to pay."

* * *

The Galt market is undoubtedly growing to be the largest in Western Ontario. That of Saturday was the largest ever seen here. The following prices are given in order that brother correspondents may compare them with those prevailing at their centres, and comment on any difference as there is a general opinion among the merchants of Galt that farm produce is much higher in price here than in other towns: Butter, 27 cents pound; eggs, 20 cents per dozen; ducks, 50 cents each; chickens, 30 to 60 cents each; pears, 75 cents basket; potatoes, 85 cents per bushel; pumpkins, 5 to 10 cents each; tomatoes, 30 cents basket; apples, 35 cents basket; corn, 10 cents per dozen; cabbage, 5 and 10 cents head; elderberries, 10 cents quart; centeloupes 5 to 10 cents; water melons, 15 to 25 cents; cauliflower, 5 to 20 cents head; celery, lettuce, onions, turnips, etc., 5 cents bunch; beans, 5 cents quart; blue plums and green gages, 40 to 75 cents basket.

* * *

A well-dressed stranger worked the forged cheque game on Mr. W. H. Kennedy, tailor, one day last week. He tried his game on a number of other merchants, but they were wise in their generation, and refused to advance any money. He has as yet not been located.

* * *

The following occurrence took place in a local grocery this week: The grocer in question is a loyal Scotsman and was endeavoring to impress upon a few hearers the fact that his countrymen had been the means of saving the nation on more than one occasion. The listeners comprised an Irishman, who, for a while, said nothing, but at last unable silently to hear his Scotch breth-

ren overpraised, broke in with the statement: "I'll have you understand, me fine frien', that just as brave a heart beats under an Irishman's waistcoat as under a Scotsman's kilt." The blunder caused on end of amusement, and the Irishman's favorite corner in the grocery store knows him no more.

* * *

E. Cummings, who recently opened an up-to-date grocery on the corner of Wellington and Dickson streets, is doing a good trade, and will probably enlarge his store in the near future.

* * *

The Retail Merchants' Association of Galt intend holding a banquet in the near future. It is indeed time they were up and doing again. When the association first organized it accomplished some good work, but of late its affairs have been rather lax. They have as yet made no attempt to remedy the Transient Traders' Bylaw which the courts a short time ago declared invalid, and, as a result, an occasional peddler can be seen doing a door to door canvas.

GUELPH.

Last week was exhibition week and the merchants all made great preparations for a good week's business. But why the Central Fair is called a three-days' fair, I don't know. I do know that it is just a one-day or day and a half-fair. It was a great success, however. It was estimated that over 10,000 people passed the gates on one day. The afternoon crowd was the largest in the history of the Central. Business was good. The fair was a success and everybody was satisfied.

* * *

Were we surprised? Well, some. But we get those occasionally in Guelph. The grocers were all sitting on a bench in the fruit market at 6 to 6.30 a.m. this morning, and it was not hard to see the cause. A big, burly policeman and a don't-you-do-it smile from the dealers, and a warning kick from a brother grocer made us sit down also. We were informed that henceforth and forevermore we could lie in bed instead of getting up in the middle of the night to buy fruit, as we were breaking the law in doing so. It was not unwelcome news in a way, as it has been hard work to get on the market by 5.30 a.m. all summer and there was no use going any later this year. Our grocers in Guelph are a friendly bunch and were not anxious to see anyone pay a fine, so as each newcomer came in, he was made wise in his own generation. The dealers suffered most, as they had to sell and had to come to the grocers. You know what that means—we bought 10c a basket all round cheaper. But now we find, after some argument and hunting up facts, on Thursday, that the bylaw under which we were ordered off the market was rescinded in 1902. I guess someone made a mistake.

* * *

The Guelph Co-operative Association are again summoned to appear for selling fresh meat contrary to a city bylaw, and why a small fine of $1 and costs, and then summoning for the same offence the next day is kept up is another nut to crack. It ought to be settled one way or the other and for good, and be done with it.

* * *

Guelph is 1,100 feet above the sea level, but I don't think that is the cause of the milkmen raising the price of milk to 8c a quart, to go into force at once.

The market Saturday was a very large one, both of buyers and sellers, and tomatoes dropped as low as 20c a basket. But tomatoes and cauliflowers were the only drugs on the market. The other prices remain about the same. Crawford peaches were quoted from $1.25 to $1.50 a basket.

* * *

Hay at $20 a ton is too high and is not likely to stay at that, I have not heard anyone say wages had gone up any.

* * *

The bakers are pretty foxey, though they did not put up the price of bread, they quietly cut the weight of the bread from 1½ to 1¼ pounds, and put a label on the bread with the weight; so we get less weight at the same old price. They might just as well come out and be in the sunshine, for flour is going up so fast we don't expect the bakers to do otherwise than raise the price, and you can't hide behind the screen and pose as public benefactors and make it pay. Come out and don't be afraid to ask a fair profit. The public don't ask any man to work for nothing.

KINGSTON.

Notwithstanding all the talk about a potato famine, there seems to be good prospects for all that is needed. The late potatoes are showing up well. New Brunswick and Nova Scotia potatoes are plentiful, and quotations for car lots are coming in by every mail, 75c delivered at your station. One merchant here got a car and lost considerable in consequence, and so did those who took part from him. They had been dug too early by some Nova Scotia farmers who should have known better. They were soggy and rotten at heart. Everyone predicts high prices for everything except grapes. One grocer on the market said: "I am putting up butter to 30c and eggs to 25c."

* * *

For several years past Kingston has been benefited by a low excursion rate to farmers on the line of the C.P.R. It was the means of bringing large crowds of farmers to the storekeepers with big supplies of butter, eggs and poultry. The cut-rate has been discontinued by the C.P.R. on account of the continual grumbling of storekeepers along the line. It is a big loss to Kingston, and one merchant suggested boycotting in shipping, and it may be done. There is prospects of a huge hotel being built by one or other of the railway companies, and it is much needed. I am ashamed of the poor and limited accommodation Kingston affords to the traveling public.

The two Chinese restaurants here are doing big business. They give a bill-of-fare for dinner for 25c. equal to any 50c. dinner in the city. The Chinamen here are of a good class, honest, industrious, and mind their own business.

* * *

The late rains and continued warm weather has produced a big crop of ripe tomatoes. They fell in price from $1.50 a bushel for pink, to 75 cents. Finest creamery butter is retailing for 30c, second grades 28c. Makers of creamery butter should get name of creamery copyrighted, in order to protect dealers and the public from inferior store-made prints, with same name or one resembling it. One leading creamery took my advice and put the name of their town in large print, instead of maple leaf. The Victoria Creamery, of Lindsay, has one like it, called Victoria Road, put up by or owned by a grocer there.

* * *

Eggs are advancing rapidly. By the way, kindly hold up your hands, all grocers who have been robbed by the meanest kind of thieves outside the penitentiary. I refer to the Hawk produce dealers, who offer ½c to 1c more for eggs and butter than legitimate dealers, and make no returns. I ran up against a good looking big Scotch Presbyterian in Montreal who was unloading a wagon load of hen fruit. I said: "What are you paying?" He gave me good quotations and a handful of tags. He also offered to sell me choice butter at 2c or 3c a lb. lower than the market. I bit, and now I feel the hook. I sent him in June over 600 dozens, and only got the empty cases back, and, at that, in bad condition. Such men should be on the stone pile at our penitentiary.

The horticultural and poultry exhibit in the Armories was a big success. The display of flowers was pleasing to the eye, and the ear was tickled by the orchestra and crowing of roosters and cackling of hens.

LONDON.

Brokers and wholesalers report business very good and payments fair, with, as one broker puts it, "no grumbling." Lower grades of tea show an upward tendency, prices being a little higher than a week ago. Fine teas continue firm. The currant market is advancing very rapidly, and the trade is buying freely, fearing that the top has not yet been reached. The first shipment of new-crop raisins has arrived at Montreal, and the goods will be in the hands of local wholesalers during this week. The market is easier. Sugars are unchanged, though an improvement in the movement of this staple is noticeable.

* * *

Now that the holiday season has ended and families have returned to their homes, retail grocers find a distinct improvement in business. Housekeepers are busy with their pickles and catsup and are making great demands on the grocers for the necessary vegetables, spices and vinegar. Late fruits coming in rather more freely than expected causes an increased demand for sugar.

* * *

With the return of citizens to their homes comes a great increase in the supply of garden produce, and for a week

or two the largest markets of the season will be seen. Last Saturday's market was one of the biggest in the city's history. With but few exceptions, all kinds of produce sold at the lowest figures in some time. Especially was this so of tomatoes, which sold at from 15c to 20c a basket. The offerings in this line were by long odds the largest of the season. Farmers give as a reason that those who have been in the habit of selling to the canning factories all season, brought them into market in expectation of getting a better price for them than factory buyers offered. Potatoes, too, were away down, 75c a bag being the average price. Pork, wholesale, was lower, and many farmers refused to sell at the prevailing price. Advices from other points state that hog prices are likely to go still lower.

* * *

The fruit situation is still causing dealers and consumers concern. The apple crop, it is said, will be 25 per cent. larger than last year, and will, on the whole, be a fair yield. Plums have been an average crop and are now pretty well all in. Hereabouts there is a pronounced scarcity of home-grown peaches, and as a result, fruit from southern Michigan is being shipped in in goodly quantities. These peaches are known as Elbertas—a very fine variety of uniform size—and come in bushel baskets, which sell at from $3 to $3.50 each. Grocers buy them freely and retail them in smaller baskets.

* * *

Speaking of the fruit situation, Chas. Mountjoy, the well-known wholesale fruit dealer, said: "There will be quite a scarcity of fruit. Peaches are especially scarce, with a great demand for them. Very few peaches, in fact, hardly any, are coming to us from the Leamington district, and this affects the supply very much. Owing to the scarcity of small fruits such as strawberries and raspberries, the canning factories are taking all the peaches in sight, and that causes a scarcity as well as raising the price. Plums have been a fair crop. I think there will be plenty. Pears are not very plentiful. Grapes will be a good crop, and apples will be larger than last year. I do not look for any lower prices, especially in peaches."

* * *

The grocery firm of Langford & McKenzie, northeast corner of Piccadilly and Colborne Sts., has been dissolved, Mr, McKenzie continuing the business. Mr. Langford has secured a position in the office of Scandrett Bros., the Dundas street grocers.

* * *

President Harry Rauhan, of the Retail Grocers' Association, has been confined to his home by illness for a week or more, and though somewhat better, is still unable to get back to business.

* * *

The retail grocers are not yet satisfied with the way in which the by-law governing hucksters is being carried out, and a meeting of the association will be held next week to further consider the matter.

* * *

As a result of injuries sustained by James Palmer, a former employe of the McCormick Manufacturing Company, through the falling of an elevator last April, the firm has been made defendants in a $1,500 damage suit, which will be heard at the assizes, which open in this city on the 7th day of October.

MONTREAL.

Montreal, Sept. 27.—"The way a grocer treats children who are sent to his store will do him a whole lot of good, or a great deal of harm," said a friend of mine the other day, "and, unfortunately, there are a number who do not realize this as they should. The old wise heads, you will notice, if you have your eyes open in a retail store, will treat the little ones that come along just as well, in a different way, as they do the grown-ups. One's customers cannot always order groceries in person, and there are times when something is required at once, which cannot be delivered over the telephone, though it may be ordered that way.

"It is then the youngster of the house, or somebody else's kiddie, is sent to the grocery store. The customer expects that the child will be given the same treatment as she would receive herself, and it is a foolish storekeeper that disappoints her. The little one is not apt to mind being pushed aside and missing his turn, though he may, but if he is kept needlessly waiting for half an hour or so the housewife is very likely to form a new opinion of her favorite grocer, and it is not likely to be a very good one.

"Yes, the wise old grocer knows his business too well to neglect children. The youngsters are served in turn. They are treated like little men and women, which naturally makes them feel more or less important, and they are very anxious to "go to the store," and they always make straight for Brown's, where they are treated right."

* * *

Montreal grocers are awaiting with considerable interest the outcome of the next monthly meeting of the Retail Grocers' Association, which will take place Oct. 3. There has not been much said in official quarters about what will come up regarding the Retail Grocers' Association and the Federation, but the general opinion is that the officers of the Grocers' Association will have the present misunderstanding cleared up. Grocers are not pleased with the way matters have been going for the past while, feeling that they have had practically nothing to do with their own association. Their natural desire is that they be kept well posted on all that is happening.

* * *

One of the points the grocers feel sore about is the fact that they received no notification, according to one of the officers, of the recent meeting of the Federation at St. John. This officer said that since they were supposed to be part of the larger body, they should have been informed of the meeting, and should have had delegates in attendance.

As was announced in The Grocer a couple of weeks ago, the Montreal Retail Grocers' Association started off a new year with the old board of officials, with one exception. Last year's officers gave every satisfaction and deserve great credit. A. Laniel made a first-class president. He always has the interests of the grocery trade at heart, and cannot work too hard to help along his fellow grocers. He stands up for his rights, too, and any man who does that is fit to represent his fellow-men, for he will stick out for their rights also.

Messrs. Dore, Boileau, H. Laniel and Sarnazin, the other officers, all served the association well last year, and will give equally good service in 1907-08. Mr. Boileau, the new second vice-president, is widely known in retail grocery circles in the city.

* * *

Burglars entered the grocery store of Oscar Desjardins, 118 Bleury street, Sunday evening, and managed to get away with some $200 worth of goods. They forced the front door, and when they got in, smashed things right and left in their search for booty.

QUEBEC.

For the past two or three weeks business has been continually improving in local grocery circles, and this steady gain in the volume of business is more than ever in evidence this week. Consequently wholesalers and retailers are very satisfied. A decline of a few cents has been registered during the week in rice, lard and almonds, but corn starch, preserves, olive oil, peas, salt, Mennier's and Fry's chocolates, and canned lobsters have advanced. Quotations of canned goods are firm on account of scarcity.

A good demand exists for grain and flour, and supplies are fairly well up with the trade. A marked advance is noticeable this week, and many dealers have evidently come into the market in order to get the advantage of the present prices, which are already expected to advance, although no large sales are reported. For the present, wholesalers sell at the following quotations: Oats, 57½c to 59c per 34 pounds; flour, straight roller, extra, $4.25 per barrel; seconds, $5.35 to $5.50; Ontario patent, $2.25 to $2.30; oatmeal, $1.40 to $1.55; barley, $2.10 to $2.20; Indian corn flour, $1.60.

* * *

The demand is much heavier for fish and prices are beginning to stiffen in response to inquiries. Fresh fish are scarce and an advance of $3 for salmon has been registered. Present prices are: Salmon, No. 1, $17; salmon, No. 2, $16; salmon, No. 3, $14.50.

The local market for country produce is still exceptionally good, and prices are advancing as a consequence. The present state of affairs is caused by the small supply arriving. Creamery butter has advanced a cent and a

half. It is quoted from 25c to 25½c per pound. The same advance is in evidence for fresh butter which is worth now from 22c to 23½c per pound. White cheese is sold dearer this week and cannot now be obtained at less than 12½c per pound. There is also a considerable scarcity of eggs on the market. Prices for these show an advance of a cent per dozen, and are now quoted from 23c to 24c per dozen.

* * *

The fruit market is much steadier, and sales have increased largely during the week. The only changes noted are for tomatoes, which declined ten cents, and are now quoted at 75c per box. The same decline is noted for grapes, which are sold at 30c per basket.

* * *

Whether Quebecers will have the privilege of purchasing their meat and market produce outside the city markets was one of the important questions discussed at the last meeting of the City Council, but no decision was arrived at. It is a well-known fact that most of the butchers would prefer to continue the present system. Quite a discussion arose on that question, and some aldermen remarked that in Montreal and other large cities where free sale of meats is allowed, the meat is much dearer, and that is what will happen here.

* * *

Mayor Garneau stated that for several months back efforts had been made to obtain a property suitable for the erection of a post office in St. Roch's, but the prices asked for the sites had been excessive. Hon. R. Lemieux, Postmaster-General, had suggested to his Worship that the city should give the site, and asked if the Jacques Cartier Market could not be secured. The Mayor did not favor giving away any property, but thought the market place might be sold.

A decision of the Council on those two important questions is delayed till the next meeting, which will be held on Friday, Oct. 18.

HAMILTON.

Considerable discussion has arisen over the report of Dr. Hodgetts regarding the canning factories in the Niagara district. The prevailing opinion among the grocery trade here being that it either went too far or not far enough. As it stands, it is certainly taken as condemning all the factories in the district, as none are specified. I think, if it was necessary, action should have been taken against the factories with unsanitary features, instead of making a sweeping assertion against all. It is well known that this section is the best in Canada for the growing and preserving of fruit and vegetables. Peaches, plums, pears, cherries, grapes, etc., are finer flavored and nearer perfection than those grown elsewhere, and as the growers and canners have invested large sums in the industry, it is a very serious matter to have any slur thrown on the manner in which the goods are handled. There are so many people interested, directly and indirectly, that anything happening to the business means a great blow to the prosperity of the Niagara peninsula.

* * *

This once more brings us back to the association idea. No set of men in business to-day are so well fitted to aid the Government in enforcing the Pure Food laws as the grocers of the country, and the sooner they are organized and take a personal interest in the matter the sooner will the Pure Food Act become operative.

* * *

I trust Dr. Hodgetts will arrange his tour of inspection so as to cover the Niagara district in the immediate future, while the factories are working on peaches and plums. A report now would greatly help the canners, as well as the grocers, in disposing of the pack of 1907.

STRATFORD.

During the past two or three weeks there has been an epidemic of burglaries in this city and in one or two cases the raiders have visited and tried to gain entrance to a couple of grocery stores.

In Montreal, the outcome of the next monthly meeting of the Retail Grocers' Association is being awaited with interest.

Read what Ingersoll says on the manner in which fruits are disposed too close to the sidewalk to allow them adequate protection.

Compare the Galt prices for produce with those prevailing in your own town.

Chatham is having some difficulty with her push-cart men.

Hamilton is interested in the publicity recently afforded the Niagara canning factories.

The market last Saturday was attended by one of the largest crowds of sellers and buyers that have turned out for some time past. Produce also was very plentiful, and buying was brisk. Butter advanced. Wheat also has taken on a decided step, but it is in hay that the price has commenced to soar. This article has jumped from $8.50 and $12 a ton to $14 and $15 per ton. The increase is general, and is felt by merchants and others in the city.

* * *

Last Friday the town of Mitchell, about twelve miles from this city, was visited by a sugar famine. On that particular day there was not to be had a grain of good sugar in any of the stores for some hours, and householders right into the preserving had no little difficulty in doing down their fruits. Several of the stores were flocked with housewives in search of the granulated article, but it could not be had at any price. The situation was relieved late in the afternoon by the arrival of Mr. Martin, traveler for the Stratford Wholesale Grocery Co. In a short time there was ample quantities of sugar in the stores, and the wants of the busy housewives were satisfied.

* * *

During the present fruit season the proprietors of grocery stores in this city, who are in the habit of "weighing in" goods as they are received, have frequently come across short weight, but they attribute this, not to the wholesalers, but to the method of transportation. Several baskets of fruit have been opened during the transportation to the city, and many smashed. There should be some better way to guard the shipments of fruit on the railways.

Grocers report the trade to have been exceptionally good during the past week, especially so in the fruit trade. The demand has been active, and, in the majority of cases, the supply has been met.

ST. CATHARINES.

The district that makes St. Catharines the centre of trade is valuable in many respects. Rich lands, principally used for the cultivation of fruits and vegetables, make this city an important factor in trade and commerce. The present conveniences of shipping fruit by the Niagara, St. Catharines and Toronto Railway to Port Dalhousie, thence by steamer to Toronto, or to Niagara Falls on the main line of that railway, connecting with the Michigan Central and Pacific Railways or by the Grand Trunk Railway to points east and west, are becoming a boon to the shipper. The firm of James and William Tetterington is the principal one for shipping fruits from this point and they make large consignments to Manitoba and other points in the far West, as also supplying customers elsewhere. John J. Fee, another shipper, confines his business principally to the apple trade. When the season arrives Mr. Fee not only purchases apple orchards in this section, but he, with experienced packers, goes to Bruce and Grey counties and ships his stocks principally to the English market.

The grape crop will be a good one if no untoward circumstance occurs, such as frosts or damp weather, causing mildew. Outside of this there is a bright prospect for a more than bountiful supply of choice fruit.

The tomato crop promises to be a good one if frosts keep off. Fruit and vegetables are now coming rapidly into the canneries, of which there are five in St. Catharines.

Speaking of glassware, crockery and china, there are a few stores in St. Catharines that carry stock of this nature. The merchant who makes one of the finest displays of these classes of goods is ex-Alderman James T. Petrie. He has a fine pair of windows to display his stock, and as he has a general assortment of goods, including groceries and small wares, his window occasionally presents a varied appearance, and a passer by can hardly fail to be attracted by the sight.

Additional correspondence on page 51.

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RECIPROCAL DEMURRAGE.

Vexatious delays in the delivery of freight have led to the organization in the Manitoba capital a few months ago of the Winnipeg Jobbers' and Shippers' Association, through which the leading business men are making an earnest effort to find the proper remedy. The remedy which they favor is that now being advocated by boards of trade throughout the United States, and known as the Reciprocal Demurrage Law. Briefly stated, the agitation for this law grew out of a conviction that it is a poor rule that will not work both ways. When shippers are responsible for delay in loading and unloading cars they are forced to pay the company's demurrage charges. This is an absolutely fair and just rule, without which there would be many delays that could easily be avoided. But it is only natural that it should have occurred to someone to suggest that when the railways put shippers to inconvenience by long delays in the delivery of freight, the aggrieved parties should have some speedy and adequate compensation; in short, that there should be a Reciprocal Demurrage Law subjecting the railway companies as well as shippers and consignees to the payment of demurrage rates when delays occur.

In the United States there are two main features of the Reciprocal Demurrage Law which the boards of trade desire to have placed on the statute book. In the first place, they desire a provision subjecting the railways to penalties when they are unable to supply cars asked for at given points, and in the second place they ask for penalties when cars are not moved more than a certain number of miles per day when once en route. The former provision is probably unreasonable and it is not being emphasized by the Winnipeg Association. The time may come for such a provision, but it is felt that under existing conditions it would be unreasonable to press for its enactment. However, with the provision penalizing the railways for delays in forwarding freight already shipped, the Winnipeg Jobbers' and Shippers' Association are in hearty and enthusiastic accord, and they have asked the Railway Commission for a clause in all bills of lading providing as follows:

"That all goods shall be transported on an average for the entire journey of at least 100 miles on all main lines and 50 miles on all branch lines, per day of 24 hours; that all goods shall be forwarded and loaded within 24 hours after delivery to the company, and all goods to be unloaded by the company shall be placed for unloading within 24 hours after arrival at destination, Sundays and legal holidays to be excepted. When these conditions are not fulfilled the company shall make the consignee an allowance of $1 per day for all carloads and one cent per 100 lbs.; maximum $1 per day for all less carload shipments for every 24 hours or part thereof until the shipment is unloaded or placed for unloading at destination. Provided that nothing in this clause contained shall be constructed to deprive the owner or consignee of any rights to which he may be entitled under existing law in respect to the subject matter hereof, the foregoing allowances being intended by way of additional remedy."

It is contended that if there were proper handling of freight in terminal points there would be no difficulty in moving freight at the rate provided by the above clause. It is stated that cars are often allowed to accumulate in the railway yards through lack of motive power; that there is little care taken to insure that cars that have been longest delayed shall be the first to be sent on their journey. Usually these cars are not the most easily accessible, and trains are made up of cars that have been in the yards only a few hours, while cars that have been delayed for days or weeks are allowed to be delayed still longer.

It is true that there are regulations covering this point, but in the absence of adequate penalties it is said by the shippers that the rule is honored more in the breach than in the observance. The Winnipeg Jobbers' and Shippers' Association argue that it is not unreasonable to ask the railways to move a car 100 miles per day on the main line or 50 miles per day on the branch lines, but after investigation of the experience of their members for some months, they show that the actual average is only 35 miles per day. They argue that the railway companies need more motive power and more effective supervision of cars in terminals, rather than an increased number of cars. If cars were moved at the rate provided for by the provision which the association desire to have enacted, one car would do the work of three at the present time.

The Winnipeg Jobbers' and Shippers' Association have the co-operation of nearly all the boards of trade in Western Canada in their endeavor to have this provision enacted.

LAW SUITS COSTLY.

It is announced that the cost of the case before the courts to settle the dispute between the steel and coal companies at Sydney amounted to about $60,000, and the end is not yet, as the decision in favor of the Steel Company provides for an arbitration award on certain points, and even this settlement may be appealed and the case carried to higher courts. For every hour the court sat the case is said to have already cost $1,000.

The case was purely a business disagreement, and in the light of events it would appear that the most sensible settlement would have been arrived at by an arbitration. The cost would have been much less and the results more satisfactory.

NEW WESTERN WHOLESALE CENTRES.

Portage la Prairie and other western towns and cities having laudable ambitions to become wholesale centres of importance, have recently been urging upon the Railway Commission the unequality of freight rates in the west, contending that there is discrimination in favor of Winnipeg. The Portage la Prairie Board of Trade presented a strong case before the commission last month, asking to be placed on an equality with Winnipeg as a wholesale centre. The secretary of the board and several of the leading business men of Portage la Prairie appeared before the commission, and the whole question was argued at length. The decision of the commission has not yet been announced, but there are well authenticated rumors

that the requests of the ambitious western city will be granted almost in their entirety.

Whether this be true or not, there can be no doubt that it is only a question of time until many of the western cities must be given advantageous through and distributing rates which will permit them to become important wholesale centres. Winnipeg has been the first western wholesale centre of importance, but the country is too big to allow it to have a monopoly. In the far west there are several cities of importance already. Calgary, Edmonton and Regina are rapidly growing in importance as wholesale centres and they will have many rivals.

"TO FEEDING RATS—$25."

It is curious to reflect, occasionally, upon the number of common facts to which the average grocer gives little attention, and upon which his knowledge, if he possesses any, is superficial. How many grocers, for instance, have ever taken the trouble to estimate what it costs them to keep rats about their stores? To determine approximately the cost of each individual rat is not impossible, and it is instructive, for it adds one more item, unnecessary because avoidable, to the cost of doing business. How many grocers can show an entry in their cost book—"To feeding 50 rats, per annum, $25"? There, then, must be many who are lucky to get off as cheaply as that.

It is estimated that a single rate will account for two ounces of wheat or corn in a day, and that the average cost of feeding one on grain for a year is about 50 cents. It is gratifying to learn, however, that being a pest whose uselessness is unredeemed by the smallest virtue, their presence in a store is as unnecessary as it is expensive. They are not difficult to get rid of if the right means are employed. The commonly accepted methods of destruction are five: Poisons, traps, ferrets, fumigation, and rat-proof construction of buildings. One of the most effective rat poisons known is barium carbonate, or barytes, possessing, as it does, two distinct advantages. In the first place, rats killed by this means usually take some time in dying and have generally left the building in search of water before this desirable consummation takes place.

Secondly, the very small quantity of this poison required to compass a rat's decease, precludes the possibility of its having any effect on dogs, cats or any large animals. This poison possesses a third advantage—simplicity. It may be spread on bread and butter or given in the form of a dough composed of one-fifth barytes and four-fifths meal, or it may be mixed with ordinary oatmeal. Water is the usual mixing medium.

A REMEDY REQUIRED.

The publicity recently accorded the Niagara canning factories has brought to light the existence of a peculiar anomaly in regard to the sanitary side of factory inspection. The Government inspector has jurisdiction over conditions regarding the safety and welfare of employes. If he or she, finds, say, a dangerous machine or an infraction of the Child Labor Law, the matter may be brought to the attention of the Department of Agriculture, to which he or she is responsible, and an improvement enforced.

In regard to sanitation, the situation is very different. In this case, the inspector's duties are not clearly defined. He may report any unsatisfactory conditions but the fact that the Department of Agriculture has no direct connection with the Health Department prevents any action being taken.

Again, confliction between the authority of the local Boards of Health and the Provincial Health Department is another source of difficulty. The local Boards seem to have jurisdiction over concerns within their municipalities. They act, or are supposed to act, on the report of the local health inspector. It will be seen that there is room for considerable conflict between the reports of the local and provincial inspectors. Beside these difficulties, it is quite obvious that there is overlapping and duplication in inspection as well as in the matter of control.

Under these circumstances the work can never be satisfactorily performed. The remedy seems to be in a thorough definition of the offices and powers of the Local and Provincial Health Boards. Dr. Hodgetts, referring to the matter in the Sanitary Journal for 1906, suggests that the responsibility of local factory inspection be placed on the local health authorities, leaving the general supervision and inspection to Provincial officials, who, to increase the scope of their usefulness, should be inspectors of this Board. The suggestion seems to provide a satisfactory remedy for the present unsatisfactory condition.

GOOD TRADE LOGIC.

In the course of a conversation with a traveling man, writes F. A. Parker, the salesman said: "Whenever I go into a town and find a man there who has been a customer of one of our competitors for years, I at once lay plans to land him as a customer of my house, because I know he is a good customer for any house. He will, in nearly every instance, tell me that there is no use talking to him, as he has been buying all his goods of that particular house and has no reason for changing. I generally tell him that he is exactly the kind of a customer I want, for, if I can show him it is to his advantage to give me his business, instead of to the customary house, he will then be as loyal to my house as he now is to a competitor.

"I may not get my man for a year or so, but I eventually get him, and when I do, I know he will be with us for years, and we will get all his business, either by mail or when I go to his town, for he is a sticker."

PRICES GOING TOO FAR.

In some sections of the trade the question has been raised as to whether manufacturers and producers are not going too far in advancing prices as they are. There is much dissatisfaction on the score of recent advances in foodstuffs such as is not noticed when the advances are absolutely necessary, and the cause is more or less apparent to the casual observer. The discontent is not general, but it is deep where it prevails. Some have a trade which will pay any price for goods purchased, and these do not care whether prices remain stationary or perform sky rocket feats, but on the other hand there are those whose customers cannot afford to pay above a certain price, or who will not pay high figures, and once the limit is reached business falls off.

It is the latter class who complain. In their opinion manufacturers and producers are going too far. They see no reason for such abnormal advances as have occurred during the past year or eighteen months in various grocery lines.

There can be no doubt but that the first sellers are warranted in putting up their prices in many instances. Take the California fruit situation, for instance. Packers have had to contend with difficulties galore. Crops have not been up to the mark in every instance. The price of tin has advanced materially; labor is scarce and high; box material has been advanced; it has been very difficult to obtain deliveries of packing material, and just as hard to secure cars for the transportation of goods.

It does not require a wonderful mind to see that an advance has been necessary here. But has such an advance as has taken place been warranted? Canned goods are high, tapioca is high, butter and cheese are high.

The greater percentage of foodstuffs cost a great deal more to-day than they did a year ago. Why? In nearly every instance where an advance has taken place there has been cause for a rise in the price, but can everyone who has advanced truthfully say that present quotations are fully justified by existing conditions? This may be an abnormal season. It looks like it. But prices cannot continue ascending indefinitely, while wages do not advance correspondingly, and the time will come when advances will be no longer sustained. Then something will happen.

CANADIAN CANNERS' FACTORIES

SCRUPULOUSLY CLEAN IN EVERY PARTICULAR

The STAR-JOURNAL, St. Catharines, says of the Ontario Pure Food Co. factory, St. Catharines: "Cleanliness is a leading and evident characteristic of "the establishment. The output of this factory is "good enough for the tables of the best in the land."

The STAR-JOURNAL, St. Catharines, says of the Simcoe Canning Co. factory, St. Catharines: "From "every standpoint, the Simcoe Canning Co. is a credit to "the city. The cleanliness of buildings, implements and "machinery, the sanitary arrangements and the home-"like accomodations provided for the opperatives are a "tribute to the foresight and business ability of the "manager, Mr. Kidder. Any product of the factory "can be safely used by the most fastidious, who will

The STAR-JOURNAL, St. Catharines, says of the L. M. Schenck & Co. factory: "It is the most modern "establishment of the kind in the district. Nothing is "left undone by the management to secure the comfort "and well-being of the operatives, while the regulations "as to cleanliness are strict and rigidly enforced. Every "modern appliance in use in the largest and best "factories in the world, are used in the canning depart- "ment, and what was reported yesterday as to the "cleanliness of the workers and of the canning process "in other factories, holds good in the Schenck establish- "ment."

OUR MOTTO: **"Cleanliness and Quality"**

Remember the brands, quality guaranteed, viz.:

"Aylmer," "Little Chief," "Auto,"
"Log Cabin," "Horse Shoe," "Kent,"
"Lynnvalley," "Maple Leaf," "Lion,"
"Thistle," "Grand River," "White Rose."

Read carefully full particulars on pages 49 and 50

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Revised.
Flour—Advanced 20 cents.
Rolled Oats—Up.
Teas—Very firm.
Dairy Produce—Firm.

Montreal, Sept. 26.

Fall business is gradually picking up all over Canada, and the district in and around Montreal is not behind other sections of the country in this respect. The very high prices which rule in some lines are affecting orders, but this is nothing more nor less than might be expected.

The high prices asked for flour and rolled oats are worthy of particular note. There is talk in some sections of an attempt to corner the oat crop, and from the way prices are being shot up, it would seem as though something of this sort were being done. Flour is higher than it has been for months.

Teas continue very scarce, and the market rules firm. China Young Hysons are up another cent. Japans are as scarce as ever. Prices on corn and tomatoes are not yet out, but are expected shortly. One packer expects to put up pretty near a full pack of both lines. Syrups are in good demand. Sugars are quiet. Valencia raisins are easier. Sultanas are now quoted. Currants are firmer.

Collections are average. Some firms are quite satisfied with the money coming in, but others feel that the amount arriving is not nearly up to the standard.

As it stands to-day the tea situation is a puzzling one to those in the business. Where to secure tea with which to fill orders booked is a bigger problem than most of the tea men feel able to solve. Aside from orders booked already, the demand for teas which are unobtainable, is something wonderful. The very lowest price at which Japans are obtainable is around 18c and 19c. The quality is very poor, though, merchants not caring to put these teas out for sale as their regular 25-cent line. Receipts of fannings, siftings, and dust here are practically nil, the States having gobbled up everything. China Young Hysons are up another cent and hard to secure, stocks being extremely low. Ceylon and Indian greens are scarce and firm. In blacks, a few lots of the cheaper grades are obtainable at figures a trifle lower, but the better lines cost more.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 2
Good common	0 20	0 22
Common	0 19	0 2
Ceylon—Pekoe and Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20½
India—Pekoe Souchongs	0 16½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

SUGAR—Demand for sugars has been but fair lately. Prices are steady, showing no inclination to decline or to advance.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

COFFEES—Cheaper grades of Rios are easier, but the better coffees are firmer. Jobbers report a brisk trade.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

SYRUPS AND MOLASSES—Glucose syrups are selling freely in all parts of the country at unchanged prices. Molasses is moving slowly.

Barbadoes, in puncheons	0 27	0 32
" " fancy	0 32½	0 33½
" " extra fancy		0 35
" in barrels	0 31½	0 33½
" in half-barrels		0 34
New Orleans	0 22	0 25
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

FOREIGN DRIED FRUITS AND NUTS—Since last report there has been another advance in currants, which are to-day 3s. 6d. above lowest point, with a market which is still excited. Valencia raisins are cheaper, there having been a drop which is equal to ½c a pound. Sultana raisins, which are now on the water, are being quoted on about the following basis, retailers' price: 3cr.; 10½c; 4cr., 11½c; and 5cr., 12½c. Owing to rains, the crop is said to be only 4,000 tons, against 10,000 tons expected. Reports from California are to the effect that the fruit out there is curing quite satisfactorily, and shipments are likely to be somewhat earlier than at first expected. Figs have been advanced ½c lb. all round, owing to rains. Because of the advance, figs for October delivery, will cost more than those which were ordered for September shipment, though, generally, the reverse is the case. No new date prices are out, but they are expected in October. Hallowis are reported 50 per cent. of last year's crop, and as a consequence, it is likely prices will be higher. Khadrawis and Sairs are likely to be about the same crop as last year, and prices will probably open about the same as they did last season. Tarragona almonds are ½c lower. Stock to arrive is quoted around 12c to 13c, while spot brings about the same. Filberts are ¼c to ½c easier, New Yorkers being anxious to clean up the old stuff before new crop arrives. Shelled walnuts are away up, there having been another advance of 1c. Peels are opening very high, as much as 20c now being demanded for citron, which a short time ago was but 18c. Lemon and orange peel are around 9c and 10½c.

Valencia Raisins—		
Fine off-stalk, per lb		0 08
Selected, per lb	0 8½	0 09
Layers, "	0 8½	0 09
Dates—		
Hallowees per lb		0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb		0 80
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		013
Choice seed d. 1-lb. pkgs	0 12	0 13
Loose muscatels 3 crown	0 10½	0 12
" " 4 crown	0 11½	0 11

Prunes—	per lb.	
30-40s		
40-50s		
50-60s	0 08½	0 09
60-70s		0 08½
70-80s		0 07½
80-90s		0 07½
90-100s		0 06½
Oregon prunes (Italian style), 40-50s		0 07
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07
" " 90-100s		0 06½
" " 100-120s	0 05	0 04½

Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 08
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 03½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown		0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 11
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs. " " box	0 25	0 30

SPICES—Demand is fair at unchanged prices.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

EVAPORATED APPLES—Ten cents is asked for any evaporated apples which are being sold these days, but except for the little business being done with the lumber people, there is not much interest displayed in the line.

BEANS—Beans are firm at quotations given below. Orders are fairly large and numerous. Soup peas are higher.

Choice prime beans	1 60	1 65
Soup peas, whole, bag 2 bushel	2 30	2 40

MAPLE PRODUCTS—Nominal prices are:

Pure maple syrup, bulk, per lb	0 06½ 0 07
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08 0 08½
Beauce County per lb	0 09 0 09½

RICE AND TAPIOCA—Rice is normal, while there has been no change of note in the tapioca situation.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 7½ 0 08

CANNED GOODS

MONTREAL—Canners have not yet given out their prices on corn and tomatoes, and the late fruits, and it is needlessly to say that the grocery trade awaits action on the part of packers with considerable interest. The Montreal representative of one large house is in receipt of a letter which assures him that with one week more without frost the packer will be able to just about fill demands for tomatoes, while the writer also thought that prospects for corn and other lines were exceedingly bright. This report is a good deal more optimistic than the general run of them, and to hear the like of it is truly encouraging. But meanwhile things are running along in the same old way, no flurry in anything, the only interest displayed being that mentioned in the foregoing—the anticipation of the new lists.

TORONTO—The canned goods situation was summed up the other day as "strong in price and poor in prospect." Prospects for corn and tomatoes appear to grow poorer every day. The latest estimate for tomatoes is 30 per cent., but this is probably unwarrantably pessimistic. All fruits will be short, peaches and pears especially. Plums will probably turn out better than many expect. The crop has been unexpectedly heavy, and if an accurate estimate were obtainable of the proportion it has borne to a full yield, the result would probably be a surprise to many people. Grapes are said to be plentiful. All vegetables are very short.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal	....	2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard	....	4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard	....	5 90
Gals. " solid pack	....	8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard	....	6 75
Gals., solid pack	....	8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	....	2 25
2½'s, yellow	2 65	2 62½
3's, yellow	....	3 25
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 09
2½'s, whole	2 82½	2 80
Florida 2's sliced or grated	....	2 60
Singapore 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 52½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12½	2 10
2's, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Raspberries, Black—		
2's, black, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's " preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50

VEGETABLE

Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 10
2's, whole, " "	....	1 00
3's, sliced, " "	....	1 35
3's, whole, " "	....	1 25
Beans—		
Fancy brands	1 32½	1 30
2's, golden wax	0 92½	0 90
3's " "	1 37½	1 35
Gals. " "	4 02½	4 00
2's, refugee or valentine (green)	0 92½	0 90
2's, crystal wax	1 02½	1 00
Red kidney, 2's	1 07½	1 05
Lima 2's	1 32½	1 30
Corn—		
2's	....	0 92½
Gal., on cob	....	465
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 07½	1 05
2's, standard	0 92½	0 90
2's, early June	1 02½	1 00
2's, sweet wrinkled	1 07½	1 05
2's extra fine sifted	1 37½	1 35
Gals., No. 4	3 72½	3 70
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 20	1 17½
Gals, all kinds	3 62½	3 60

ONTARIO MARKETS.

POINTERS—

Canned Goods—The feature.

Sugar—Heavy consumptive demand.

Plums—Disappearing.

Potatoes—New Brunswick arrivals show heavy percentage of rot.

The wholesale grocery markets report a satisfactory volume of business for the past month. Canned goods have probably been the feature, there having been a heavy demand for all lines of which there was any supply. The old pack is now about cleaned up, though. Some small stocks of one or two lines are still held. The sockeye salmon pack is by long odds the worst in the history of the industry. It is safe to say that on the Fraser River, at any rate, the pack this year totalled less than half the pack of the leanest season hitherto experienced, and the northern rivers showed results that were little better. All this, of course, is now an old story, but it is a question whether the average retailer realizes what he is going to be up against in this respect. It would seem almost unnecessary to urge every grocer who has any salmon in stock to be very sure of his ground before he lets go of it.

The sugar situation remains about unchanged, except, perhaps, for an increased demand for refined, consequent upon the heavier arrivals of plums and peaches. The market is very strong and though no advance is actually looked for, is more likely to go up than down.

TEA—Buiness is quiet, even the cheap grades, stocks of which are getting very scarce, finding less favor than formerly. Japans are hard to get, but the demand is only nominal, and little interest is being shown in this direction. On the London market the total offerings of Indian to September 12 were 211,211 packages (including South Indian teas since August 1), as against 216,908 last year. Offerings of Ceylons have also been smaller than last year, 912,269 packages, as against 960,851 for comparative periods since January 1.

Advices from London, dated August 12, say:

"Demand continues to broaden on the lines noted last week and with a wider range of values there has been a noticeable tendency to pay more attention to quality—a feature which was lacking so long, as the quotations for common re-

mained at an unnaturally high level. The strong enquiry latterly prevailing for fine descriptions has gradually been extended to good medium sorts, and although, so far, little movement in price has taken place, the change where apparent has been in favor of sellers, thus paving the way, it is to be hoped, for a more healthy state of trade throughout the country. It is becoming evident that the supply of fine tea from India will be smaller than usual, and from the deterioration in character of latest arrivals, the enquiry for good liquoring parcels should materially increase during the next few months.

"A noteworthy and satisfactory feature of last month's board of trade returns, is the fact that re-exports to markets other than Russia were, on the whole, well maintained, the actual quantity being 2,890,000 pounds, against 3,010,000 pounds in 1906. The falling off of nearly 800,000 pounds in the shipments to Russia must be put down to the increased trade, via., the Siberian Railway, for figures show that this deficiency was more than covered by the exports direct."

COFFEE—Locally the situation is quiet and about unchanged. The world's visible supply was 16,004,313 bags on Sept 1, compared with 16,075,812 on Aug. 1, and 10,756,653 on Sept. 1, a year ago. Stock in the United States, of all kinds, were 3,862,690 bags on Sept. 1, 3.933,190 a month ago, and 3,-190,701 on Sept. 1, 1906. Stock Brazil's in New York, on Sept. 18, were 3,499,399 bags. Total Brazils in the United States were 3,570,363 bags. Deliveries of Brazils for the week ending Sept. 14 were 14,115,263 bags, as against 83,345 bags last year. Receipts of Brazils for the week ending Sept. 18 were 40,056 bags.

Willett & Gray say of the coffee situation: "The supplies of Brazil coffee visible for this country are 600,000 bags larger than same time last year, but just about equal to those of two years ago, so that the many parties who have been enquiring about the heavy surplus from last season's crop, fail to find it in the United States. Turning to Europe, however, the actual stocks in the seaports are now 4,500,000 bags larger than the same time last year, but this surplus is part of the Government holdings kept out of the market.

"So far, receipts of the currant crop are 450,000 bags less than the same time two years ago in the 10¼ million crop, the logical comparison. In the month of July, the receipts were almost entirely old crop, but since the latter part of August the receipts are wholly of new crop coffee, so that it is difficult to form a judgment on the real size of the current crop from the receipts up to now. However, the crop movement up to date is still the smallest in nine years for Rio and Santos together, and during that period there were four crops whose total was around 10 million bags.

"Regarding the growing crop the information given out is that the prospects are unfavorable for the second flowering in Rio as well as Santos."

SUGAR—Unexpectedly heavy arrivals of plums and peaches have brought about an increased consumptive demand for refined, and lent considerable strength to the general tone of the market. Prices remain unchanged, but the situation is stronger than it has been for some time, and it is not unlikely that an advance may occur in the near future. Word comes from New York that "the outlook is for a steady refined market, with contracts safe from decline."

Willett & Gray, in a general review of the situation in raws, say:

"During the week under review the raw sugar market has been steady and firm in the United States. Offerings have been limited and have found ready buyers at full quotations, the business being on the basis of 2½c. c & f. for 94 degrees test centrifugals, 2 9-16c. c. & f. for 95 degrees test and 3.95 per lb. 96 degrees test, duty paid. At the close there are buyers at the same basis.

"Java sugars afloat are held at from 10s. 6d. to 10s. 7½d. c.i.f., equal to 3.97 to 4c. duty paid, and for October shipments at 10s. 6d. c. & f. (4d. duty paid), but no sales are reported, being slightly above buyers' views.

"European markets have fluctuated on the sugar exchanges within narrow limits from 10s. to 9s. 10½d. and closing at 9s. 11¼d., equal to 4.09 per lb. for 96 degrees centrifugals.

"Growing crop reports for the week were favorable for beets and slightly unfavorable for the Cuba cane crop, the latter needing more rain. It has already been decided by some estates having a large shortage of cane in the fields to sell the cane to other centrals and not run their machinery this season. This is an important indication of crop conditions in the Mantanzas district of the Island.

"It is too early yet, however, to give correct crop data. Some persons, however, are beginning to turn their attention to distant beet contracts as a possible speculation a little later on."

Estimated afloats to the United States from the Cuba and West Indies, 10,000 tons; Hawaii, 40,000 tons; Java, 180,-000 tons; Peru, etc., 5,000 tons. Total, 235,000 tons, against 220,000 tons last year.

Paris lumps, in 50-lb. boxes	5 15
" in 100-lb. "	4 85 5 05
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 45
Berlin granulated	4 40
Phœnix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls

MOLASSES AND SYRUPS—The market is quiet and steady at unchanged prices. Demand for molasses is steadily improving as the colder weather heralds the approach of winter, and corn syrups have not, so far, been markedly affected by the advanced prices.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03½
Pails, 28½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons 6 to case	4 80
½ " 2 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

DRIED FRUITS—The currant market has advanced steadily since the first direct steamer left Patras and Valencia raisins have declined in about the same proportion. The reason for this is probably to be found in the fact that Valencias are a far more speculative article than currants, being obtainable, as they are, from several different countries, whereas, Greece is the one and only source of supply for currants. The Bellona, the first direct steamer for Montreal from Patras, left Denia about the 20th and will hardly arrive in Montreal for another three weeks.

Late advices from the primary markets, say of currants: "Really sound fruit of the finer and choicer growths will be in good demand throughout the season, as the quantity of such fruit available is not sufficient to supply even the British demand."

An advance is reported in French prunes, owing to the shortage in the supply.

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07½
80-90s "	0 06½	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 03½
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½0 lb
" Fancy	
" Extra fancy	
Valencias, selected old	0 05
Valencias, new	0 07½ 0 08
Australian	0 08½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz. packets, choice	0 11
" 12 oz. " "	0 09
Dates—	
Hallowees 0 05	Fards choicest 0 09
Sairs 0 04	" choice 0 08½
Domestic evaporated apples	0 09 0 09½

NUTS—Prices are unchanged. The market is quiet and little business is passing.

LAST MINUTE PROVISION MARKETS.

Montreal, Sept, 26.

BUTTER—Tone firm. Prices naintained everywhere.

CHEESE—Steady market.

EGGS—Market firm. Demand good and receipts fair.

PROVISIONS—Situation is unchanged.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 32	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11

SPICES—The demand for all pickling spices is comparatively heavy and prices hold firm, though unchanged.

	per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon		0 35
Nutmeg	0 35	0 45
Cloves, whole	0 25	0 30
Cream of tartar		0 25
Allspice	0 20	0 [illegible]
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 17	0 20
" ground	0 20	0 22

RICE AND TAPIOCA—The demand for tapioca continues, and at the present rate of consumption, it is possible that present stocks will be exhausted before the arrival of the next consignment. Prices are very firm.

	per lb.	
Rice, stand. B	0 03¾	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 35	0 36
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 08	0 08½
Carolina rice		0 10
Tapioca, medium pearl		0 08

EVAPORATED APPLES—Very little of this line has been bought by the wholesale trade, and prices, though more or less nominal, may be considered firmer. The situation seems to be that everyone is waiting for lower prices, and that holders and manufacturers are trying to keep the price up. It is difficult to prophesy what success they are likely to meet with. Present quotations are about as under:

Evaporated Apples		0 10

BEANS—White beans are said to be very short, probably not over two-thirds of last year's crop, which itself was below the average. The quality, however, is reported excellent.

Beans, hand picked, per bush	1 75	1 80
" prime No. 1, "	1 75	1 80
" Lima, per lb		0 07

HIDES AND WOOL—Some of the tanners have shut down, and others are working just enough to keep steam in their pipes. The situation is regarded by the local dealers as unprecedented. Country hides are one-half cent lower this week, and horse hides are slightly easier.

Hides, inspected, cows and steers, No. 1		0 08
" " " " No. 2		0 07
Country hides, flat, per lb., cured		0 06
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	0 55	0 65
Horse hides, No. 1	2 75	3 00
Rendered tallow, per lb	0 05½	0 06
Pulled wools, super, per lb		0 23
" " extra		0 25
Horse hair, per lb	0 28	0 30
Wool, unwashed	0 12	0 13
" washed	0 22	0 23
" rejections		0 16

See a well-dressed window, and you will see people looking in it.

Mr. W. M. Hood, Winnipeg manager of the Blue Ribbon Tea Co., who is attending the sessions of the Manufacturers' Association this week, honored The Grocer with a call on Wednesday.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Sept. 26, 1907.)

General grocery business continues active and it is likely that fall trade will show a satisfactory total on the books of the wholesale houses. Some districts are suffering in an unfavorable year but, taking the country as a whole, the condition of business is quite satisfactory.

A number of advances will be noted this week. Salt is 10c higher. Jams and marmalades are advancing. Practically all cereals are selling at higher prices. Starches have been advanced ½c per pound. Corn syrups have been advanced. Owing to a change in tariff classification a number of lines of imported canned fish, notably kippered herring, herring in tomato sauce, and fresh herring in flat tins, have been advanced 25c to 30c per dozen. Formerly these lines were admitted on payment of 17½ per cent. duty, but they have been placed under a different classification by department regulation, and the duty is now 3½ cents per tin. Hence the advance in price.

CANNED GOODS—Owing to the general advance in prices this fall, sales are not quite so brisk as a year ago. Nevertheless, the wholesale houses are having difficulty in getting sufficient supplies of several lines. Quotations are:

FRUITS.

	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	1 34	1 31½
2's Lombard, l.s. "	1 39	1 37½
2's Greengage, l.s. "	1 44	1 41½
2's Egg, heavy syrup "	1 86½	1 84
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78
Rasyberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4½-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 13	2 08
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans golden wax	1 98	1 93
" refugee	1 98	1 83

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili " "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 65
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's. "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¾'s, "	2 90
" " 1's, "	4 00
Salmon (clover leaf)—	
1 to 4 cases, per case	7 60
5 cases and over	0 50

SUGAR—Quoted as follows:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES — Corn syrups have advanced and new quotations will be noted below. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bets., each	2 25

COFFEE—Whole green Rio is quoted at 8¾c and roasted at 11¼c. Ground roasted sells at 12¼c. The market is reported weak.

Whole green Rio, per lb	0 08¾
" roasted " per lb	0 11¼
Ground roasted Rio	0 12¼
Standard Java in 25-lb. tins, per lb	0 33
Old Government Java in 25 lb. tins, per lb	0 32
" " Mocha	0 32
Imperial Java, in 25 lb. tins, per lb	0 29
Pure mocha " " "	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16½
Seal Brand (C & S) in 2-lb tins, per lb	0 32
" " " " 1-lb "	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb	0 23
" " 1-lb. "	0 24

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08¾
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00

Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

STARCH—As noted above there has been a general advance of ½c per pound in laundry and corn starches.

SALT—There has been an advance of 10c per barrel. Prices are now as follows, f.o.b. Port Arthur and Fort William :

Salt, 3's per bbl	2 50
" 5's "	2 40
" 7's "	2 35
" 1's "	2 30
" 2's "	2 20
" 50's cotton bags each	0 32
" 5's jute	0 25
Ordinary fine in bbls., per bbl	1 10
coarse	1 10
Rock salt per ton	14 00

FOREIGN DRIED FRUITS—

Australian raisin —	
Brown Lexias, per lb	0 08
Extra Fine Wu "	0 08½
Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08½
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" in sacks	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14
Nectarines, choice	0 16

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10½ to 11c per lb., and dried at 9¾c per lb.

HONEY—Ontario honey is very scarce. Prices are quoted as follows :

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" " 5-lb. tins, 1-doz. case	5 40
" " 10-lb. " ½ doz "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA AND SAGO—Rangoon rice slightly easier, otherwise prices are unchanged.

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt.	8 00
Sago, per lb.	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" green	0 14
Diamond peanuts, roasted	0 14
" green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 5

CEREALS—All cereals are advancing and higher prices will be noted in oatmeal, cornmeal, pot and pearl barley, etc. We quote :

Rolled oats, 80 lb sacks, per cwt.	2 50
" 40 " "	2 55
" 20 " "	2 60
" 8 " "	2 90
Granulated oatmeal, per sack	3 00
Standard, per sack	3 00
Cornmeal, 49's, per sack	0 95
Pot Barley, per sack	2 50
Pearl "	3 50
Pearl " per ½ sack	1 80
Split Peas, per sack	2 75

MANUFACTURERS' ASSOCIATION.

Meeting in Toronto This Week—Notes From Manufacturing Grocers' Section.

The thirty-sixth annual meeting of the Canadian Manufacturers' Association is in session in Toronto this week at the King Edward Hotel. On Tuesday morning, 24th, at 9.30, the registration of delegates began, and the first sessions opened. The first business meeting was that of the Manufacturing

S. W. Ewing, general chairman, Manufacturing Grocers' Section of the C.M.A.

Grocers' Section, which was called to order in Room E by Chairman S. W. Ewing, of Montreal. Among those present were: Robert Greig of the Robert Greig Co.; C. C. Dalton of Dalton Bros.; Frank C. Simson, of the National Drug & Chemical Co.; W. S. Greening, of the Todhunter-Mitchell Co.; C. E. Barton and R. L. Hilton, of the Standard Chemical Co.; I. D. Bradshaw, of I. D. Bradshaw & Co., all of Toronto; E. A. Dalley, of the F. F. Dalley Co; W. H. McLaren, of McLarens, Limited; Wm. Somerville, of the Imperial Cocoa & Spice Co., W. J. Brigger, of T. Upton Co.; Jas. McLauchlan, of McLauchlan & Sons Co., all of Hamilton; and L. C. Van Beaver, of the Van Beaver Packing Co., Toronto Junction; W. M. Hood, of the Blue Ribbon Tea Co., Winnipeg; and Edmund Littler, of the Walter M. Lowney Co., of Canada; Paul Hamill, of the N. K. Fairbanks Co.; S. W. Ewing, of S. H. Ewing & Sons, of Montreal.

S. W. Ewing, who has held the position of chairman for three years, was re-elected general chairman. As an assistance to Mr. Ewing, a new feature was introduced and the following Vice-Chairmen were elected: For Halifax, W. E. Schwartz; St. John, T. H. Estabrooks; Montreal, John Carsley; Toronto, Robert Greig; Hamilton, F. F. Dalley; London, A. Eckert; Winnipeg, W. N. Hood.

Of the business discussed by the section, one interesting point was in regard to the enforcing of the Pure Food Law. It is well known that though this law is in existence, it is not strictly enforced, and this condition of affairs is obviously unfair to firms which observe its provisions. It was the general opinion of the delegates that the law should be more rigidly adhered to. In connection with this matter it was suggested that a Board of Commissioners of five business men, independent of the firms concerned, and conversant with the requirements of the manufacturing grocery trade, should be appointed to rule on the question.

The matter of the inspection of packing houses was also discussed. If a packer ships his product out of Canada or out of his own Province, he must, under the present law, have an inspector at his factory and stamp all such exported goods, "Canada approves," while the packer who disposes of his product only in the Province in which his factory operates, is not required to undergo this inspection. It was felt that a more uniform method should be adopted.

The other meetings were well attended, and there were many discussions and papers on interesting business.

GET IT IN WRITING.

If tradesmen would make it a practice to have all ordinary business transactions in writing and copied, much wasteful and costly litigation would be avoided. An exchange wisely says :

It is merely reducing to a minimum the possibility of misunderstanding or error on the part of either party to the transaction.

When giving an order, of course you get a copy of it. If there are any special quotations, concessions in terms, special contract for delivery, or any understanding varying the established trade conditions, have it incorporated as a part of the order. Then you won't forget and none the less will the other party.

Lapse of memory is the subpoena server's hope, the law courts' best friend and the lawyer's main reliance.—Grocery World.

FOR SALE.

THE old established grocery and provision of L. J. Dickie is offered for sale owing to the ill-health of the proprietor and increasing business; this business is one of the most successful in Oshawa, the most enterprising town on the G.T.R. L. J. Dickie, South Oshawa P.O., Ont. (39)

SOME THINGS TO DO IN OCTOBER

A few timely suggestions for the retailer who wants to increase his business.

The majority of grocers it is to be hoped, have long 'ere this started to make their plans for what to do next month. Others, it is to be feared, have not given the matter more than a passing thought, if, indeed, they have accorded it that much attention. Yet it is a subject which will wonderfully repay a little careful planning, and it is as much with a view to stirring into action those whom, it is to be hoped, constitute the minority above mentioned, as of helping, with indication and suggestion, those in whose minds ideas have already shaped themselves, that the following hints are presented. It may be said at once that they are the outcome of many talks with different retailers, all of whom have adopted, or intend to adopt them, in their own business.

* * *

October is a month of possibilities. In it much can be done to increase trade that cannot be done in other months. October is, or should be, a good profit-taking month, and one in which a considerable amount of new business may be secured. The first week or two of October marks the end of the holiday season, and families whose trade for the last few months has gone to swell the account of some seaside or country store, are now returning to the city and settling down for the winter. Many a grocer is misled into thinking that it is hardly worth his while to pay any special attention to returning customers; that he will enjoy a monopoly of their trade, as usual, during the coming winter and spring, and that any special effort on his part towards making assurance doubly sure would just be so much time wasted which might be spent more profitably in other directions. The grocer who is after a larger trade, and means to get it, pursues a different policy. He recognizes what the other ignores, that customers are human, and as responsive to a little flattery and attention as the most pronounced egotist that ever lived. He takes care, first of all, to let all his patrons know that he is still doing business on the same old stand, and follows this up with the more pertinent information that his facilities for handling orders promptly and efficiently have been perfected and augmented during the slack summer season, and that every fresh year he is in business his increased knowledge enables him to buy his gods at a decreased price, of which, he does not fail to point out, his customers reap the benefit.

* * *

All this can be done by means of a neatly printed circular, which should be either mailed, or delivered in person—not simply thrown inside the gate—or it may be imparted by word of mouth, which is the best way of all, if it can be accomplished. The average grocer has few customers whom he does not see occasionally in his store—few that is, who do their ordering, entirely by telephone, and a few polite enquiries as to how vacations have been spent, or a word or two on any conventional subject, of no special interest to anyone, but of considerable weight under these circumstances, goes a long way towards impressing a regular customer, or one who is placing an order for the first time, of the desirability of dealing with a man who takes some interest in her wants outside of the actual cash profit which may be expected to accrue to him from her custom. Sympathy, politeness, attention—these three—but the greatest of these is sympathy.

* * *

A great many new lines will be coming in next month, notably currants, raisins and all the Mediterranean fruits, and nuts. The grocer who wants to be posted might do worse than go down and have a chat with his wholesaler as to what prices may be expected, whether there is any likelihood of shortage in the supply, and what the situation is generally. It pays, occasionally, to do more than simply buy from hand to mouth, and though the average retailer cannot be expected to have the inside knowledge which is the prime requisite for successful speculation, he may, by keeping in moderately close touch with the situation, form his own views as to the advisability or the reverse of stocking up on new lines that are coming into the market. The habit of reyling too much on other people's opinions is a bad one to cultivate. The men from whom a retailer is most likely to obtain information are mostly those who have their own axes to grind, and who frequently are not, alas, above grinding them on the nearest whetstone that happens to be handy. A pinch or two of salt, however, is often sufficient to render valuable, information that is intended to be misleading.

* * *

Spices are another line which merit special attention at this time of year. The pickling season is in full swing, and the demand for these lines is greater now for a few weeks than it is in all the rest of the year put together. The spice trade of the average retailer does not, and cannot, in the nature of things, amount to a great deal, but it is a line on which there is a good profit, and a department of his business that cannot be neglected. A grocer may make or mar his reputation with his customers on spices alone. Purity here, as elsewhere, and everywhere, is the keynote of success. Keep pure spices, if you would keep your trade.

* * *

And another word of advice that is always in season: Don't neglect the window. The Grocer devotes every week a special department to this subject, and it is, therefore, superfluous to do more than touch upon the subject here. I think it is a fact that there are few grocers who do not realize the importance of well-dressed windows, but some of them are too lazy and others too busy (or, so they say), to devote much attention to this department of their business.

Looked at from a straight, commonsense point of view, the thing is self-evident. A woman passing a store is going to keep right on passing unless there is something about the store that arouses her interest and compels her to stop. If she stops, she's interested. If she's interested it is safe to say that she is in the market for some commodity or other—not necessarily the one which happens to be displayed in the window. Once she is open to conviction, she's lost—if the grocer knows his business—and when you have made the sale, reflect that it was the window that caused it, and put in a better one next week.

ALL FOR FUN.

"Do you keep good, honest goods here?" asked the fussy old man in the cafe.

"Well, sir," responded the waiter. "the whiskey's straight, all right, but, to be candid with you, I think the pretzels are crooked."—Cleveland Leader.

* * *

Statistical Boarder—Have you the remotest idea, for instance, what the world's supply of honey is?

Sentimental Boarder—Yes, sir. The world's supply of honey weighs exactly 116 pounds, and her name is—well, I'm not going to mention it in this crowd.—Chicago Tribune.

* * *

A traveler in the dining-car of a Georgia railroad had ordered fried eggs for breakfast. "Can't give yo' fried aigs, boss," the negro waiter informed him, "lessen yo' want to wait till we stops." "Why, how is that?" "Well, de cook he says de road's so rough dat ebery time he tries to fry aigs dey scrambles."—Life.

* * *

Mrs. Knowsitt—This is the second time you sent me this bill, and I paid it once.

The Grocer—That's the bookkeeper's fault, ma'am. He keeps his books by the double-entry system.

THE NIAGARA CANNERS.

(Continued from page 32.)

The Delhi factory, at Niagara-on-the-Lake, has Italians only in its employ this year, the manager stating that for various reasons he found them more satisfactory. The families—the Italians are always blessed with an abundance of children, who seem to be considerable of a nuisance—are housed in a row of tumbledown frame houses at some distance from the factory. These, of the tenement variety, are fairly roomy, but are not particularly pleasant as regards cleanliness. A busy little matron was in charge, who appeared to be most capable, but for some reason or other her services were desired at the factory that morning and the houses were left to shift for themselves.

In Conclusion.

The facts cited above will allow the reader to judge for himself concerning conditions in these canneries. Considered generally, the class of labor employed does not seem to be nearly so desirable as the Government report would lead one to believe. These Pollock and Italian women appear to be admirably clean, and conditions generally met with in regard to clothing, bedding, etc., would further impress this idea.

Here, in a word, seems to be the situation. The proprietors of these factories know that conditions in connection with the industry in this district are not ideal. They realize the situation and are trying, as rapidly as practicable, and reasonable, to remedy present conditions. The fact that matters have improved so materially during the past year points to this. It seems altogether likely that they will continue to improve and that in three or four years the factories will be entirely free from any questionable conditions,

The fact should also be mentioned that every facility was allowed The Grocer's representative to inspect every feature of each of the factories in the district. In every case he was pleasantly received and made to feel that he was exceedingly welcome. In Hamilton, he called at the offices of the Canadian Canners, and through the kindness of the secretary, Mr. Innes, and the president, Mr. Nairn, was given a letter to the manager of every factory under the control of the company in the district, a fact which assisted materially in his tour of inspection.

NEW CROP VALENCIAS.

The first arrivals of new crop Valencia raisins were received by Davidson & Hay, Toronto, on Wednesday, September 25. The stock is fine, sound fruit, but a little small. This is, no doubt, due to the heavy rains which fell while a large proportion of the fruit was either ungathered or still on the drying grounds.

BEEN THROUGH THE MILL.

Circumstances alter salesmanship.

The manager of a business who has been through the mill as a salesman and still retains a memory of times gone by is the easiest manager to work under, and there is a very good reason.

He is not expecting impossible things. He knows that conditions are different as soon as you are out of the house, and sales are a good deal harder to make. He knows that when a customer comes to the house he has already decided to buy, and the salesman only has to assist in the selection and suggest other things as he goes along to build up the order, but once outside the house with an order book or a line of samples the shoe is placed on the other foot. It is the salesman who is then looking for business, and not the customer looking for goods. The customer then declares he is full up on everything, and it is up to the salesman to pry loose an order for a small bunch of odds and ends if he cannot get nothing better.

The manager who meets a customer in the house and books a big order sometimes feels that a salesman should do equally well when out looking for orders. He fails to realize that his man came to him especially to buy, and that when the salesman found the same man he found him engaged in selling goods and his mind was not already made up to buy, in fact, it was on other subjects entirely.

The manager who inherits his job, and does not grow into it, sometimes fails to grasp these little points of difference.—Grocery World.

Throwing Away Money

is all very well if you can afford it, but it is not necessary if you deal with the right house. Our prices will suit you.

VALENCIA RAISINS

Still selling ***"Fine Selected"*** and ***"Fine Off Stalk,"*** to arrive by first steamer via Liverpool. Very few remaining unsold.

OLD HOMESTEAD CANNED GOODS

Factory reports short pack on many lines. If you want to get in, send your orders ***at once.***

S. J. CARTER & CO.

Wholesale Grocers

58 McGill St., Montreal

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

(ADVERTISEMENT.)

SCRUPULOUSLY CLEAN IN EVERY DEPARTMENT

Such Was the Condition Found by the Star-Journal in the Pure Food and Simcoe Canning Factories To-day, While Sleeping and Living Accommodation for Employes Could Not Be Excelled in Such Institutions.

Provincial Medical Health Officer Hodgetts and Dr. Bell, through the Toronto newspapers, yesterday made grave charges against the proprietors and managers of canning factories in the Niagara Peninsula, that, if left uninvestigated and disproved, would work incalculable injury to the canning industry in this district. These reports, it goes without saying, will be copied by nearly every newspaper in Canada, and will also find their way to Great Britain, Australia and New Zealand and other countries, and the result will be that thousands of families that have been using Canadian canned goods for years past will no longer use them. Hundreds of thousands of dollars may be lost to this country as a result of such action.

Believing that the canning factories in this city are not deserving of the strictures passed upon them, but that they are, on the contrary, entitled to the fullest confidence on the part of the people—not of this city only, but of the entire Dominion and of other countries—the Star-Journal detailed a representative to visit the different factories doing business in the city, to make a thorough and impartial investigation in each case and to report as to the result for the public benefit

Even a cursory inspection of the different processes through which fruit, etc., is put in a canning factory is not a matter of a few minutes, for as fruit, vegetables, etc., are handled in the factories visited half a day can easily be spent in following the system from beginning to end. In addition to this the building in which the factory employes are housed call for attention, and as the Star-Journal's representative was instructed to make his investigation as searching as possible, it was found to be an impossibility to visit all the canning establishments in one day. Two only—the Pure Food Factory and the Simcoe Canning Company's factory—were visited. The Wethey and the Schenck factories will be visited to-day and reported upon in to-morrow's issue of the Star-Journal.

The reporter was fortunate in being accompanied by Mr. Samuel Brower, of Chicago, representative of the Sprague Canning Machinery Company, of the city named. Mr. Brower is an expert authority on the fruit and vegetable canning business, and the conclusions arrived at by the reporter have his full and unqualified endorsation.

The Pure Food Company's factory, on Queeston street, was first visited. Mr. John Danheiser, the manager, gave the Star-Journal's representative every opportunity to make a thorough investigation.

"You may go through the place yourself. I will send one of the operatives with you or I will accompany you myself—just as you choose," said he.

"Mr. Brower understands the business thoroughly," answered the reporter, "and if you don't object, he will show me through."

Accompanied by this thoroughly disinterested expert, the reporter inspected the factory.

The fruit—plums and tomatoes are in season just now—is unloaded into a shed which is entirely separate from the canning factory and which is open on all four sides. Girls and women receive the baskets and the crates, empty the fruit and carefully sort it, the bruised, over-ripe and tainted portions being thrown into barrels; the sound fruit being placed in clean, fresh baskets and carried into the factory, where it is passed through the various phases of the canning process by machinery, no employe's hand touching it after it leaves the sorters. The different steamers and the cooking apparatus are kept scrupulously clean. No peelings, stems leaves nor refuse of any sort is to be found in the building. The floors are cleaner than those in many dwelling houses, and the employes are neatly and cleanly dressed. Sinks, provided with soap and towels, are in the working rooms for the use of employes.

"Do not use new tin cans for drinking purposes" is a notice posted above the tap from which the operatives take their drinking water. Another regulation which is given every prominence reads: "The management insists upon extreme cleanliness in every department. Employes, in leaving their stations, must, in every instance, wash their hands before returning to work. Employes must, at all times, keep their clothing and persons perfectly clean and neat."

The appearance of the employes emphatically proves that this rule is closely carried out. The clothing worn is clean and neat and each female operative wears a large and long apron, which is changed every morning.

"I fail to see where any fault can be found with this factory" said Mr. Brower. "Cleanliness is a leading and evident characteristic of the establishment. The output of this factory is good enough for the tables of the best in the land."

A visit was next paid to the living rooms, which are in a building situated some hundreds of yards distant from the main buildings. The interior of this structure is divided into compartments, each of which gives accommodation to one family or seven individuals. Gas stoves are provided for cooking purposes, a long, narrow table runs across the floor, and at this the family sits to partake of the daily meals. Tables, floors, walls, chairs and all other articles of furniture are "clean as a new pin." Each family is provided with its own dishes, knives, forks, etc., which are kept on shelves provided for the purpose. The sleeping apartments, which are entered from the dining-room, contain two, and sometimes three, beds each. The reporter examined the bed clothing closely. The mattresses were perfectly clean, many of them being new and none having been in use for a longer period than since last fall. There were evidences here and there of a slovenliness or carelessness on the part of those who use the apartment, but there was no dirt. The employe who has the supervision of these apartments, a young and intelligent Italian, showed the reporter through and stated that the employes are perfectly contented and happy. The women spend their leisure hours before and after work, in sewing, crochetting, etc.

In every department the Pure Food establishment was found to be thoroughly clean, well ventilated and sanitary. The operatives were neatly dressed, their clothing and persons clean and tidy, and the foremen and forewomen kept close watch over all employed in the factory. The utmost care was taken in the work of canning the fruit. Tomatoes are submitted to the first phase of the process—that of scalding—outside the factory. The "peeling" is done inside the operatives sitting at a table, elliptical in shape, and along the centre of which runs an automatic carrier. On this carrier stands boxes in which the "peelings" are placed, and which are removed to the point at which the waste matter is thrown out of the building. Not a vestige of peeling or "flesh" of tomato was to be seen on table or floor. As to the sleeping and eating rooms, it is difficult to see where improvement could be made. They are

clean, roomy and comfortable, and the occupants are thoroughly contented in every way.

The Simcoe Canning Factory, on Lake street, under the personal management of Mr. Eugene Kidder, is a model institution in respect of organization, supervision, cleanliness, and accommodation for employes. Mr. Kidder is, perhaps, the best-known canner in Ontario. He is thoroughly familiar with every detail of the business—in every respect a practical man—and he takes a keen interest in the workings of his factory. "I have found," he said, "that the better you treat your employes the harder they will work and the better work they will do for you. Consequently, I do all in my power to ensure the comfort of every person employed in this factory. I am proud to say that my employes take an interest in their work; that they are jealous of the reputation of the factory, and are keenly desirous of being looked upon as expert workers, who are worth the highest rate of pay going. There isn't a woman or a girl here who would pass a bit of tomato peeling on the floor and would not stop to pick it up and throw it into the refuse barrel, and after having done so, they wash their hands before resuming work."

The staff here was also engaged in canning plums. The stock of fruit on hand was enormous. Baskets in hundreds and thousands were piled in the sorting shed, which is particularly well ventilated and devoid of the slightest trace of foul odor. The sorting process is extremely thorough. The least bruise or sign of decay is sufficient to relegate the affected fruit to the waste barrel. After having been sorted, the fruit destined for canning is well washed and carried into the main building. The tins are dropped from above on to a table on which they are arranged open end up; two women are engaged placing in each tin the proper quantity of granulated sugar. Another operative places the tins on a carrier which conveys them to one filler. The fruit is placed in them and they are passed onward to a small but intricate machine which places a circular sheet of tin over the opening. A short journey farther, and the tins are arranged 12 in a row, under a machine which automatically seals them. They are then passed to the "steamer," in which their contents are heated to a certain temperature. Other minor processes are gone through, and the tins are then plunged into a flood of boiling water, in which the fruit is thoroughly cooked. Next they pass along a miniature canal, which is fed by a one-inch water pipe and which holds a depth of two or three feet of pure, cold water. The tins are carried along by the current in this "cooler" till the temperature is sufficiently reduced, when they are placed aside to be labeled and packed. No hand comes in contact with the fruit after it is sorted. It is humanly impossible that the contents of the tins can be other than clean.

Elaborate steps are taken to secure absolute cleanliness in the surroundings. A flood of surplus water is carried from the "cooler" to a drain under the floor. This drain has a fall of two feet from end to end of the building, and of six feet at its outlet. The floor slopes from each side of the building towards the ever-flowing drain in the middle, and is swept and scrubbed nightly. Once a week the floors are thoroughly scrubbed with lye, and every implement and receptacle used is thoroughly cleansed and disinfected at regular intervals.

"Look at those women," said the manager, pointing to a group of busy workers, "and say whether they are 'dirty' foreigners or not. Foreigners they are, but you can't find cleaner, neater nor more respectable looking working girls in the city."

And the assertion was perfectly true. Natty and spruce, they will stand comparison with any of their sisters who earn their bread by the sweat of their brow.

The sanitary arrangements are practically perfect in this factory. The closets are clean—cleaner than those in many hotels—and the ventilation is excellent. Wash-sinks, soap, towels and all conveniences are provided, while stringent rules are carried out regarding cleanliness.

The employes eat and sleep in a long two-storey sheet-iron building some distance from the factory. Each family has a dining-room and kitchen on the ground floor, with sleeping apartments above. These were inspected and the bedding, etc., found in a state of perfect cleanliness. The tables and chairs were in creditable condition and the floors were scrubbed to a degree of whiteness that reflected credit on the industry and housewifeliness of the occupants. The windows in the lower storey are protected by wire screens, while those above have mosquito frames to permit of the windows being kept open to cool the rooms. Around the whole building just above the lower windows, runs a broad fire escape.

From every standpoint the Simcoe Canning Factory is a credit to the city. The cleanliness of buildings, implements and machinery, the sanitary arrangements and the homelike accommodation provided for the operatives are a tribute to the foresight and business ability of the manager, Mr. Kidder. Any product of the factory can be safely used by the most fastidious, who will find it unsurpassed by that of any other factory on the continent.

Schenck's factory was visited yesterday afternoon by the Star-Journal reporter in his quest for information regarding the sanitary condition of the living and sleeping apartments of the employes and the cleanliness of the canning processes employed. Mr. L. M. Schenck gave the reporter every facility for inspecting the premises, every portion of which was open to view. Over $4,000 have been expended in improving this factory and further improvements are now under way.

"The report copied in the local papers made a dead set at us regarding the alleged 'filthy' condition of the employes' bedding and living rooms, so we'll have a look at these places first," said Mr. Schenck.

The kitchen was first visited, Here eight gas stoves are used, as well as a large gas range. A wash sink is situated at each end of the apartment, and there are the necessary tables and other utensils. The walls are painted a dark drab, the floors, etc., are as white as soap, water and scrubbing brush can make them. Off the kitchen are the big dining-rooms, which are also as clean and comfortable as human labor can make them. Walls here are painted and the rooms as well as all the other apartments are provided with gas for lighting purposes.

A large ball-room is situated between the two dining-rooms, and here the employes hold nightly concerts and dances. In the storey above the dining-rooms and ball-room are the women's sleeping-rooms, furnished with white iron bedsteads. The mattresses and bed-clothes are perfectly clean—not the least sign of dirt nor of insect life being visible. The sleeping rooms are all large and airy and have high ceilings, painted walls and hardwood floors. One of the female employes has charge of these apartments and performs the duties of a matron.

The male employes sleep in a separate building, which is equally as clean and neat in every particular as are the female's wards. There is a bathroom in the building in which the dining-rooms and kitchen are situated, and every facility is given the employes to keep their persons and clothing clean.

The operatives were "knocking-off" work when the canning factory was visited—that is, theu had discontinued the work of canning and were engaged in the regular evening clean-up of the machinery, implements, etc. Two men were directing hot steam against the machinery, which in a few seconds was denuded of every trace of the accumulations that accompany the day's work. Other men were manipulating hose lines, washing the floors off; women were scrubbing out pails, buckets, etc., and altogether the scene was an exceedingly busy one. When the work was completed the interior of the factory, walls, floors, machines, etc., were as clean as they were on the day they were placed in position.

Mr. Schenck informed the reporter that the floors are scrubbed thrice weekly, and that the lactory is flushed twice a day, tables, floors, implements and all.

How the inspector came to the conclusion that the Schenck factory could be called "dirty" is beyond comprehension. It is the most modern establishment of the kind in the district. Nothing is left undone by the management to secure the comfort and well-being of the operatives, while the regulations as to cleanliness are strict and rigidly enforced. Every modern appliance in use in the largest and best factories in the world, are used in the canning department, and what was reported yesterday as to the cleanliness of the workers and of the canning process in other factories, holds good in the Schenck establishment.

CORRESPONDENCE

INGERSOLL.

The marriage of Peter Sherry, grocer, to Mrs. Elizabeth Devine, was solemnized by Rev. Father Hogan, in the Church of the Sacred Heart on Tuesday the 17th inst. Both the bride and groom are deservedly popular, and their wide circle of friends unite in wishing them happiness and long life.

* * *

The Ingersoll Fair, which was held on Tuesday and Wednesday of this week, afforded an opportunity of comparing the fruits and vegetables with the crops of previous seasons. The reports from all sections of the county are to the effect that the fruit, with the one exception of plums, which are more than an average yield, is not as plentiful as in other seasons. Taken as a whole, the apple crop is not heavy, but the quality is regarded by those competent of judging as being very good. Reports are general, however, that the apples are wormy, and with the fall varieties especially, large quantities are falling from the trees. Some splendid specimens of all varieties were on exhibition at the fair, and although the crop is a comparatively small one, the prices will be in excess of last year.

* * *

Harry Cook, for some time with Beattie & Co. grocers, and latterly of London, has returned to town and accepted a situation with E. J. Malone, clothier.

* * *

Joe O'Meara has severed his connection with C. A. O'Neill, grocer, with whom he had been for some time. He has been succeeded by Mr. Hunter, late of Scotland.

* * *

Despite the backward weather early in the season and the predictions of a short crop, the tomatoes are apparently as plentiful here as in past seasons, although this is not the case everywhere, a fact which has kept up the local price. As a rule, the tomatoes are of first-class quality, and as yet there has been no falling off in the price, which has remained at eighty cents per bushel from the producers.

* * *

Operations have been resumed at the Ingersoll Evaporator. All kinds of sound apples are being received and another busy season is anticipated.

* * *

Mrs. O. Cooper, representing the Pure Gold Manufacturing Co., of Toronto, was demonstrating baking powders, milk chocolate and salad dressings at C. A. O'Neill's grocery store this week.

* * *

The manner in which a grocer displays his fruit and vegetables is a matter of much importance to the customer, and one frequently hears some very harsh comment. Spurred on by competition, grocers are desirous of showing their wares to the best possible advantage and in many instances a great deal of sidewalk space at the front of the store is monopolized. While in many places this is a violation of a bylaw, it is not in this respect that the strongest objection is raised. Go where one will, fruit, such as melons, as well as cabbage, cauliflower and other vegetables, are displaved so close to the sidewalk that they are not properly protected. It is not necessary to dwell on the objections to this method of displaying fruit and vegetables, as all customers are familiar with them, and grocers also should be by this time.

* * *

The employes of the St. Charles Condensing Co. on Saturday night presented Mr. W. G. Dutton with a handsome morris chair. Mr. Dutton has been in the employ of the company for some time, and only recently resigned to accept a situation with the Canadian Condensed Milk Co.

Reports from the Blenheim district indicate that the tobacco crop has turned out unexpectedly well, thanks to the late rains. The bean crop has, however, suffered for the same reason.

There is More

Gold Standard

BAKING POWDER

sold in Western Canada than any other one brand. And there are reasons for this—good ones. The first is GUARANTEED quality; the second, our advertising; and lastly, the large percentage of profit you (the dealer) make by selling it. Let us tell you about our plan, and how we help you sell GOLD Standard Products.

THE CODVILLE COMPANY, Limited
WINNIPEG, MAN.

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SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

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23 Bannatyne Avenue East WINNIPEG, MAN.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO. LIMITED

PORK AND BEEF PACKERS

TORONTO

Government Inspection

of all animals coming into our Packing House assures you and your customers that all meats are made from healthy stock.

The quality of the meats is unexcelled. Over fifty years' experience in curing enables us to produce the finest Hams and Bacon on the market.

F. W. FEARMAN CO. Limited

HAMILTON

We do not compete

with retail grocers by conducting retail stores. We confine ourselves to producing ever-increasing quantities of the celebrated

CORONA HAM AND BACON

This is a good thing for you grocers, because the high quality of Corona Brand means bigger sales and ***bigger profits.***

The Montreal Packing Co. LIMITED

MONTREAL, P.Q.

WE HAVE NO RETAIL STORES

At the Very Top

of the list of high-grade provisions—provisions admitting of a sure, generous and perpetual profit to the grocer—stands the famous

Ryan Brand

The difference between Ryan Brand and some others is, that while you may be able to sell the others once, **You can sell Ryan Brand all the time.**

Inquire about Ryan Profits!

The WM. RYAN CO., Limited

70-72 Front Street East

TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Cheese is firm this week at figures which are around those quoted in the report of a week ago. Ontarios bring 12½c to 12⅝c; Townships from 12⅜c to 12½c, and Quebecs 12c to 12¼c.

Although some of the buyers were less active than usual at the country boards last week, some of those who had been viewing the situation rather pessimistically came forward and bought, and the markets in the various parts of the country were cleared at figures which showed a drop of 1-16c to 1-8c.

Recent advances in cheese have not been proportionate with those which have occurred in butter, and from what can be learned there are many makers, whose factories are equipped for either article, who are now making butter instead of cheese. This, of course, does not help the cheese situation in the least, giving, as it does, a firming up tendency to the market.

Business transacted with the other side has not been very large during the week, as will be seen from the figures. During the week, 59,520 boxes were shipped, as compared with 68 972 boxes the same week last year. Since May 1 the number of boxes shipped amounted to 1,373,370, against 1,561,724 boxes for the corresponding period in 1906. During the week, 67,641 boxes of cheese were received, while 83,026 boxes arrived the same week in 1906. So far this year, 1,564,551 boxes have been received, against 1,711,850 boxes for a like period in 1906.

Butter is decidedly more interesting to-day than cheese. The advances have been, to say the least, surprising. To-day the market ranges from 25½c to 26c for choicest creamery, while good dairy will bring as much as 22c. These prices are certainly high for this season, but chances are that they will be maintained for perhaps three or four weeks. There does not seem to be any butter held in Ontario, and as this field is a very large one, and has to be supplied, the butter must come from somewhere, and at the present time it is being drawn largely from Quebec. Local dealers report particularly good demand from many Ontario points.

Export trade is practically nil. The Old Country would never meet our prices, which would mean somewhere near 125s to-day. At best, it is not likely they would offer more than 110s, and they are not especially anxious to receive Canadian butter, as their supplies of Danish, Irish, Siberian and Argentina butter are quite large enough to fill the demand there.

Already there is some talk in the trade about prospects of importing Australian butter this winter, in case the Canadian article advances too much for the trade here. It is practically certain that some business will be done with Australia, through London, if last winter's quotations rule again this year.

Dairy continues exceedingly scarce and firm.

Last week 2,579 packages of butter were exported, against 9,936 packages for the same week one year ago. Since May 1 this year exports were 65,261 packages, against 303,204 packages for the same period in 1906.

Receipts last week were 10,022 packages, against 14,576 packages for the corresponding week in 1906. For the season, receipts have been 316,088 packages, against 490,797 packages for last year. Recent weather, while it seems to have checked the tremendous shrinkage in the make, has not, apparently, very largely increased the same.

THE PROVISION SITUATION

There is little improvement to report in the live hog market over last week, though the packers' prices remain the same. $5.90 f.o.b., country points, $6.25 fed and watered, and $6.40 loaded on cars, are the prices the farmer has been getting for his hogs for the last fortnight. This offer is apparently bringing enough hogs into town to satisfy the packers, whose requirements at present are somewhat modest. Future prices are a matter of opinion. One or two packers think that the supply of hogs at these low prices is becoming limited and that the farmers are growing more and more inclined to keep their hogs at home, but this is not the view of the majority. Lower prices are generally looked for. It is reasonable to suppose, however, that the farmer's stock of market-ready hogs is running low. The Canadian farmer does not conduct the hog-raising department of his farm with that whole-souled enthusiasm that is so marked a characteristic of his Danish competitor, with the result that this season of the year, when the grain markets are active and farmers are turning their attention in that direction, has come to be accepted by the packers as a period of light receipts and more or less depressed business. Conditions prevailing at present are, of course, exceptional, and the root of the trouble is to be found, as usual, at headquarters. The Old Country market is flooded with Danish and Irish deliveries—American shipments also were above normal again last week—and the Canadian product has got to take its chance with the rest. The present outlook could not well be more unsatisfactory. "This state of affairs cannot continue indefinitely," said a packer the other day. "Relief, if not actually in sight, must appear on the horizon before long," which strikes one as cold comfort in the face of the conditions which have been steadily prevailing and as steadily growing worse for more weeks than it is pleasant to look back upon.

Provisions in the American market have been neglected during the past week. The Journal of Commerce, reviewing the situation, says:

"There has been very little in the market for hog products the past week. Receipts have been moderate, yet ahead of a year ago, and trade has been dull for cash stuff, while outside packers were sellers as well as the Cudahy Company of the futures, and the inside packers either sold, too, or refused to support the market until towards the close, when they or the shorts rallied it slightly from the decline, causing a little more activity, but trade, as a rule, was dragging the whole week, the grain markets still being more attractive to speculators. The spot markets have been still duller and have been easier on lard and pork with the options, though there has not been much decline and only a few lots taken for export. Meats have been easy for Western, with a little more doing there, but not here, and local production of bellies has been just about equal to the local jobbing demand without changing prices. High grades of packed beef have been firmer, and England has taken about 1,000 tierces of extra India mess early week, putting up prices $1 per tierce or more. Low grades barreled beef are easier on a better supply of Colorado cattle in the West. Soap stocks have been barely steady and very dull without exception, prices favoring buyers, though quotations have remained about the same."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Packers report a better demand for lard, with a consequent firmer feeling noticeable in the market. Smoked meats are selling fairly well in some districts, while in other sections not much is being done in this line. Already some packing houses have begun to book lumber business, though the bulk of this trade is captured in October, pork, and other heavy lines being required.

Lard, pure, tierces	0 11½	0 11¾
" " 56-lb. tubs	0 11¾	0 12
" .....20-lb. pails, wood	0 12¼	0 13¾
" cases, 10-lb. tins, 60 lbs. in case	0 11¾	0 12¼
" " 5-lb. "	0 1 ¼	0 12⅝
" " 3-lb. "	0 12	0 12½
Lard, compound, tierces, per lb.	0 09½	0 11¼
" " tubs	0 10¼	0 11¾
" " 20-lb. pails, wood	0 12¼	0 12½
" " 20-lb. pails, tin	0 09½	0 10¾
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11¼
" " " 5-lb. "	0 10½	0 12
" " " 3-lb. "	0 10½	0 12½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	21 50	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12½	0 16
Extra plate beef, per bbl.	14 00	15 00

BUTTER—Butter is exceedingly firm, and prices this week are fully 2c above the figures quoted a week ago. Demand in Canada has been exceedingly strong, but outside call for Canadian butter has

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CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

been limited. Dairy continues scarce and high.

Creamery, choice, boxes	0 25	0 26
" " pound prints	0 25½	0 26½
Dairy, tubs	0 21	0 22

CHEESE—Cheese is quiet at prices which have not changed materially since last report. In the country sales have been made at slightly lower prices than ruled on the boards a week ago, but the decline has not affected dealers' prices to the retailer.

Cheese, old	0 15	0 15½
" new, large	0 13	0 13½
" " twins	0 13	0 13½

EGGS—Eggs are firm and advancing. Receipts are satisfactory for the season.

Selects	0 24	0 25
No. 1 Fresh	0 20	0 21
Seconds		0 19

HONEY—The honey situation has not changed materially since last week.

White clover comb honey	0 12	0 14
Buckwheat, extracted	0 09	0 09½
Clover, strained, bulk	0 8½	0 1[illegible]

TORONTO.

PROVISIONS—The market generally continues about the same as last week. A decided scarcity in backs has raised the price a cent. Lard remains at the same price. In fresh meats lamb has gone up half a cent. Hogs, in street lots, are down a quarter.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 17	0 18
" pea meal	0 18	0 19
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12	0 12½
" pails "	0 12½	0 12½
" compounds, per lb		0 10
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	0 08½	10 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	5 00	6 00
Mutton	0 08	0 10
Lamb	0 09½	0 11
Hogs, street lots	8 50	8 75
Veal	0 08	0 10

BUTTER—A light supply, with good demand, has raised the already high prices another notch. The advance rules through practically all lines.

	Per lb.	
Creamery prints	0 26	0 27
Creamery solids	0 24	0 25
Dairy prints, choice	0 23	0 25
" " ordinary	0 20	0 21
" tubs choice	0 22	0 23
" tubs, ordinary	0 20	0 21
Baker's butter		0 20

EGGS—Prices are very firm, with a slight advance. The fact that many of the best class of housekeepers are packing their own eggs this season makes the demand strong.

Eggs, candled		0 21
" selects		0 24

CHEESE—The market is firm with no appreciable change in prices.

Cheese, large	0 12¾	0 13
" twins	0 13¼	0 13½

HONEY—Honey remains very scarce with prices unchanged.

Honey, strained, 60 lb tins		0 12
" " 10 lb tins		0 12½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 07	0 08
" " in comb, per doz	1 25	1 50

POULTRY—Supplies are heavier than last week which, with small demand, has caused a material drop in prices. The scarcity of turkeys, however, continues.

Live Weight.

Spring chickens, per lb	0 09	0 11
Old fowl	0 09	0 10
Ducks	0 08	0 10

Dressed weight.

Spring chickens, per lb		0 15
Old fowl	0 10	0 12
Ducks	12 0	0 14
Tom Turkeys		0 20
Hen "		0 20

WINNIPEG.

BUTTER—Produce houses are paying 20c per lb. for No. 1 dairy, and 16c to 17c per lb. for No. 2, delivered in Winnipeg. Creamery is selling at 27c per pound.

EGGS—Buying price is 19c per dozen delivered in Winnipeg.

CHEESE—Ontario, 14c; Manitoba, 13 to 13½c.

Cured Meats. 4

Quoted as follows:

Hams, selected, mild cure, 10 to 14 lb., 100-lb. crates	17½
Bacon, selected, mild cure, 5 to 7 lb., 100-lb. crates	21
Backs, selected, mild cure, 8 to 10 lb., crates	18

Sugar Cured.

Prices for 100-lb. sacks; add ⅛ for 200 lb. boxes; ¼ for 100-lb, boxes; ½ for 50-lb. boxes.

Hams, light, 10 to 14 average	17¼
Hams, medium, 14 to 16 average	16¾
Hams, heavy, 25 to 30 average	16
Hams, skinned, 20 to 25 average	17
Picnic hams, 6 to 10 average	13
Shoulders, 10-14 average	13¼
Breakfast bacon, clear, bellies, 8 to 10 lb.	13¼
Breakfast bacon, clear, bellies, 10 to 12 lb.	17½
Breakfast bacon, wide, 14-16, or strips 6-8 lb.	17
Clear backs, bacon, 8 to 10 lb.	17½
Clear backs, bacon, 12 to 16 lb.	17
Spiced rolls, long	16½
Spiced rolls, short	14½
Dried beef hams, sets	16
English cured bacon, bellies, 14 to 18 average	17
Smoked beef tongues, choice	18

Smoked hams, boned and rolled, 3 cents per lb. additional.

Dry Salt Meats.

Prices for 200 lb. sacvs; add ⅛ for 200 lb. boxes; ¼ for 100 lb. boxes.

	Unsmoked.	Smoked.
Long clear sides, 50 to 75 lb	12	13½
Short clear sides, 45 to 60 lb.	12½	14
Extra short clear, 35 to 50 lb.	12½	14
Boneless backs	13	14
Clear bellies, 20 to 25 lbs.	13½	15
Clear fat backs, 12 to 14 lbs.	11½	12¾
Square shoulders, 14 to 16 lbs.	11½	13

Barreled Pork and Beef.

	Brls.	Hf. Brls.
Mess pork	$25.00	$13.00
Short cut mess, standard	26.00	14.00
Pig pork, boneless, brisket	23.00	12.50
Selkirk bean pork, clear	21;00	11.50
New mess beef	12.00	7.00
New plate beef	11.00	6.50

There is Only One
FLY PAD

THAT'S WILSON'S. Three hundred times more effective than sticky paper, and vastly superior to any other fly poison.
ARCHDALE WILSON, - HAMILTON

The Quality of Clark's Canned Meats

ensures their steady sale.

Some lines are good enough for a first sale, but customers do not come back. Keep clear of these goods.

Wm. Clark's Canned Meats are perfect.

Only prime Canadian meat used

Packed under most sanitary conditions by skilled help in the most up-to-date factory in Canada.

Secure a trial stock. I have four-score lines or over from which you may choose.

WM. CLARK - MONTREAL

O'MARA'S

SAUSAGES

are now in season.

GUARANTEED PURE

DELICIOUS DELECTABLE DIGESTIBLE

Ask for Contract Prices.

JOSEPH O'MARA

Pork Packer, PALMERSTON

O'MARA'S

The Manitoba Canning Co. LTD.

Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

Is now on the market

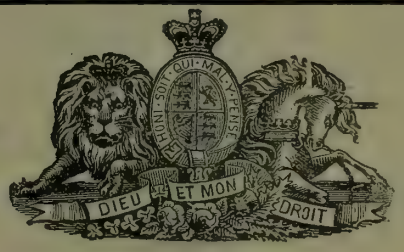
A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Do not be persuaded to load your shelves with inferior Fluid Beef preparations which can only be sold as "substitutes" with much trouble and loss of time.

Bovril is a standard line which never varies in quality. It will always please your customers and do you credit.

BOVRIL Limited, 27 St. Peter St. Montreal

ADVERTISING CEYLON TEA IN FOREIGN COUNTRIES

By W. A. Graham Clark, Special Agent.

The area of cultivation of tea in British possessions has been stationary for the last four years, but last year saw a very great increase in the consumption of British-grown tea. Hundreds of acres of tea in Ceylon have been interplanted with Para rubber, which will gradually oust the tea. However, with the revival of high tea prices this planting of rubber to take the place of tea is being discontinued. Russia, Germany, and Australia are taking more tea than ever, while the advertising efforts of the Indian and Ceylon tea growers in America has increased the demand for tea there.

A question that is being agitated by the tea planters in Ceylon is in regard to the imposition of a tax known as the "tea cess." The planters many years ago were anxious to start an advertising campaign to work up the sale of their product in foreign countries. The Planters' Association, of Ceylon, in order to make all planters bear their fair share, requested the Government to levy a cess on the tea planters for this purpose. Not all planters were in favor of this, but, as the majority were the Government passed an order to this effect, and the tax was collected by the Government and then turned over to the Planters' Association to be expended by them subject to the sanction of the Government. While the amount involved reached large proportions, as the tea industry steadily expanded, little complaint was heard. Lately, however, many planters have come to the conclusion that as the foundations have been laid for an expanding trade, it can now be carried on with less burden to the planters, and they petitioned the Government to lower the amount of their assessment to the association.

The Government investigated the question and decided that after two years they will cease to act as tax collector for the Ceylon Planters' Association, and that thereafter all contributions to the association will have to be voluntary. Many planters are now petitioning for the continuance of this paternal system, as they fear it may throw the burden of advertising on a few instead of all.

The British Government helped tea considerably last year by lowering the high tariff on tea imported into the United Kingdom from 8d. (16 cents) to 5d. (10 cents) a pound. Besides England, Italy, France and Austria levy high duties on tea, while Germany has a low duty and the United States and Australia allow the import of tea free. The advertising efforts of the Ceylon and Indian tea growers have increased their sales in America, but with larger results in Canada than in the United States.

Tea is the great staple crop of Ceylon, and of the tea-growing countries of the world it ranks third, being only exceeded by India and China Forty years ago the United Kingdom used only China tea. Since then Indian tea has come into general use, and about 1883, Ceylon tea was introduced, and the imports of both have shown an upward trend, while the imports of China tea have steadily gone down, until now Indian and Ceylon tea control the English market absolutely, and there is very little China tea used

---

Brown Bros., general store, High River, have assigned.

The assets of P. Bourque, general store, Salmon Lake, have been sold.

W. F. Brown & Co., general store, Mount Brydges, have sold out to L. A. Welch.

Hollinrake & Son, general store, of Milton, have been succeeded by Galbraith & McDougall.

There is no doubt

about "Horseshoe" Brand goods.

You can be absolutely sure you are selling the best that good stock and new methods can produce when you recommend

Horseshoe Brand Hams and Bacon.

JOHN DUFF & SON
HAMILTON, CANADA

As for a Money-maker—

Well, any grocer who has ever handled

Purnell's

Sauces—Pickles—Vinegar

has found that they "take" with the public immediately. They are ALL BRITISH made, from materials which are the very ACME OF PURITY. And the MARGIN OF PROFIT brings a smile of satisfaction to the grocer's face.

PURNELL WEBB & CO., Ltd.
Bristol, Eng.
EST. 1750

Apply to Agents for further particulars:

R. JARDINE, - - - - ST. JOHN, N.B.
H. HAZARD, - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building MONTREAL.
BICKLE & GREENING, - - - HAMILTON, ONT.
CARMAN-ESCOTT Co., 722 Union Bank WINNIPEG, MAN.
C. F. JARVIS & Co., - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East - TORONTO.
MESSRS. ERB & RANKIN, Commission Brokers - HALIFAX.

INGERSOLL CREAM CHEESE

"THE CREAM OF CHEESE"

Put up in reputed pound and half-pound prints, has proved the most popular size package of cheese ever offered to the trade.

The Cream of Cheese

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

The Cream of Cheese

Ingersoll Cream Cheese is now on sale from Halifax to Vancouver.

List of agents given below, who will be pleased to supply the goods upon application.

Ingersoll Cream Cheese is guaranteed the finest quality of Cream Cheese ever offered for sale.

The size of the package instantly appeals to the consumer.

The dealer's profits are guaranteed on every package.

Don't miss your share of trade with these goods. One order leads to a steadily increasing trade.

The season for selling the quantity of these goods is with us.

Remember, in handling **Ingersoll Cream Cheese** there is no loss in waste or shrinkage. Your profit assured, together with a satisfactory and permanent customer.

Don't wait. Order now from any of the following representatives:

Mason & Hickey, Western Representatives, 108 Princess St., Winnipeg, Man.
W. J. Youell, Esq., 288 Grace St., Toronto, Ont.
The J. A. McLean Wholesale Distributors, Front St., Toronto, Ont.
Cyrus King, Hamilton, Ont.
W. H. Dunn, Esq., 396 St. Paul St., Montreal, P.Q.
J. A. Wilson, Esq., Market Square, London, Ont.
Wm. Forbes, Esq., 48 Elgin St., Ottawa, Ont.
R. F. Cream & Co., Quebec, P.Q.
Baird & Peters, St. John, N.B.
J. Frank Crowe & Co., Limited, Halifax, N.S.
W. C. Adams, Esq., L. Chapman, Esq., Scotia Junction to Port Arthur
Wm. McKenzie, Esq., Ingersoll to Scotia Junction.
A. S. Crawford, Esq., Ingersoll to Niagara Falls.
J. A. Gibson, Esq., Ingersoll to Windsor.
D. S. Wright, Esq., Toronto to Montreal, P.Q.

BUY ONLY THE ORIGINAL PACKAGE, MANUFACTURED BY

THE INGERSOLL PACKING CO., Limited

INGERSOLL, CANADA

CEREALS AND CONFECTIONERY

Western Wheat Moving Well—Some Say Reports of Frost Have Been Underestimated—Canadian Millers Independent of Foreign Markets.

Good reports continue to be received from the West. As a sample of how the wheat is moving, it may be said that on Tuesday last 83 cars of new wheat and 11 of old were inspected at Winnipeg, the former averaging No. 2 Northern or better. This, however, as against something like 550 cars at the same date last year. The difference is due, almost wholly, it is to be hoped, to the late harvest and not, as some people have intimated, to any shortage in the crop.

Domestic demand for flour and cereals is so good at this time that Canada is in the enviable position of being altogether independent of the foreign markets. There is nothing doing in the way of concessions to English buyers, and if these latter want to do business they are obliged to meet Canadian prices. This, unfortunately, is far from being the case all through the year, but at present there is so little flour being produced, comparatively speaking, that the domestic consumption is well able to take care of it all.

Some reports are being circulated to the effect that the amount of frost in the West has been underestimated. This may be true, but it is more likely to be the fabrication of some unfortunate who is on the wrong side of the market, and wants to square himself by the shortest route. The big milling companies seem to have bought up the bulk of the old wheat, and very little now remains in the hands of speculators.

Confectionery.

Confectionery is worth more attention than you are probably giving it.

It costs little to handle, brings you increased business and practically sells itself.

Not all trade can be reached directly. Did you ever try striking at the mother's patronage through the sweet tooth of her child?

Is it wise policy to pass up a proposition which is reasonable on the face of it, without taking the trouble to investigate its merits by trial?

Think it over in your spare time, but DO IT NOW.

MONTREAL.

FLOUR—Once again flour has advanced. Prices are higher to-day than they have been for months, and the market is very firm at below quotations. Millers do not know what they are going to get in the way of 1907 wheat, so they are not running any chances of being caught short of grain and sold out of flour.

Winter wheat patents		5 20
Straight rollers	4 50	4 60
Extra	4 00	4 10
Royal Household, bags		5 90
Glenora		5 30
Manitoba spring wheat patents		5 90
" strong bakers		5 30
Five Roses		5 90

FEED—The situation in feed has been made even worse than it was by another advance. Prices are extremely high, as will be seen from the following quotations:

Ontario bran	22 00	23 00
Ontario shorts	24 00	26 00
Manitoba shorts	26 00	28 00
" bran		23 00
Mouillie, milled	27 00	30 00
" straight grained	28 00	34 00
Mill feed	1 50	1 55

ROLLED OATS—Rolled oats have been again advanced, and if previous prices were prohibitory, those quoted to-day are doubly so. From the nature of the crop, reports received, however, millers feel justified in their action.

Fine oatmeal, bags	2 95	3 00
Standard oatmeal, bags	2 95	3 00
Granulated " "	2 95	3 00
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags		2 30
" 80-lb. bags	2 60	2 65
" bbls	5 40	5 60

TORONTO.

FLOUR—Prices are unchanged from last week, but the market is very strong and a further advance would not surprise anyone. Little wheat is offering, owing to the late harvest, and the output of the millers is at present not much in excess of what domestic consumption is able to take care of.

Manitoba Wheat.

60 per cent. patents	5 25	5 50
85 " "		5 25
Strong bakers	4 55	4 75

Winter Wheat.

Straight roller	4 60	4 70
Patents	4 95	4 95
Blended	4 50	4 55

CEREALS—Rolled oats have advanced another 25 cents, rolled wheat is 15 cents ahead of last week's prices, and oatmeal has risen in the same proportion. The advance is due to the crop shortage and the consequent high price of the raw material.

Rolled wheat in barrels, 100 lbs	3 05	3 20
Rolled oats, in wood, per bbl		6 00
" " in bags, per bag 90 lbs		3 00
Oatmeal, standard and granulated, per bbl		5 90
" " " " in bags, 98 lbs.	2 95	3 05

SECRET OF SUCCESS.

Bishop Ingram, of London, England, gives in the following the five secrets of influence and success:

I would remind you that I am not yet 50, but I seem to have more than 50 years' experience of human nature, for I have associated with all sorts and conditions of men. Before I was 30 I had plunged into the East End of London and came in contact with the coster. It was there I learnt the lesson of give and take. After a few years of this I was made a canon of St. Paul's, when I was able to apply my experience of human nature to the busy men of the city. Shortly after this another turn of fortune's wheel, or as I prefer to put it, the wise ruling of Providence, landed me in the house of lords, and the fashionable West End, where I have spoken the truth on social evils equally as plainly as I did in the slums of the East.

I think I have grasped the secrets of the influence of one man over another. There are five of them. The first is absolutely straightness. I always believe in being straight.

I never allowed a man in the East End to be button-holed about his religion in his club any more than. I would allow a bishop to be button-holed to join the Land League.

I have learned a good deal about Canada during my short stay here, and I am going to speak straight to you, but I do not wish to be misunderstood. I think Canada has a good deal to learn from the Old Country. I believe we in England can hold up an example to the rest of the world for straightness in public life.

There is not a public man in the Old Country to-day who has gone into public life for his own aggrandizement. We pride ourselves on the purity of our public life, and when the political corruption was revealed a short time ago in West Ham the whole of popular England turned against those people.

Tie 'Em Up, Mr. Grocer!

You can make nice-looking Parcels with our ***Twine, Bags and Paper,*** and that counts some.

We also carry ***Tissues, Toilets, Pergamyn, Jute Goods and Stationery.***

Pleasing Goods at Pleasing Prices.

Write or Phone us.

A. M. THORNE & CO., Toronto

Phone M. 5548. 77 Front St. East

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

We supply several of the best makers in England of

BAKING POWDER

and

SELF-RAISING FLOUR

with our

Calcium Acid Phosphate

May we not supply you?

Samples, Recipes and Quotations are at your disposal.

CHAS. C. BRYCE & CO.

43-45 Great Tower Street

LONDON, E.C., ENGLAND

Past Due Accounts.

We have just issued an eight page booklet regarding our Collection Department. If you have not received one write us. It will nterest you.

The Beardwood Agency

Claims, Collections and Commercial Reports

313, New York Life Bldg., MONTREAL

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

I do not want to dictate, but you must keep absolute straightforwardness in your public life in Canada. If you are ever to become a great nation with a population of 100,000,000—greater than England—greater than the United States—you must insist on having purity in the political and municipal life of the country.

The second secret is, "have no side" or "frills." The self-conceited man loses his influence with his fellows and never regains it.

As for the third secret, everybody hates the man who does not possess a sympathetic heart. Sympathy is necessary to help each other in our daily lives. Learn to look on life as a stewardship, not as ownership. You only possess it for a few years. Have sympathy, it is a big influence. If there was more of it, we should never hear of socialistic and other fantastic theories.

The fourth secret is to have a sense of humor. Could I have held the vast crowds spellbound in Victoria Park unless I had a broad sense of humor, and made them laugh heartily? Christianity means cheerfulness. If a man is really holy he must take a bright view of things and reflect that brightness in his life and not be afraid of a joke. Long, sad faces are no aid to religion. Laugh, be cheerful, be humorous.

The fifth and last, but most important secret, is "faith." A man without faith has no conviction, no influence. One must have faith in God and faith in another world. Faith is essential to life.

Take these secrets to your friends, make good use of them, and your fellow-men will be the better for your having lived. Apply them as a nation and Canada will become what she is destined to be—the greatest nation in the world.

A NEW TABLE JELLY.

A new table jelly, which promises to develop into a favorable seller, has just been placed on the market by the MacLaren Imperial Cheese Co., under the name "Imperial Dessert Jelly." The article has been in course of preparation for several months and neither time nor expense has been spared in producing an article that would appeal to the trade. It is claimed to be different from ordinary jelly powders, in that it reproduces all the flavor of fruits which are used in its manufacture, and is absolutely pure. The package is gotten out in the same colors as the other MacLaren products, and a dozen of these are supplied in an outer carton in the form of a pyramid, this being especially prepared for display on a grocer's counter.

George Maybee, manager of the coffee department of the Eby, Blain Company, Toronto, was in Montreal during the week.

The Profit

consideration is not the least of the many good points about

Mooney's Perfection Cream Sodas

¶ The **margin** is good to begin with.

¶ **Perfection** Cream Sodas are to the public taste both as regards **quality** and **quantity.**

¶ **Perfection** Cream Sodas are no cheaper than others.

¶ Which, taken all together, keep Perfection Cream Sodas always to the front, with consequent **profit for you.**

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C.E.Colson & Son, Montreal
D.Masson & Co., "
A.P. Tippet & Co. "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Kay-lay)

Right in Line with the
Best Trade is

Cailler's Swiss Milk Chocolate

The absolute purity and delicious richness of Cailler's Chocolate is acknowledged by the highest food specialists. It's in the rich milk of the famous Gruyere valley, purest cocoa and sugar, and the care in making, that make it THE BEST.

General Agent for Canada:

WM. H. DUNN

396 St. Paul St.
Phone Main 685
MONTREAL.

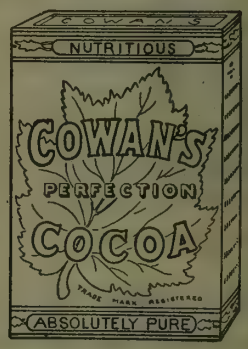
27 Front St. East
Phone Main 7658
TORONTO.

PURITY and FLAVOR

MEAN PROFIT

Especially is this the case with Cocoa and Chocolate. A Cocoa or Chocolate which is not pure could never attain the lofty reputation held by

Cowan's Cocoa and Chocolate



The flavor of Cowan's is produced in a manner which other makers don't know of, and every grocer who handles it can tell **a profit story.**

Keep up your stock of Cowan's

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CANADA:
No better
Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S:
No better
Chocolate

To the Front

Every Grocer handles Chocolate, and calls are made for this or that brand. Dealers who know

Mott's

"Diamond" and "Elite" brands of

Chocolate

have a steady and unchanging call for these. Once tried, there's no change to other brands.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver

TELL THEM!

are you Looking

For a **Clerk**
For a **Position**
For a **New Store**
For a **Buyer for your Business**
For an **Agent or an Agency.**

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **1 cent a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each insertion,	1 year	$30 00
"	"	6 months	17 00
"	"	3 months	10 00
50	"	1 year	17 00
"	"	6 months	10 00
25	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GRO ERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

GROCERY TRAVELLER WANTED—Must have good connection in Cobalt, Northern Ontario and Manitoulin Island; Good salary to right man. Address Box 161, THE CANADIAN GROCER, Toronto. [41]

WANTED An experienced order clerk for grocery and general store; speaking both French and English. Address Box F, CANADIAN GROCER, Montreal. [39]

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

FOR SALE.

FOR SALE.—Well established grocery business and dwelling. West end City of Toronto. Seven rooms and conveniences. Price $5,500. Owner selling through sickness. Apply Box 160, The Canadian Grocer. 41

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block
WINNIPEG, MAN.
and at BRANDON, MAN.

Square your accounts

TRADE NEWS OF NOVA SCOTIA

Manitoba Flour Advanced 25 Cents—Half a Million Barrels of Apples From the Annapolis Valley—Cheese Higher.

(Special Correspondence of The Canadian Grocer)

Halifax, N. S., Sept. 23.—Crop conditions and the advancing price of breadstuffs now attract the attention of the jobber. The flour markets here are very firm, and show a strong, upward tendency. The latest advance on Manitoba flour is to the extent of 25 cents. High-grade flours, such as Purity, Five Roses and Ogilvie's Royal Household, are quoted at $6.25 by the carload. Within the past four months there has been an advance of about $1.25 per barrel on these flours. So far, the bakers have not increased the price of bread, and for this the consumer is most thankful. Meals are also higher, and will likely remain so. Oats are selling at 60 cents per bushel. It is stated that the Prince Edward Island crop will yield nearly a million bushels this year.

* * *

There is an abundance of fruit now on the market. The receipts of plums are quite heavy, and the quality is excellent. The choicest Burbanks are selling at 40 cents for a six-quart basket. Other qualities, such as Lombards, can be bought cheaper, some selling for 30 cents per basket. The early varieties of apples are very fine, particularly Bough Sweets, the choicest selling for $3.50 per barrel. Smaller varieties can be bought as low as $1.50. Shipments to the British market are slow this year. The only big cargo sent forward so far was that by the Rappahannock, which sailed last week with 15,000 barrels. It is expected that these apples will find a good market. It is estimated that the yield of apples in the Annapolis Valley this year will reach half a million barrels. There has been an advance in the price of cheese since last report. Large are quoted at 13 cents per pound, and small at 13½c. Eggs continue scarce and the quality is not to be relied upon. Some of the jobbers have had to candle recent receipts to get out the best eggs. Butter is very firm, and the receipts are limited for the season of the year. Creamery, in tubs, is quoted at 24 cents and small from 22 to 24 cents.

All port products are very high, and, in fact, record prices are charged for the best bacon, 22 cents being asked by the dealers. Very little fresh pork has been marketed so far. The demand is good, and it is expected that the high price will be maintained. Nine to nine and a half cents per pound by the whole hog is asked. Lamb is a little on the scarce side, due, it is said, to the heavy demand from the American market.

Fish is coming in more plentiful, and there is a good demand for all cured lines. The oyster season is now on, but shipments from the island are slow thus far.

H. C. Barnaby & Sons, of Bridgewater, N.S., is one of the oldest and most successful firms in Bridgewater, they having carried on a grocery business there for a long period. Recently they were compelled to commence an addition to their fine brick warehouse, because of the expansion of their trade. The firm carries a full line of first-class groceries.

Another firm which has just started business in the town of Bridgewater, is that of Wile & Griffin. They will deal in flour, meals and feed. The junior member of the firm is John W. Griffin, who for many years represened Pazant & King, whoesale grocers, of Halifax.

The photograph shown above represents an interior view of Messrs. Stevens & Allan's grocery store at Kamloops, B.C. Both the proprietors are men of up-to-date ideas, and employ advanced methods in handling their business. They report an excellent trade in Kamloops for all staple lines, and a growing demand for what may be classed as luxuries, and when last heard of were obtaining a sufficient proportion of it to necessitate the employment of three clerks.

NEW BRUNSWICK POTATOES.

The Loss Through Rot is Expected to Be Heavy.

The potato rot has developed a most unfortunate state of affairs among the farmers in the counties of Carleton, Victoria and Madawaska. As a result of good crops for some years and the opening up of a new market in the upper Provinces, land values in those counties had greatly increased and this year the area devoted to potato culture had been increased to an extent which promised a crop twice as large as that of last year. Only a few weeks ago the problem of providing frostproof warehouses for this crop led to a meeting in Woodstock of shippers, railway men, farmers, and representatives of the Provincial Government. Now word comes that the rot has created such havoc that some fields are not worth digging at all; that all are more or less affected by the rot, and that the total output of the enlarged acreage will not exceed the yield of last year, with the prospect that much of this crop will not keep for any length of time. In Maine the rotting tubers may be rushed to the starch factories, but there is no such market for the farmers on the New Brunswick side of the line. Many have suffered considerable loss and the aggregate loss will be heavy. However, such a season comes but seldom in this province, and next year should show a different result. If the culture of potatoes on a large scale is to be continued, both the warehouse question and that of starch factories should receive consideration before next year's crop is put in the ground.

Albert Dagenais, grocer, of Hull, Quebec, died last week.

Wolff & Scott, general merchants, of Ochre River, Man., have assigned to C. H. Newton.

Lea & Perrins' Worcestershire Sauce

is not a sauce for **one season**—It is wanted at all times. Its piquancy gives zest to every kind of meat, fish, game, soup, etc., and as these come into seasonable use so does

Lea & Perrins' Worcestershire Sauce

appear on the table.

Mr. Grocer, how many kinds of Table Sauces have you that are near Lea & Perrins'? ***NOT ONE.***

J. M. DOUGLAS & CO., MONTREAL

Established 1857 Canadian Agents.

Your Customers Know It.

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ It gives undoubted standing to the store that stocks it.

¶ If you aren't handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

SEBASTIAN CODINA

GANDIA, PROVINCE VALENCIA

(Spain)

EXPORTER OF

RAISINS, ONIONS, PEANUTS,

Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

FRUITS, VEGETABLES AND FISH

Markets Filled With Canadian Fruit Which is Now in Full Swing—Good Outlook for Apples—Fish Continues Scarce.

A profusion of Canadian fruit has kept the market busy this week. Plums and pears continue to arrive in quantity, and grapes are beginning to come in freely. Peaches still remain scarce.

The apple market is somewhat firmer in Canada this week, as a result of extensive American purchases. The outlook seems good for the season's business, with prospects that surplus stock will be taken by Great Britain and the United States.

Fish contine scarce in both Quebec and Ontario, and several lines have advanced as a result.

MONTREAL.

GREEN FRUITS—Californian fruits are lower again this week, but they are about done. Canadian plums and pears have been plentiful, causing a drop in prices. The scarcity of peaches, however, has kept that market firm. Florida oranges are expected in the not distant future. Apples are arriving freely and buyers have good choice, as will be seen from quotations. Lemons are very plentiful and the cheaper old stock is obtainable at $1.50. Bananas are easier.

Dates, per lb		0 07
Bananas, fine stalk	1 50	
" jumbos	1 50	1 75
Cocoanuts, per bag		4 00
Lemons		4 50
California oranges all sizes	5 25	6 25
Jamaica oranges bbl		7 00
California Pears, box	3 50	3 75
Figs, per lb	0 08½	0 12
Limes, crates		1 00
California peaches, box	1 10	1 50
" plums, box	1 25	1 75
" grapes, crate	2 00	3 00
Blueberries, box		1 50
Montreal Melons, basket of 10-14 melons	3 00	12 00
Almeira Grapes, keg	4 00	5 00
Apples	2 50	3 50
Crab Apples basket	0 30	0 40
Canadian Pears basket	0 40	0 75
" Plums, "	0 35	0 60
" Peaches, "	1 00	1 50
" Grapes, "	0 18	0 30

VEGETABLES—A falling-off in the demand for some varieties is noticeable, owing to the approach of fall weather, but on the whole business is satisfactory, considering that dealers do not expect September shipments to yield them as much as August. There have been no price changes during the week, except in the case of corn, which is slightly easier :

Parsley, per doz. bunches		0 10
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
New turnips, doz	0 10	0 25
Green beans, bag	0 25	0 40
Celery, doz		0 50
Water cress, large bunches, per doz		0 40
Lettuce, per doz	0 10	0 25
Boston lettuce, per doz	0 25	0 35
Radishes, doz	0 10	0 15
Spinach, per box		0 75
Green peppers, 10 lb. baskets		0 50
Cucumbers, per doz	0 10	0 15
Potatoes, per bag		0 80
Potatoes, bbl		1 60
Sweet Potatoes bbl		4 25
Sweet Potatoes, basket		2 25
Beets doz. bunches		0 40
Carrots, doz. bunches	0 10	0 25
Horseradish, lb		0 40
Rhubarb, doz. bunches		0 40
Tomatoes, box, 30 lbs	0 50	1 00
Corn, doz	0 11	0 18
Onions case, small or large	1 00	2 50

FISH—Higher prices rule for haddock and cod this week. Both are scarce, owing to stormy weather and the presence of dogfish in the fishing grounds. Receipts of halibut continue good and sales are satisfactory. The continued cool weather has helped trade in trout, whitefish and other fresh water lines. Supplies of dore are larger and dealers are now able to fill orders for this variety. In smoked fish the only drawback to good business is the slow arrival of kippers, haddies and bloaters, all of which are in good demand. Boneless, skinless, and green cod are arriving more freely.

Fresh and Frozen Fish.

Haddock, express, per lb		0 05½
Halibut, express, per lb		0 10
Mackerel, "		0 10
Dore, "	0 10	0 12
Pike, lb	0 07	0 08
Weakfish, lb		0 10
Brook trout lb		0 22
Market cod lb		0 08
Lake trout, lb		0 10
White fish lb	0 07	0 10
Gaspe salmon, lb		0 18
Flounders lb		0 10
Bluefish, lb		0 18
Lobsters, lb		0 30
No. 1 Smelts, lb		0 08
Dressed Pullheads, lb		0 10
Smoked and Salted—		
New haddies, boxes, per lb		0 09
Smoked herring, per small box		0 12
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 07
Boneless fish, 20-lb. boxes, bricks		0 06
Boneless fish, 25-lb., boxes, per lb		0 05
Shredded cod, 2 doz., per case		1 80
New Kippered Herring, box	1 00	1 25
Smoked Herring, lb		0 12
New Haddies, lb		0 08
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp. qt. tins, sealed		0 40
Pickled fish—		
No. 1 Labrador herring, per bbl		5 00
" " per half bbl		2 75
No. 1 N.S. herring, half bbls		2 50
No. 1 Mackerel, pails		2 00
No. 1 sea trout, 10 lb. kegs		5 75
No 1 sea trout, 20 lb. bbls		10 00
No. 1 Green cod, per 200 lbs		7 00
Small " " " "		5 75
Large " " " "		8 00
No. 1 Green haddock, per 200 lbs		6 00
Labrador Salmon, bbls		13 00
" ½ bbls		7 00
" tierces		17 00

TORONTO.

FRUITS—An abundant supply of Canadian fruit is the feature of this week's market. An excellent demand keeps prices about the same as last week. The market will be full of this fruit for a couple of weeks longer. Plums are getting near the end and next week will see about the last of them. Pears are plentiful and peaches also are in fair supply. Grapes also are beginning to come in freely.

Oranges—		
Late Valencias (California), extra fancy, 96's	4 60	5 00
" " " 126's	5 00	5 50
Lemons, California, 240, 300, 360, 420	5 00	6 00
" Verdellis(new crop), 300's, extra fancy	5 25	5 50
" " 300's " choice	5 00	6 00
" " 360's	5 00	5 50
Apples, per basket	0 40	0 50
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Cantaloupes (California), per case		1 00
Limes, per crate		1 00
Watermelons, Canadian, each	0 15	0 25
Peaches, Canadian per basket	1 00	2 25
Plums, per basket	0 40	0 75
Plums, per 4-basket crate	2 25	3 25
Pears, Bartlett's, per basket	0 50	0 75
Pears, Canadian per basket	0 40	0 50
Lawton Blackberries	0 11	0 13
Cranberries, per case		3 70

VEGETABLES—The potato situation is a little more encouraging this week. New Brunswick arrivals are of a somewhat better class and the local crop is also better. Cabbage took a sudden rise at the end of the week, but is easier

now. Cranberries are now quoted on the local market.

New Brunswick Delawares, per bag		0 90
New potatoes, Canadian, per bshl	0 50	0 90
Sweet Potatoes (Jersey), per hamper		2 00
Onions, green per doz		0 15
Onions, Spanish, per case		2 50
Cabbage, Canadian, per bbl		1 50
Beets, new, per doz. bunches	0 25	0 30
Carrots, Canadian, per doz. bunches	0 25	0 30
Lettuce, Canadian leaf, per doz. bunches		0 25
Radishes, Roseland, per doz		0 25
Cucumbers, Canadian, per bask	0 30	0 35
Cauliflower, per doz		1 50
Beans, green, per basket, home grown	0 25	0 30
Tomatoes, Canadian, per basket	0 15	0 25
Parsley, per doz		0 25
Egg plant, per basket	0 40	0 50
Corn, new, per doz (green)		0 15
Celery, Canadian, per doz	0 35	0 40
Celery, imported, per doz		0 50
Vegetable Marrow, per doz		1 00
Green Peppers, per basket	0 35	0 40
Red "		0 8

FISH—Nearly all lines are scarce this week, particularly whitefish, haddock and herring, and the result of this is felt in the prices in one or two instances.

Perch, large, per lb	0 08	0 09
Blue pickerel, per lb	0 08½	0 09
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb	0 07	0 08
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
Sea salmon, per lb	0 20	0 25
Trout, fresh, per lb		0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Halibut, fresh caught	0 08	0 10
Shredded cod, per lb		0 08
Shredded cod per doz		0 95
Halifax fish cakes, case		2 40
Live lobsters	0 20	0 35
Bluefins, small white, per lb	0 06½	0 07
Mackerel mediums, each		0 12
" large		0 22
Finnan Haddie, per lb	0 09	0 09½
Oysters, per gal		1 85
Bloaters box		1 75
Kippered Herring		1 75

TRADE NOTES.

The stock of R. G. Smith, grocer St. Mary's, is announced for sale.

The stock of A. W. Etwell, grocer, Toronto, has been sold recently.

M. Hayman, grocer, of Winnipeg, suffered serious loss by fire last week.

Wm. Armstrong, Toronto, has taken over the grocery business of P. D. Manning.

The assignment is noted of J. Galloway & Son, general storekeepers, of Burlington.

Scott & Co., bakers and confectioners, of Moose Jaw, have assigned to H. Jogger.

The stock of Wm. Lansdowne, grocer, of Calgary, Alta., has been sold to Hugh McFee.

John Perry, general storekeeper at Colsgirth, Sask., has assigned to C. H. Newton.

The Manitoba Canning Company, of Grande Point, Sask., has assigned to J. Q. Gallagher.

The firm of Jos. Lamoureux & Son, manufacturers of jams and jellies, has been dissolved.

Ths business of Lyon Bros., general merchants, of Winnipeg, has been taken over by A. Gofine.

Campbell Bros., who have been conducting a general store at Yellow Grass, Sask., have gone out of business.

C. C. Fehr, of Holdstadt, Saskatchewan, is taking over the business recently conducted by Fehr & Loepphy.

LEMONS
LEMONS

Home Guard Brand Verdillis

The best on the market.
This warm weather is making a strong market.
Order now while prices are low.

WHITE & CO., Limited
Wholesale Fruit, Produce and Fish
Branch at Hamilton **TORONTO**

A Great Beverage
is water, but it will rust your "can" unless fortified with Lemon Juice. Squeeze ***"St. Nicholas."***
W. B. STRINGER & CO., Sole Agents, TORONTO

Two more carloads of Fancy Valencia Onions—$2.50 per case. Special price in lots.
THE DAWSON COMMISSION CO., - TORONTO

FOR FANCY TRADE
CALIFORNIA LEMONS, just like wax, Extra Fancy "SQUIRREL" brand 240 and 300 sizes.
THE BEST ORANGE GROWN
is
"Golden Orange" brand California Late Valencias, fresh car just to hand, all sizes. We control this brand in Canada.
WATER MELONS, Big sellers this weather.
Send us your orders for anything in Fancy Fruit.

HUGH WALKER & SON
Established 1861 *Guelph, Ont.*

CANADA AND THE WEST INDIES

How Canada can improve her trade with the Islands.

Canadian houses should have representatives on the ground.

The sugar situation as it is at present.

By Sir Daniel Morris, K.C.M.G., British Commissioner of Agriculture to the West Indies.

The following article is the gist of an address given by Sir Daniel Morris before the Toronto Board of Trade on Sept. 19:

In the early days the West Indies were great sugar producers. When slavery was abolished many of the greatest planters took the compensation of the Government and left the islands. That has ever since disorganized the planting business. But to the credit of Great Britain she did what no other country has done in making pecuniary allowances to the planters for the loss of their slaves. Since those days sugar has greatly fallen in price. That product has played an important factor in the growth of commerce of those islands. In the days of the great Napoleon he had endeavored to strike a blow at the trade of Great Britain, and so had founded the beet sugar industry in Europe. Another factor in favor of the beet product is the bounty system. If the Europeans export sugar from the Continent they are given a large rebate. The effect of this system on the colonies of Great Britain is that when they go upon the market with their sugar they have to accept the market price alone. The German and French sugar producers receive in addition a bounty. Since the establishment of the Brussels Conference three years ago the prices of sugar were equalized, giving the British West Indies fair play in this trade and enabling them to make some profit.

The people of the West Indies have been just saved from losing their fair trade in sugar by the present British Government, after threatening to withdraw from the above convention, deciding not to do so. But the other Continental countries would not return to the bounty system. The market for West Indian sugar is provided by Canada and Great Britain. The sugar imported into this country from these islands up to June 30 last totalled 166,000 tons, so about 78 per cent. of the sugar consumed in Canada came from the West Indies. There were 4,300,000 gallons of molasses and syrups produced in these islands. Sugar and molasses now constitute seven-elevenths of the total trade between the Dominion and these islands. Some of the raw sugar also goes from the West Indies to the refineries of Great Britain and thence to this country. Under 2,000 tons is imported from British Africa. About 88 per cent. of the sugar consumed in Canada comes from British sources. Canada and the West Indies might enter into closer reciprocal relations and build up a great trade between them.

Danger Ahead.

There is one danger ahead. The rapid growth of the sugar trade with Canada is due to the preference and the falling off in the importation of German sugars, of which large amounts came into the country three or four years ago. But the German Government having laid an embargo on Canadian goods, a surtax of 33 per cent. is imposed on the sugar of the fatherland. I am informed that if Germany is willing to remove the embargo on Canadian goods, German sugar might come in again under the general treaty. I did not think, therefore, that the people of the West Indies can feel quit safe in the future of their sugar trade with this country.

Much is still to be done to bring Canadians in closer trade relations with the West Indies. The total trade of the West Indies is valued at $60,000,000 in exports and imports. Of this, Canada has about $11,000,000. So far as the West Indies were concerned, the people are desirous of doing all that is possible to increase the trade between their islands and Canada. The preference shows that the people of Canada are quite ready to do what they can in this way.

One group of colonies by resolution have expressed a strong desire to come into closer relations with this country, and I hope to see this accomplished. On certain points conferences can be held, and I think that it would be advisable to appoint a general agent for Canada in the West Indies. With his headquarters at Barbados, he could travel through the islands distributing circulars and reading matter to familiarize the people with the Dominion.

General Agent Needed.

At present local agents represent these islands there, but a good general agent is needed. I seldom or ever meet with commercial travelers from Canada, while I frequently meet with those from the United States. I think that Canadian houses ought to be represented in the islands by commercial men. Certain articles are produced in the West Indies that are not known of in Canada. There are Jamaica cigars, grown by Cubans who have taken refuge in that island some years ago. A cattle food, made from molasses and the fine fibre of the sugar cane is also produced, and it has been recently introduced into Canada. Another food substance is made from the fibre of the rice plant and molasses. There is also Cassava starch, which is superior to the arrowwood starch.

A large quantity of rice is now being produced by the Hindus, who are growing it in British Demerara on a large scale. In Trinidad and Tobago, India rubber is being planted on a fairly large scale. Though the area of the West Indies is small, totalling 100,000 square miles, it is about half cultivated. But the islands are remarkably productive. Of the total area of Barbados, 90 per cent. is cultivated. An acre of bananas in Jamaica yields a clear profit of £15.

Three or four years ago, cotton planting was commenced in those islands, and already there is a considerably large export of the product. But sugar remains the staple industry of the West Indies.

DIPLOMA FOR DISPLAY.

Melegama Tea have been awarded a diploma for the best tea display at the recently concluded Ottawa Exhibition. The Melegama tea people have been forging ahead lately in great shape, and this tangible appreciation of their efforts should be most gratifying to them.

MORE IMPROVEMENTS.

C. H. Cochrane & Co., the Ottawa coffee and spice firm, are enlarging their premises. When completed they will have 60 feet frontage on Sparks St., and 58 feet on Wellington St. A new plant has been installed and the firm is doing business on a larger scale than ever.

Jas. H. Campbell, of the Acme Can Co., Montreal, is in Toronto this week attending the annual meeting of the Canadian Manufacturers' Association. He paid The Grocer a call.

Richard Nash, representing E. D. Marceau, Montreal, passed through Montreal this week on his return from a most successful trip. Mr. Nash is one of the best posted tea men in the trade.

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

¶ When an article, besides giving better results, saves bother, time and money, it's bound to be a seller—where it's given a fair show by the Merchant.

Halifax Shredded Codfish

has all the properties that make it popular with housekeepers and its sales are growing daily.

Every Package has this Trade Mark

ATLANTIC FISH COMPANIES LTD REGISTERED NOVA SCOTIA

Ask Your Wholesale Grocer for

Brunswick Brand

KIPPERED HERRING

FINNAN HADDIES

HERRING in TOMATO SAUCE

and

SARDINES

and you will be sure to get A1 stock.

Connors Bros., Limited

Black's Harbour, N. B.

There's as much difference between

"King Oscar" brand Sardines

and other brands as there is between

Electric and Candle Light

It's easy to talk, but "the proof of the pudding is in the eating."

Your customers, once they try a tin of "King Oscar" Sardines, will insist upon that brand always.

"Those who know" buy

"King Oscar"

For sale by leading jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON.

YOU MIGHT AS WELL SELL

the best brand of tobacco made, as an inferior kind. You not only sell more of it and thus make more money, but every man who smokes

T. & B.

smokes it ***regularly.*** He doesn't change from brand to brand—he's satisfied to buy ***T. & B. all the time.*** Thus you build up a ***regular custom*** for your tobacco counter, which has a good effect on your other lines.

Think it over! Then send in your order for ***T. & B.***

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

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THE ENDORSING HABIT IS COMMERCIAL BRIGANDAGE

There are few if any business customs sanctioned by law and usage so utterly hostile to the very foundations of business principle as the endorsing habit. As an American exchange says: "Value received for value given," is one of the unalterable fundamentals of honest business; one that both custom and law make themselves parties in violating whenever a disinterested third party is called into the deal.

However complicated the business transaction, it resolves itself into two parties, each represented by one or more individuals, a buyer and a seller. Both are supposedly benefited in some way by the trade; "value received for value given." Each party is paid for his original possession, his work, his property, his money, in an equivalent of past, present or future. If goods are sold, cash or its equivalent is given for them, the seller receiving as his price for making the trade a certain advance over what they cost him, or, are worth to him to keep his profits. The buyer receives his price or profit in the use the articles will be to him above their cost, either to barter or to keep.

If money is borrowed, the lender sells the work of his money at so much per year, the same as a livery keeper hires a horse out to a customer. The price paid in each case represents the profit. On the other hand, the borrower expects to get enough service, work, out of the money to warrant him in paying for its services. All business transactions conducted on an honest business basis only involve two parties, the buyer and the seller. Any attempt to drag in a third is rank robbery, whether it be done by the merchant in the name of friendship or by the law in the shape of bail bonds, etc.

The system is so well established that it looks like blowing in wind to controvert it; still it is a bit of commercial brigandage that ought to be frowned upon by every honest man that all the others, including the court and lawyers, would have to drop it from their book of legal traditions.

What is the remedy? There are several in the hands of every retailer. First of all, and this is the oldest of all, too, never endorse a note or any form of commercial paper for any one. Let those of your friends whom you think worthy use you as a reference, in other words, occasionally permit the loan of your own good opinion. Give all men to understand that when it comes to borrowing your money or your credit there is but one business way, that is, to pay for the accommodation, same as they would pay a bank.

Another remedy, harder to accept, but quite as important as the first; never permit any business man to tempt you into dragging one of your friends in as an endorser. You have no right to ask him to pay for your goods in his own credit any more than in cash. If you must go to him, ask him to lend you the money and pay him for the accommodation, not some banker. Be honest with him, anyway, and give the interest to the man who really assumes the risk.

Last, but not least, never ask a creditor to get an endorser. Deal with him on the even exchange of value basis, or else don't deal. You have no more right to tempt him into taking something from his friends he has no right to take than you have to ask him to steal for you; no better business right, that is. The legal right is quite another thing.

WRITE FOR IT.

The Beardwood Agency, claims, collections and commercial reports, Montreal, has issued an attractive little folder advertising their method of doing business. The folder contains several testimonials from representative business men as to the satisfactory manner in which the Beardwood Agency has handled their collections.

BON VOYAGE.

Wm. Dobie, president of the E. W. Gillett Co., of Toronto, and Mrs. Dobie sailed from New York for Liverpool by the new fast Cunard steamship, Lusitania, on Sept. 21. They are traveling with Mr. and Mrs. J. C. Eaton, and the intention is to see a good deal of England, Ireland and Scotland, as well as France and Germany, in Mr. Eaton's 65-horse-power Napier automobile. The Grocer wishes the party a pleasant journey and a safe return.

J. B. Mahoney, of Cobb, Aldridge & Co., of Boston, Mass., was last week spending a few days in the Maritime Provinces looking up old friends, enjoying the beauty and excellent sport of these far-famed provinces by the sea.

Mr. Gordon, of Buchanan & Gordon, Winnipeg, was in Ottawa last week.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

JOS. COTE

Importer and Wholesale Tobacconist

Established in 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes. Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street.
Office and Sample Room: 188 St. Paul St., Phone 1272
Branch: "EL SERGEANT GIGAR STORE," 179 St. Joseph St.
Phone 2097 - - QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

EFFECTIVE WINDOW DRESSING

A Cash Bargain Store At Brantford—Does it Fulfill Its Object—Some Suggestions for Making Attractive Vegetable Displays.

The window shown below was sent in by Delmere D. Butler, a clerk in Fred. C. Harp's "Cash Bargain Grocery," at 104 Dalhousie St., Brantford, Ont. It is a display of a well-known brand of cured meat, and while, as Mr. Butler remarks, "A meat display is only good for one day, it means increased sales of this article, which most grocers handle."

A point about this window which may be observed with profit and imitated to advantage, is that every article displayed is marked with a price ticket. It strikes me as a window which, while not startlingly attractive or of any great interest-compelling power, would yet catch the eye of the bargain-hunting housewife and make her pause. The price-tickets are attractive, too, and in harmony with the general tastiness of the layout. Little things in themselves, but not to be neglected.

An Attractive Cured Meat Display.

The idea of a cash bargain grocery isn't bad, either, if it can be conducted on a right basis. The chief difficulty about a store of this sort is that customers expect to get everything they buy there at a greatly reduced price, and come there with the intention of buying bargains and bargains only, whereas, the retailer, though he labels his store "bargain grocery," frequently displays a bargain line only in order to have the opportunity of attracting his customers' notice to other and more profitable goods when he has lured them inside his store. I should like to hear from Mr. Harp on how this has worked out in his own experience.

VEGETABLE DISPLAY.

"The Art and Science of Window Dressing," a well-illustrated book, published by the Retailers' Journal, contains the following hints on vegetable display:

"Perhaps there is nothing in the way of display in which the grocer falls so far short of excellence as in the exhibition of vegetables and fruits. Usually the grocer puts his fruits and vegetables out in front of his store where the warm wind, laden with dust, soon destroys its freshness.

"The best displays of fruits and vegetables are made in the show window itself, and it requires no small amount of skill and patience to make the display a success.

"It is a good plan to begin the vegetable and fruit display Friday night so as to have a fresh and tempting display for the Saturday trade.

"In beginning the display the stock that is the most hardy should be put in first. Saturday morning, when the fresh goods come in from the market the window can be finished. The general plan of the display however, is made beforehand so that all the grocer has to do is to put his fresh goods in the places already designed for them.

"Any grocer who starts out with the idea of making a good display of vegetables or fruit must make up his mind that such a display will require a great deal of attention, for a showing of wilted vegetables or shriveled fruit is worse than no display. And yet it does not require a great deal of time to keep the display in order. It is largely a matter of giving the display a little attention at the right time.

"After having made a Friday night window for Saturday display, the window should be made up again Monday morning and from day to day such minor changes as are necessary should be made as soon as a fresh supply of vegetables or fruit is brought to the store. In this way a good, fresh, attractive display may be kept up until the new Saturday display is put in.

"The exclusive fruit dealers, from long experience, have learned to make beautiful displays of fruit in their show windows. And they have the knack of keeping them fresh.

"Vegetables, of course will not make such a pretty showing as fruit. Still, by making proper combinations of forms and colors, a very attractive showing can be made.

"The grocer should bear in mind that the newest goods on the market should have the pride of place in the display.

"Where it is desired to make a very effective display it is well to use a stand that uses a small amount of water to keep goods fresh."

SHORT WEIGHT EVIL.

The campaign which a number of Western grocery trade papers are booming against the practices of putting up short-weight goods is producing interesting results all along the line. Nor is it probable that the evil is confined to the West, and grocers elsewhere will do well to pay attention to the advice: "Measure, weigh, count everything." Since the agitation commenced, shortage has been detected in about every kind of package goods shipped to the West and South. Sugar in barrels, mackerel in kegs and barrels, pickles, package groceries of all kinds, preserves and tobacco have all been found guilty. The latest, and perhaps one of the worst deceptions, appears to be on cheese. A writer, in one of the Western papers, tells his experiences with a carload of cheese, which illustrates the situation. The shortage may have been small in proportion, but at present prices it was vast in the aggregate and was a disgrace to the shipper as an honorable merchant.

"I was in Little Rock last week," he says, "when a car of cheese came in. I told the consignee to weigh it. He laughed, but finally did so. Then he threw up his hands in horror. The whole car ran two and one-half pounds short to the hoop. Think what that means! The car was shipped from Chicago. I know one jobbing house that sends out literature denouncing short-weight cheese. They are shipping out short cheese all the time." —Journal of Commerce.

THEY'LL SEND YOU ONE.

A little de lux booklet, "A Story of the Tea Plant," printed on fine book paper, covered in linen printed in purple and gold and nicely illustrated, has just been issued by the Salada Tea Company, Toronto. A request on a postal card, mentioning The Canadian Grocer, will bring a copy of this to our subscribers.

Albert Williams, Canadian representative of Crosfield, Lampard, Clark & Co., London, Eng., was a caller upon the Toronto jobbing trade last week.

NEW BRUNSWICK NEWS

Bad Crop Reports Send Flour Prices Soaring—Chocolate and Cocoa Butter Advanced—Loss on Potato Crop May Be Very Heavy.

(By The Canadian Grocer's Special Correspondent.)

St. John, N.B. Sept. 23.

Flour continues its onward march and the dealers are looking for still further advances. Manitobas went up 25 cents on Tuesday, while Ontarios advanced 15 cents on the same day and 15 cents more on Wednesday. This makes the price of Ontarios now $5.65 to $5.75, and Manitobas $6.40 to $6.50. The reason given for the high prices is bad reports from the wheat crop all over the world and it is likely the present prices will prevail for some time.

Cornmeal has also advanced. The price now is $1.75 in bags and $3.60 in barrels. The latest advance was 10 cents.

Oatmeal, likewise, has taken a leap skyward. The first of the week it could be purchased for $5.25, but now $5.75 is the price asked.

All mill feeds, including middlings, bran and feeding flour, have advanced from $2 to $3 a ton.

The natural effect of the increased prices on flour will probably mean higher prices for bread, and no doubt the bakers will shortly be asking one cent more per loaf for their product. It is costing the bakers $1.40 a barrel more for Manitobas than it did three or four months ago.

Another line in which there has been a large advance is chocolate and cocoa butter. This is said to be the result, not of speculation, but of a shortage of cocoa beans, and the shortage is likely to be even greater than was expected. The price of cocoa beans is now 80 to 100 per cent. more than it was a year ago. This means an advance in the price of all goods into which the manufacture of chocolate and cocoa enters.

In the country market the coming of game brought some variety during the past week. Hindquarters of moose are selling at nine and eleven cents and venison at seven and eight cents. Potatoes are steady at from $1 to $1.25 a barrel and so far as the local market is concerned, are quite plentiful. A correspondent at Hartland writes:

"Potatoes have dropped to 80 cents all around. The weather for the past few days has been favorable for digging and the fields present a busy scene. Laborers are scarce and $2 a day is freely offered. The drop in price is largely owing to the scarcity of cars. The railway authorities make no apparent effort to supply the shippers, but for American shippers to American points they have a ready supply of cars. Such discrimination, the result of competition, is disastrous to New Brunswick farmers."

Eggs are very scarce and bring 20 cents. Butter in rolls or tubs also 20 cents.

A Woodstock despatch of the 19th says: "Further reports from various sections of the county fully confirm the gloomy outlook concerning the potato crop. The most optimistic estimate places the crop at not more than one-half the average. The farmers say they will not dig them at all.

"One farmer a mile out of town, with seven acres in potatoes, has offered the lot to any one who will pay a phosphate bill of about two hundred dollars, but has found no takers. This is a fair index of the condition of the crop. The only farmers who stand to get at least a fair return are those who planted on very high ground. The loss due to rot and rust is put at half a million bushels in this county alone."

Apples are reported scarce, especially the New Brunswick fruit, and prices are high. Nova Scotia plums are now on the market and dealers are advising the consumers to buy, as the indications point to few, if any, of the Ontario stock being available.

The bluberry season is about over and the shipments from Kings County have been the heaviest in years. At Sussex, the Dominion Express Company alone handled about 40,000 quarts, while shipments from other stations were also very heavy. One great drawback to the well meant enterprise of those engaged in the business was the scarcity of crates and had it not been for this an even larger business would have been done. The profits were good and considerable money has been made by those engaged in catering to American tastes.

Herbert Norrey, Salisbury, reports shipments of 46,600 quarts of blueberries to the Sussex Packing Co. Mr. Norrey has been in the business for 13 years, and claims that this has been the best season from the standpoint of crops and prices in his experience. The blueberries were all handled in barrels and forty pickers were engaged in the work. The dead weight of the shipments was 35 tons. The berries came from Turtle Creek, near Salisbury, where the barrens were simply carpeted with the fruit.

Under the terms of the new Dominion Inspection Act, an inspector will be maintained at the factory of the Sussex Packing Co. Mr. Edgett, of Moncton, has been appointed to the position by the Department of Agriculture, at a salary of $1,200 per annum. It is understood that he will move to Sussex.

A grist mill, built of re-enforced concrete, is being erected on Celebration St., by O. D. Ford & W. E. Darling, of Nauwigewauk. It is expected that the mill will be ready to commence operations before the first of the year.

The St. John Board of Trade has given its endorsement to the business of the Canadian Woodenware Company, which proposes to start operations at South Bay. In an open letter to the newspapers they recommend the industry to the favorable consideration of capitalists, merchants and others who feel like encouraging the promotion of home industries.

The company intend to manufacture pails, tubs, etc., for the putting up of candy, jam, lard, etc., and will be the only concern of its kind east of Ottawa. The raw materials, viz., spruce and pine, are here in abundance.

Word has been received that the proposed improvements in the I.C.R. yard here will be made in time for this winter's traffic and the announcement is warmly received by local merchants in all lines of business.

A POPULAR CLERK.

William McCrae, Manager for A. M. McLaren, of Guelph.

William McCrae has probably served, and served well, in as many stores as most men. At the present time he is looking after Arch. McLaren's up-to-date grocery on the Elora Road, Guelph. Some years ago Mr. McCrae managed a branch store for W. H. Fielding and a splendid business was done. He was head shipper for the Imperial Biscuit

Wm. McCrae, Guelph.

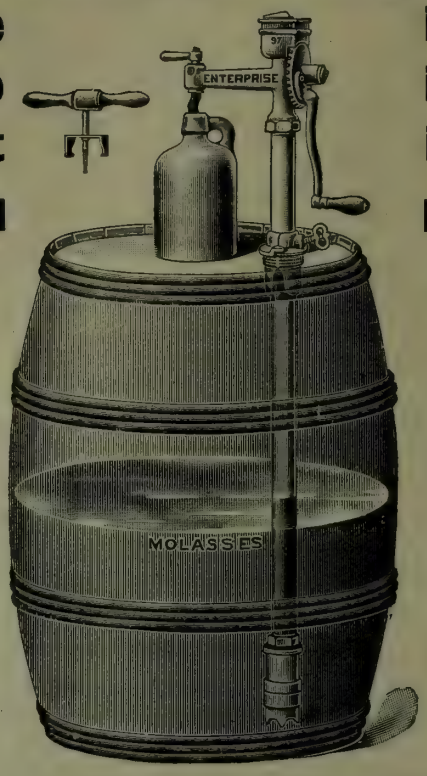
Co., Guelph, and later went to J. A. McCrae & Sons' branch store as head clerk. When the business was sold to Mr. McLaren, he retained Mr. McCrae as his manager.

"Will," as everyone calls him, has all kinds of good ideas on running a store, and when you go past his shop you see, even on the outside, evidences of his ingenuity. He generally has a two-sided blackboard stuck up on the sidewalk, and on this he chalks his bargains or special offerings.

Mr. McLaren has one of the biggest spaces for showing fruit of anyone in town and "Will" makes good use of it. As a window dresser or stock keeper he is hard to beat and a more popular clerk both outside and inside the store, you will find it difficult to come across.

For the past four or five months Mr. McCrea has been Guelph correspondent for The Grocer, and most people are agreed that it adds interest to the paper to see a corner for your own little town's news

It isn't so much a question of *"Getting Along"*
---the other fellow may get along so much faster
that you won't be in the race---
What you want to do is to *"Get Ahead"*
Your best asset is "ENTERPRISE"



"ENTERPRISE"

with new Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.

SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise Specialties.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U.S.A.

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

BIRKMYER'S WATERPROOF FLAX-CANVAS

Thousands in use.

Best waterproof in the [redacted] country. [redacted]

Just as cheap as the common ones, but **infinitely better.**

For Horses, Waggons, Feed-bags, Capes, etc., etc. All styles and sizes in stock.

Samples cheerfully furnished

TOBIN TENT, AWNING and TARPAULIN CO.

Ottawa 201 Sparks St. *Toronto* 125 Simcoe St. *Montreal* 28 St. Peter St.

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

"Duplex" Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
Toronto

NO "CLOUDY" SURFACES

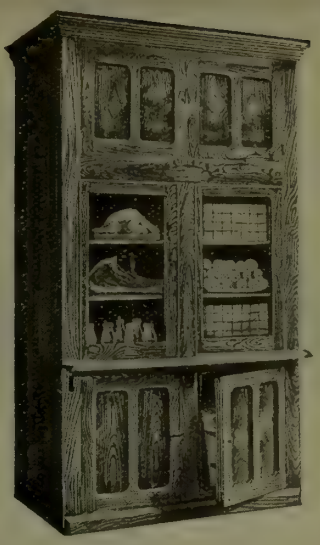
come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre — none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.



REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

Why a Gasolene Stove Smokes

Cut 10. Outdoor Cabinet

Have you ever been told by a customer that the gasolene she bought of you doesn't burn with a clear blue flame, but has a yellow streak and flickers, blackening the pots and pans? It's very annoying to her and if not remedied will cause her to buy elsewhere, taking the rest of her trade to the new store.

This smoky gasolene is caused by dirt and water getting into the gasolene. It cannot be prevented with the old-style tank. It cannot happen with a Bowser tank.

The Bowser Self-Measuring Gasolene Tank keeps the gasolene as pure and clean as when it left the refinery. It means satisfied customers, the backbone of a successful business.

S. F. BOWSER & COMPANY, Inc.

Send for Catalog B. **66-68 Fraser Ave., Toronto Ont.**

"If you have an old Bowser and want a new one, write us for our liberal exchange offer."

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—8 doz. in case.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

A Sure Test of Value

MACONOCHIES'

Profit-Paying

PICKLES

Please Particular People

The grocer with an eye to business—present and future—is catering to the class of customers who demand the best possible quality at a fair price. Maconochie goods fill the bill. Ask your jobber for them.

General Agents in Canada and the United States :

MacLAREN IMPERIAL CHEESE CO., Limited
Head Office, - TORONTO

N. B. Collect the Wrappers.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Sept. 27, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 90
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " 1 " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 75
¼-lb tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 [illegible]
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz	Per case
1 "	12 "	$4 55
1 "	1P "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case.	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 [illegible]
8-oz. " 3 "	2 35
12-oz, " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 06
" 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
	doz. 1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

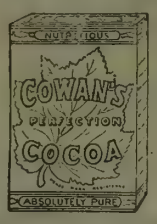
Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa—

Perfection 1 lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
No. 2 5 and 10-lb. tins, "	0 18
London Pearl per lb.	0 25

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—

Queen's Dessert, ¼-lb. cakes, 12-lb. boxes per lb.	$0 38
Vanilla, ½-lb. cakes, 12-lb. boxes per lb.	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s 12 lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, 2 c. size, 2 doz. in case per doz	$1 80
Perfection, 10c. size, 4 doz. in case per doz.	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb	0 35

EPPS'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homoeopathic, ½'s, 14-lb. boxes	....
" ½'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz. to case	per doz.,	$	.90
¼ "	4 " "	"		2.40
½ "	2 " "	"		4.75
1 "	1 " "	"		9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 [illegible]
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 40
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 45
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 29
Caracas Sweet chocolate, ½-lb. cakes 6-lb boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 43
Cracked cocoa, ½-lb. pkgs., 6-lb bags	0 35
Caracas tablets, 1 0 bundles, tied 8s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw cap cans, 10 cans in case, 4	c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins	42c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins	43c.
12-lb. boxes, 6 boxes in case	45c.

Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	28c.
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	28

Milk chocolate—	
50 5-cent pieces to box, per box	$1.75

Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins	30
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs	30c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	26
6-lb. " 12 " " ¼-lb. "	26c

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 2
¼ and ½ lb. "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
⅛ lb. " in 5, 10, 15 lb. cases	0 31

Bulk—			
In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$) 32
Nectar	0 30
Empress	0 [illegible]
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 13½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 26
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50

1-lb. fancy tins choice pure coffee 48 tins per case, per doz. 2 5

Madam Huot's coffee, 1-lb. tins	0 32
" " 2-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 18

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4 doz. per doz.		1 75
10 "	4 " "		3 00
Rep. quarts,	1 " "		6 50
Imp. "	1 " "		9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3	cents each
00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 [illegible]
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

MILK IS SCARCE

This fact is forcing itself upon every family. There will be a demand for Condensed Milk and Evaporated Cream. When the call comes have the best to offer—

Borden's Brands

"EAGLE BRAND" CONDENSED MILK

"PEERLESS BRAND" EVAPORATED CREAM

For sale by your Jobber.

(Unsweetened)

27 Front St. East. TORONTO

WM. H. DUNN, Agent

394-396 St. Paul St., MONTREAL

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

		Per case.
Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	20 " " 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb tins	1 25
" "	1-lb tins	2 25

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07¼
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails.....	0 07¼
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09	0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	.....$0 10½	
½-bbls.	..... 0 11½	
Tubs, 60 lbs	.. 0 11½	
20-lb. Pails	.... 2 28	
20-lb. tins	..... 2 18	
Cases 3-lb.	" .. 0 11⅞	
" 5-lb.	" .. 0 11½	
" 10-lb.	" .. 0 11⅛	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 40
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box...	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case

1 case of 4 doz.....	$3 60
5 cases of 4 doz.....	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...	$12 00
per case of doz. net	3 00

Mustard

COLMAN'S OR KEEN'S.

D.S.F.,	1-lb. tins..... .....per doz.	$ 1 40
"	½-lb. tins ..... "	2 50
	1-lb. tins .... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F. D	½-lb. tins .....per doz.	0 85
	1-lb. tins..... "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins.....per lb.		$ 0 35
½-lb. tins..... "		0 33
1-lb. tins..... "		0 32½
4-lb. jars.....per jar		1 20
4-lb. jars ..... "		0 30
Old Crow," 12-lb. boxes—		
¼-lb. tins.....per lb.		25
½-lb. tins..... "		0 23
1-lb. tins..... "		0 22½
4-lb. jars .....per jar		0 70
4-lb. jars ..... "		0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$ 1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....		$ 2 75
No. 2, "	120 ½-lb. "	2 75
No. 3, "	{30 1-lb. " {60 ½-lb. " }.....	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross		$10 20
" black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish....	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

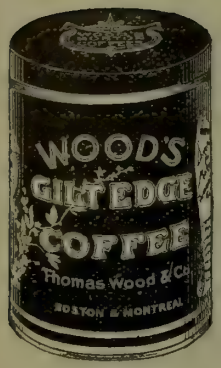
Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 07
No. 1 " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs ..	0 06½
Benson's enamel... per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3

RIGHT DOWN TO BUSINESS



Is the watchword of the merchant who takes advantage of the opening of the Fall trade to increase his sales. To such a few words are better than many. Our Standard

"GILT EDGE" COFFEE

requires only the former.

Its uniformity attracts the grocer.
Its fragrant aroma delights the purchaser.
Its true body and exhilarating qualities proclaim its worth.
Its fair price commends it to all.

The best the world affords. Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb...	0 6½
No. 1 Brantford Prepared Corn	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case..	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

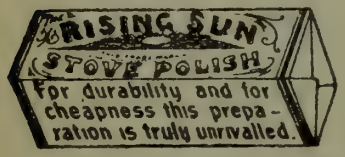
St Lawrence corn starch, 40 lb .	0 07½
Durham corn starch, 40 lb.	0 06½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb..	0 07
" 3-lb. cartons, 36 lb..	0 07
" 200-lb. bbl.....	0 06½
" 100-lb. kegs.....	0 06½
Canada Laundry, 40 to 46 lb.....	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.....	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb..	0 08
Silver Gloss, 1-lb. packages 40-lb.	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 3-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
5 gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 65

(5, 10 and 20 lb. tins have wire handles.)

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24, pts.. 2 90	Cases, 24 qts.. 5 40
Cases 12, ½-gal 5 10	" 6 gals.. 4 80
" 1, 5-gal 4 50	

54 lots prepared up to 40c. rate.

Empire Golden Syrup—

Cases, 24—2's. 2 75	Bbls, per lb.	0 03½
" 12—5's. 2 65	½-bbl. "	0 03¾
6—10's. 2 60	Kegs "	0 03½
3—20's. 2 40	Pails, $1.25 and	$1.75

Usual freight allowance on 5 case lots.

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb.....	1 25 each
3 " " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " " .	2 75
10-lb. " 6 " " ..	2 65
20-lb. " 3 " " ..	2 60

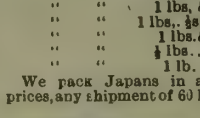
Teas.

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

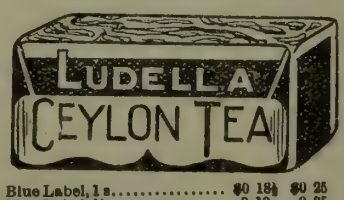
	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s.....	0 55	0 80
" " ½s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs,. ¼s & ½s.	0 30	0 40
" " 1 lbs.& ¼s..	0 25	0 30
" " ½ lbs.....	0 21	0 26
" " 1 lb.....	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 [illegible]	0 30
Blue Label, 1's, ½s, ¼s and ⅛'s	0 30	0 40
Red Label, 1's and ½s.....	0 [illegible]	0 50
Gold Label, ½'s.....	0 44	0 60



Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

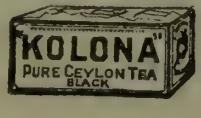
LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19



Ceylon Tea [in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.....	$0 12
" " ½-lb., " "	0 20
Blue Label, retail at 30c.....	0 22
Green Label. " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55

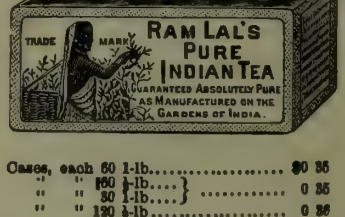
Head Office, St. John, N.B. Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s..	0 22	0 30
Green " 1's and ½'s..	0 25	0 35
Blue " 1's, ½s, ¼s, ⅛'s	0 30	0 40
Bronze " 1's, ½s, ¼s...	0 36	0 50
Gold " 1's, ½s, ¼s...	0 44	0 60

All grades, either black, green or mixed.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s and ¼s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1 s and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00



Cases, each 60 1-lb.....	$0 35
" " 120 ½-lb.... }	0 35
" " 60 1-lb.... }	
" " 120 ¼-lb.....	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.....	$0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor"	I 40-lb. boxes.....	$....
"	II 40-lb. boxes.....	....
"	III 80-lb. boxes.....	....
EMD AAA Japan, 40 lb "at.....		....
" AA " 40 "		....
Blue Bay, basket fired Japan, 70 lbs.,		....
"Condor" IV 80-lb. "		....
" V 80-lb. "		....
" XXXX 80-lb. boxes....		....
" XXXX 80-lb. "		....
" XXX 80-lb. "		....
" XXX 80-lb. "		....
"Condor" XX 80-lb. "		....
" XX 30-lb. "		....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)		0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and ⅛s	
60-lb. cases .....retail,	0 20 at 0 25
Grey Label, ½s, ¼s and 1s,	
60-lb. cases .....retail	0 23 at 0 30
Yellow Label, ½s and 1s,	
60-lb. cases .....retail	0 28 at 0 35
Blue Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 30 at 0 40
Red Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 34 at 0 50
White Label, ½s, ¼s and 1s,	
60-lb. cases .....retail	0 40 at 0 60

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 28
No. 4 ..... "	0 22
No. 5 ..... "	0 18

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-8	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine, per dozen.....	6 00
Absorbine Jr., per dozen.....	9 00

Vinegars.

E. D. MARCEAU, Montreal.	Per gal
EMD, pure distilled, highest quality..	$0 [illegible]
Condor, pure distilled.....	0 30
Black Swan	0 27½
Old Crow.....	0 25½

Special prices to buyers of large quantities

White Wine, proof.....	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case....	1 10

BATGER'S

PEELS

BUY DISCREETLY

If you are one of those who have sold **BATGER'S PEELS** in the past, you can't do better than to place this year's order for this **WELL-KNOWN BRAND.** If you have not sold Batger's Peels before, **START NOW.**

They are made by one of the oldest of the **BRITISH** houses. Are reliable and sell well.

ROSE & LAFLAMME
MONTREAL

HANDLING PAYING GOODS

Every Retailer should aim to sell goods that will pay him.

PATERSON'S WORCESTER SAUCE sells well and pays you. Better handle it.

ROSE & LAFLAMME
AGENTS
MONTREAL AND TORONTO

Riverdale Brand is Best

The Lakeside Canning Co., Ltd.
Wellington, - Ontario

In the first place, every piece of fruit or vegetable used in Riverdale Brand is selected by experts for its particular goodness. Then, it is canned by experts, aided by the most improved scientific appliances, in the most sanitary and up-to-date factory in the Dominion.

No wonder there is always a big demand for Riverdale Brand

Pure Wine Vinegars

RENAUD & DUALLE
Bordeaux

THE LARGEST PRODUCERS OF PURE WINE VINEGARS

Six hundred rotary apparells of the latest style continually at work.

The lowest prices for table and wine Vinegars in bulk, jars and cases.

Concentrated Vinegars

We offer a concentrated vinegar guaranteed free from mineral acids to the utmost concentration possible.

One gallon of our product diluted with clear water makes twenty gallons of table vinegar.

Samples and prices on demand.

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Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

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Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.
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Thorne, A. M. & Co., Toronto

Yeast.
Gillett, E. W., Co., Toronto

SUGARS & CANNERS LIMITED.

MAPLE SYRUP.
MAPLE SUGAR.
MOLASSES.
CONFECTIONERY
SPECIALTIES.
CANDIED PEELS
&c.&c.

CANNED FRUITS.
JAMS &
MARMALADE.
TOMATOES.
KETCHUP.
PICKLES, VINEGAR
&c.&c.

INCORPORATED 1907.

CAPITAL STOCK $250,000.00

PARTHENAIS ST. COR. ST. CATHERINE.
MONTREAL
LARGEST WORKS OF THE KIND IN CANADA

STONEWARE JARS

of every description and size.

Special shapes to order.

The TORONTO POTTERY CO.
LIMITED
Toronto, Canada
Write for Catalogue

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, - ONTARIO

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
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You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings,	$ 5.00
250 "	12.00
500 "	22.00
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Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
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Is Honest Goods and just the Thing on Which to Make or Extend a Business.

McLAREN'S
COOK'S FRIEND
BAKING POWDER

The Best Grocers make a point of keeping it always in Stock.

SALT

Once more we would remind you of the advancing season and advisability of **ORDERING NOW** if you would avoid vexatious delays incidental to fall congestion and limited transportation facilities.

VERRET, STEWART & CO.
LIMITED
The Salt Sellers, MONTREAL

MINCE PIES
MADE FROM
Wethey's Condensed Mince Meat

are what your customers want.

Have you got this line in stock?

Every day you are without this Mince Meat you are losing profits you might just as well have.

It is a ready seller.
It is a steady seller.
It is a repeat seller.
It sells when other brands do not sell.

All Jobbers. **3 doz. to a case.**

J. H. WETHEY, LIMITED
ST. CATHARINES

"EMPIRE" Brand

A Coffee Bargain

People are drinking more coffee now than ten years ago; there is better coffee sold. The superiority of our coffees has helped the increased consumption. We offer you a bargain this week. Take note of it. Write or ask our travellers.

We have a special line of Ceylon Black Tea we are offering at a tempting price.

4 free phones
USE THEM.

Ask our travellers to quote you on
Japanese Sardines
they are beautiful goods.

LUCAS, STEELE & BRISTOL,
Wholesale Grocers,
HAMILTON, - - - - ONTARIO

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, OCTOBER 4, 1907. NO. 40.

Made from selected Scotch grain

Robinson's Patent Barley

is a most nutritious and digestible food—The grocer that stocks this food pleases every family—Tell your customers you have it— For sale by all jobbers

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, **Montreal**

This Weather will create desire for strong, healthy, nourishing food. There is nothing to equal

"Crown Brand" Corn Syrup

Every family loves syrup. Sell them "Crown Brand" Table Syrup.

Insist upon getting "Crown Brand."

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P. Q.

1706 1907

CROSSE & BLACKWELL, LTD

Purveyors to the King

C. & B. Orange Marmalade

1 AND 2 LB. GLASS VACUUM JARS

7-lb. tin Marmalade
1, 2, 3, 4 & 7 lb. tins.

1-lb. glass Marmalade

AGENTS:

C. E. COLSON & SON,

MONTREAL.

Standard Goods THE Best to Handle

SURE PROFITS
SATISFIED CUSTOMERS

Is what you want EVERY TIME, and you can be QUITE SURE of them if you supply them with these Standard Goods :—

GELATINE **MACARONI**

COX'S
STRONGEST, PUREST, BEST.
Wise women work willingly with Cox's.

GARANTI SANS FRAUDE · LA COQUILLE ·

CODOU'S
Made from Finest RUSSIAN WHEAT by Experts.
A perfect article of Food.

"SHELL"
CASTILE SOAP
67% PURE OIL
The Best you can buy.

The best houses from Victoria to Halifax sell these goods.

ARTHUR P. TIPPET & CO.,

MONTREAL **Agents** TORONTO

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad. Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
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Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
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W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Green Apples
IN
CAR LOTS
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

W. G. Patrick & Co.
Manufacturers' Agents
and
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C. E. JARVIS & CO.
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GOOD QUALITY IN STOCK
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DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
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WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada:
Highest references and financial responsibility.

(Continued on page 4.)

HIGH-CLASS GOODS FOR HIGH-CLASS TRADE

We have been appointed Selling Agents for the well-known Firm of

Geo. Dalidet & Co.

BORDEAUX, FRANCE

Packer of the finest preserved Fruits, Fish, Vegetables, etc., etc.

We have passed into Stock a Shipment comprising :

FRENCH PEAS—
- Petit Pois, tins
- Moyens
- Fins
- Ex. Fins
- Sur Ex. Fins
- Ex. Fins, glass

HARICOT VERTES—
- Green Beans, in tins and glass

ASPARAGUS—
- Ex. Choice ; 2-lb. glass, 2½-lb. flat tins, 2½-lb. square tins

MACEDOINES—
- Mixed Vegetables, tins and glass
- Mixed Fruits, glass bottles

ARTICHOKES in glass
FIGS in Marischino glass bottles
FRENCH MUSTARD, glass bottles
ANCHOVIES, in Oil, glass
HORS D'OEUVRE, glass
PRUNEE, glass bottles

The Finest Goods Packed at Remarkably Low Prices

The EBY, BLAIN CO., Limited

WHOLESALE GROCERS **TORONTO**

In Every Home there is use for

Blue Ribbon Tea

And it is favorably - - - - - - known in every home

That's why Blue Ribbon Tea is such a quick seller, why it makes such good profits for dealers, why all up-to-date dealers sell it.

When you sell Blue Ribbon Tea to a customer you know that customer will come again—because Blue Ribbon Tea invariably gives satisfaction.

BLUE RIBBON TEA CO., Limited, TORONTO

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

Joseph Carman. Est. 1887. Will H. Escott
CARMAN-ESCOTT CO.
GROCERY BROKERS
WINNIPEG, - MAN.
Sell wholesale trade exclusively. Highest possible reference. Reliable accounts solicited.
722-723 Union Bank Bldg. Phone 493

RAY & WINDLE
Manufacturers' Agents and Commission Brokers.
330 Homer Street, VANCOUVER, B.C.
Fruit and Produce Exchange of B.C.
Representing Dry Salters Limited, Montreal.
" R. S. Hudson's Dry Soap, Hull, England.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
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Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

QUEEN CITY WATER WHITE OIL
GIVES PERFECT LIGHT
The most economical high-grade oil ever sold in Canada.
FOR SALE BY ALL DEALERS

...ESTABLISHED 1849...

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Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
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Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT.
Special Attention to Advertising

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

A Good Investment
PEANUT ROASTERS and CORN POPPERS.
Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BUSINESS CHANCES

Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

THE POPULAR BRANDS

For Over a Quarter of a Century.

"AYLMER," LITTLE CHIEF," "AUTO," "LOG CABIN," "HORSESHOE," "KENT," "LYNN VALLEY," "MAPLE LEAF," "LION," "THISTLE," "GRAND RIVER," and "WHITE ROSE."

QUALITY GUARANTEED By

CANADIAN CANNERS, Limited

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Last Week our actual sales amounted to 109,931 pounds of

"SALADA"

Tea

or, as much as our entire sales were for the first three years we were offering it to you.

The total imports of all kinds of tea last year were 26 million pounds, or 500,000 pounds per week, so that our sales were more than one pound out of every five.

At the present rate of growth they will soon be one pound out of every two.

Are you getting your share? If not, some one else is taking it.

"SALADA," Toron o and M~ntreal

We were among the Pioneers

in the Cocoanut Industry in Canada. Our brand "White Moss" was the only one with this or any similar name.

Liberal terms to the Grocer, too.

Canadian Cocoanut Co.

613-619 Lagauchetiere St. W., Montreal

J. ALBERT McLEAN, Proprietor

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Y. & S.
SCUDDER
M. & R.
} **STICK LICORICE**

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

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H. S. Daly, Agent, St. John, N.B.
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"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

C. DeCARTERET,	*KINGSTON*
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When Buying Your

Valencia Raisins

Ask your Wholesaler for these Reliable Brands

MAHIQUES, DOMENECH & CO.

"M. D. & Co." Special Fancy Quality
"W. Abel" Standard Quality.

4 Cr. Layers
Selected
Fine Off Stalk

They Will Please You

AGENTS—
ROSE & LAFLAMME, *MONTREAL TORONTO*

Your Trade For

OLIVES

is 100% larger now than 10 years ago. People are using them more freely. The taste for this table delicacy grows on users. The increase in the Canadian trade is largely due to

ROWAT'S
Brands of
OLIVES

The finest selected Spanish Olives only are packed – all sizes and varieties of styles.

Ask your jobbers' travellers for a trial lot. It will be

Rowat's Olives

always after that.

There are two reasons why

Old Homestead Brand

of Canned Fruits and Vegetables

should be handled by every Grocer in Canada

1st. The margin of profit is liberal

2nd. Old Homestead Brand is in great demand, and that demand is ever on the increase

¶ At the back of this ever-increasing demand are the soundest of reasons to account for it. In the first place, the **selection** of fruits and vegetables is made **by experts.** They reject any particle of **fruit** or **vegetable** which is **not perfectly sound.** Then, the factory where the **Old Homestead Brand** is produced is easily the most up-to-date and sanitary canning factory in Canada. No expense has been spared in making

Old Homestead Brand

the best brand of canned fruits and vegetables on the market. We have succeeded, with the result that it is **the quickest-selling and most-constantly-demanded Brand of Canned Goods in the trade.**

The Old Homestead Canning Co.

PICTON, ONTARIO

HAYCASTLE

and **PARADISE**

CURRANTS

The choicest growths from the most favored Districts in Greece.

We have new selected **Valencias** in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

"WAGSTAFFE'S"

Fine Old English Xmas Plum Puddings

in porcelain bowls, packed 1 doz. in case,
2 sizes, to be retailed at 50 and 75 cents.

Our Celebrated Mincemeat

and

Plum Puddings

are now ready for delivery. Get your orders in early.

Our New Season's Jams, Jellies

and

Sealed Fruits

are now in hands of the jobbers.

The name WAGSTAFFE on the label is a sure guarantee of quality.

WAGSTAFFE Limited

Pure Fruit Preservers

HAMILTON - - CANADA

E. NICHOLSON. D. H. BAIN.

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION.
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS.

Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS:

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY **WINNIPEG** **EDMONTON**

ESTABLISHED 1882.

LEA'S

The Pickle with the Home-Made Flavor

Packed in a factory where cleanliness and purity are paramount.

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

NEW PEELS

Crosse & Blackwell's Lemon, Orange and Citron; 7-lb. boxes now in store.
Also, C. & B. Drained Lemon Peel; 112-lb. kegs.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Purest and Best

Windsor Salt

In order to avoid delays incidental to car shortage, we beg to suggest that orders be sent as soon as possible.

The Canadian Salt Company, Limited
Windsor, Ont.

JAPAN TEAS

"I can now submit you several suitable samples at suitable prices on receipt of your commands."

S. T. NISHIMURA, Sole Agent
55 St. Francois Xavier Street, MONTREAL

JAPAN Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

DELICIOUS

"It is the best and only good coffee we get." So writes an esteemed customer in forwarding his order for

GREIG'S WHITE SWAN BLEND COFFEE

That is just the point—its peculiar excellence always satisfies. It is the kind critical customers come back for—the kind that **stays** sold.

The 1-lb. decorated square tins are just as high-grade as the coffee itself. Try a lot and see how your coffee trade will grow. We depend on our first sale to make the second one.

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S White Swan BRAND

POPULAR PREFERENCE

makes it highly profitable for every grocer to stock Ceylon Tea. And no wonder there is such a popular preference. Tea acquires a flavor under the peculiar climate of Ceylon which cannot be acquired anywhere else on earth.

CEYLON TEA

Is the Profitable Tea

because there is a big demand for it, which is ever on the increase. Keep ahead of the demand and make money by always having

Ceylon Tea in Stock

PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells ***the best.*** You will find the ***market leader*** in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing ***Order Without Delay***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

SHIRRIFF'S Highly Concentrated Pure Fruit Essences

have the two features which invariably

MEAN MONEY TO THE GROCER

They are: Absolute purity and high quality of the extract, and attractive appearance of the bottles which contain it.

THE IMPERIAL EXTRACT CO. 18-22 Church St. TORONTO

Your Customers Want Pure Food

"Hygiene" is one of the most popular sciences of this age. It is understood, at least to some extent, by almost everybody. Now, ***you know*** Mr. Grocer, that one of the first requirements of Hygiene is ***Pure Food.*** Consequently ***more money*** can be made in handling the famous

E. D. S. Brand
JAMS and JELLIES

than in handling inferior brands. "E. D. S." on a bottle of Jam or Jelly stands for absolute purity and unexcelled deliciousness of flavor.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

THE PERFECT BEVERAGE

NON-ALCOHOLIC AND WARRANTED PURE

KOPS

TRADE K O P S MARK REGISTERED

ALE

GUARANTEED BREWED FROM THE BEST KENTISH HOPS.

KOPS BREWERY, WANDSWORTH BRIDGE RD FULHAM

THIS LABEL IS ISSUED BY "KOPS BREWERY" FULHAM LONDON

Unexcelled for Dinner or Luncheon. Submit it to your customers. It is sure to be appreciated. There is nothing else like it.

KOPS BREWERIES, ***LONDON, S.W., ENGLAND***

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS BELL, SONS & CO., Montreal

Given Away!

That's just what happens to a part of your profit every time your scales weigh wrong. In the long run **the loss** mounts up surprisingly. **Why not have absolutely correct scales?** Let us tell you about the

Toledo Computing Scales

The Toledo Computing Scale Co., Hamilton, Ont.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

They Grease the Wheels of Commerce

Even if they didn't save you a cent, they so simplify relations with your trade, so thoroughly eliminate the causes of petty disputes, that they are a good investment.

The ALLISON Coupon Books

But they DO save you not cents, but DOLLARS, so many dollars that, as a business proposition, you should have them, whether you can afford to do without them or not. Thousands of progressive merchants are using them.

How They Work:

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him $10; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. No pass books, no charging, no lost time, no errors and no disputes. Allison Coupon Books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY, BLAIN CO., Canadian Agents

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

INSIST ON THE BEST!

In these days of legislation and agitation in favor of pure food and clean food, it will pay grocers to be careful what they buy in the line of canned goods. A successful feature of the

"ESSEX BRAND"

is the absolute cleanliness of the entire establishment, with no slovenly slopping tolerated or allowed. The Essex factory is new and surprisingly up to date, with every facility for doing things right and saving time and labor at every turn.

The Essex Canning and Preserving Co., Limited

28 WELLINGTON STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

Our Educational Campaign

has convinced the public of the absolute truth of our claims regarding the leather-preserving qualities of

2 in 1

That is why there is no let up in the demand. 2 in 1 certainly **does prolong** the life of a shoe, and keeps it always brightly shining as well!

How is Your Stock of 2 in 1?

The F. F. Dalley Co.

LIMITED

Hamilton, Canada. Buffalo, U.S.A.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well-Known

CLIMAX SOAP

A HIGH-CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, etc.

NO PREMIUMS **PRICES RIGHT**

SAMPLES AND PRICES ON APPLICATION

98 St. Charles Borromee Street, - Montreal

To The Grocery Trade

We beg to advise that there is **NO ADVANCE** in any of our popular fast-selling brands of Maple Syrups, Maple Sugars or Molasses.

GOLDENETTE

Pure Cane Syrup is a winner

Maple Specialties are in Season, with our guarantee to keep soft for months.

Order an assorted 5-case order to be shipped direct to your store and save freight.

Imperial Syrup Company

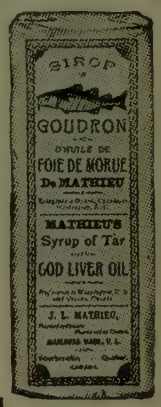
Montreal Winnipeg Edmonton
Calgary Vancouver

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?



Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably, get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.,
Proprietors, SHERBROOKE, P.Q.

WARNING!

Crescent BM&Co. TRADE MARK. Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

MATCHES

that make for trade. There is more than mere profit in selling

Our Matches

There is the satisfaction of knowing that you are giving your customers the best.

That freight-saving proposition of ours is a money maker for you.

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

BANISH
"BLUE MONDAY"

SELL
SUNNY MONDAY
to customers and make them **YOUR** customers.

Your stock is not complete
without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY, Montreal

GET
Balmoral Scotch MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

STOCK THE BEST.
"KIT"

COFFEE
IS
BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

For Prices and all Particulars apply to
KIT Coffee Ltd., Covan, GLASGOW.

To be had in Montreal from Mathewson's Sons, 202 McGill St.

Grocers of four decades have sold

CHASE & SANBORN'S HIGH-GRADE COFFEES

because they have found that these goods give absolute satisfaction and create a "come again" spirit among purchasers.

They will do the same for you.

Chase & Sanborn

The Importers, = = = Montreal

Rowley's Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. ROWLEY
DENIA
Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. BODI
DENIA
Finest Selected

Shelled Almonds, in 28-lb. and 14-lb. boxes.

We have the real goods. **Write for samples.**

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents: **Wm. C. Christmas, 22 St. Francois Xavier St., Montreal**
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

Tartan BRAND

SIGN OF PURITY

IN STOCK Immediately

New Valencia Shelled Almonds
New Table Figs
New Sultanas
New Barrels and ½ Barrels Labrador Herring
New Jordan Shelled Almonds
New Malaga Raisins
New Selected Valencias
New ½ Barrels Sea Trout

Phone 596

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

The Proof of the Coffee

IS IN THE TASTING. Indulge yourself with a cup of "CAMP." Prove its delicious flavour, its refreshing and invigorating properties. Then be assured that this Coffee, which is so well worth drinking, sells easily and quickly, pleases your customers, and pays you a handsome profit. There's something in that!

"CAMP" Coffee

Sole Manufacturers—
R. PATERSON & SONS, Coffee Specialists, Glasgow
AGENTS—ROSE & LAFLAMME, MONTREAL

"ROYAL CROWN"

Witch-Hazel Toilet Soap

The soap that backs up good advertising with good quality—and pays the grocer good profits.

Write for prices.

Manufactured by
The ROYAL CROWN Limited
Winnipeg, Man.

Eastern Agency
Wm. H. Dunn
27 Front St. E. Toronto
895 St. Paul St. Montreal

PRESERVING THE FLAVOR

of every piece of fruit and vegetable, is one of the many achievements of The Burlington Canning Co., Limited. It is well known that the

Burlington Brand

canned fruits and vegetables, have the delicious flavor of ripe fruit and vegetables perfectly preserved. That is why the Burlington Brand gives such **entire satisfaction** to the consumer. Then, Burlington Brand comes out of a factory which is noted for its absolute cleanliness.

Stock Burlington Brand and you have the Best.

The Burlington Canning Co., Limited, Burlington, Ont.

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

TODHUNTER'S COFFEE BLENDS SOLD ON MERIT

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

MOLASSINE MEAL

"The food of the century"

FOR HORSES, CATTLE AND POULTRY

Try a sample box of

MOLASSINE DOG BISCUITS

Sole Importer

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL

WANTED

Grocers to investigate the claims we make as to the purity and high quality of the

PALACE CAR BRAND

of Canned Fruits and Vegetables. Pure, perfectly preserved and packed, the Palace Car Brand is without a peer for perennial profit.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

IN STOCK

NEW CROP FINEST SELECTED

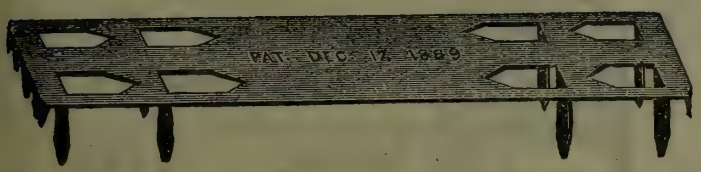
Valencia Raisins

G t our Quotations for later Deliveries

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

WARMINTON'S CLUTCH NAILS



The best device on the market for Repairing and Strengthening Boxes. You know **them**. If not, **try** them. Stock up for your fall trade.

Samples on request.

J. N. WARMINTON

43 Scott St., Toronto. **207 St. James St., Montreal.**

MORE PEOPLE SEE YOUR DELIVERY WAGON

than ever see the inside of your store. It is as important for you to have a good delivery wagon as it is to have a clean stock. It is false economy to deliver goods to high-grade customers in a wagon fit only for the scrap heap. Get an ***"Abbott" wagon.*** It will advertise your store ***effectively*** wherever it goes. ***Write us a post card for some interesting news we have for every grocer.***

H. G. ABBOTT & CO., LONDON, ONT.

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

The CAPSTAN MFG. CO., - Toronto, Ont.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Finest in Pickles — Choicest in Relishes

Richest in Marmalades

Tastiest of Catsups — Best in Mince Meats

When you find the name of this firm or the brand **"Sterling"** on any of these lines, you can be sure of giving satisfaction to your customers.

The T. A. LYTLE CO.

Limited

TORONTO, - CANADA

Vinegar

The only vinegar to buy is the one that keeps the trade; not the cheapest, nor widest advertised, nor best labelled, but the one that brings your customers back for more.

It's the Repeat Orders You Want

White, Cottell's Delicious Natural Malt Vinegar

exactly suits the popular taste—for pickling or for table use. Try a sample lot.

White, Cottell & Co., WARNER RD., CAMBERWELL, **LONDON, ENG.**

MATHEWSON'S RED VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

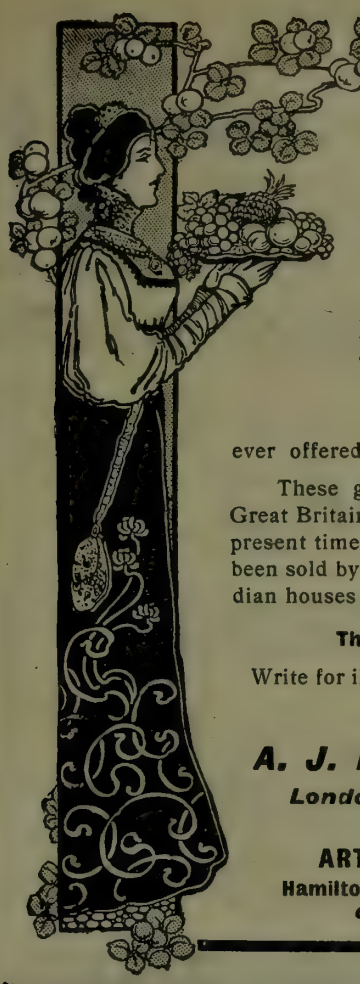
The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL



THE

MOST BEAUTIFUL

Line of

Xmas Cracker Novelties
Table Decorations and
Xmas Stockings

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.

London, W.C., England

ARTHUR E. BOWRON

Hamilton, - - Canada

Canadian Agent

BEE BRAND JELLY POWDER

Six for 25 Cents

This is the most popular brand of Jelly Powder to-day on the market.

It occupies such a leading position because of the unquestionable quality of the goods.

One trial order will convince you that Bee Brand Jelly Powder is a wonderful seller.

Secure an assortment of these, or any other, flavors to start:

Raspberry	**Cherry**
Strawberry	**Lemon**
Pineapple	**Nutto**

Write the Makers:

SNOWDON, FORBES & CO.

449 ST. PAUL STREET, - MONTREAL

Every pound of

CRYSTAL GRANULATED SUGAR

is guaranteed to be unsurpassed by any sugar in the world for **PRESERVING PURPOSES.**

Insist on getting CRYSTAL granulated.

MANUFACTURED BY THE

Wallaceburg Sugar Co.

LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg.

Jams and Marmalade

James Robertson and Sons, - - Paisley

Scotch Marmalade, Ginger and Green Fig Marmalade, Pineapple and Ginger Marmalade, Raspberry Jam, Strawberry Jam.

QUALITY UNSURPASSED

WARREN BROS. & CO. Limited

TORONTO

PHENIX

WASHING POWDER

is in greater demand than ever. Housewives are finding new uses for it every day. Its suitability for house, store, office cleaning of every description makes it invaluable in the home or place of business. Grocers supplying the great demand for

Phenix Washing Powder

are reaping satisfying profits.

If you are not selling **Phenix Washing Powder,** write us.

Sole Canadian Distributing Agents

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

"Trenors" Blue Eagle

Selected and Layer Valencias, arriving by first direct Steamer from Denia.

Don't be fooled with the "Just as Good" yarn. If you want ordinary brands, we will sell them 20% less.

Finest quality Cleaned Currants in bulk and packages, by same steamer—all at bottom prices. Write for quotations.

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

For Toilet and Bath

You will find our Soap unexcelled in Purity, Quality, etc. . . . .

We are offering liberal terms to the trade

SAVONS FRANCAIS, C. Pagnuelo, Manager. Office: 392 St. James St. Factory: 1653 Notre Dame St. E. **Montreal**

ADVANCING

Currants, Sultanas, Figs, Shelled Almonds, Candied Peels, Prunes

Owing to steady advance in above lines we will be unable to leave our present quotations open much longer.

If you have not purchased, wire or write us at once or book through our representatives.

JAMES TURNER & CO., Limited, Hamilton, Ont.

Importers of High Class Groceries

Owing to the increasing cost of Corn we are compelled to

ADVANCE

the price of

SANITAS

Toasted Corn Flakes

10 cents per case

We will send each grocer one order at the old price if sent to us immediately, naming jobber through whom it is to go. Freight prepaid from London in five case lots.

TOASTED CORN FLAKE CO.

20½ Front Street East - - - - - - TORONTO

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

PEMBROKE.

Pembroke! Eh? What's that? Pembroke, where's that? What, don't you know? Well, ask the next commercial traveler that walks into your store. He will tell you that Pembroke is that pretty town in the Upper Ottawa Valley, the happy hunting ground of nearly all the commercial travelers in the Dominion; that busy centre of the lumbering trade; the jumping-off ground of innumerable hunting and fishing parties during the season. Well, if you don't know where it is, buy a ticket the very next vacation you have and see for yourself. Just a whisper: Bring your wife with you, or that best girl, and give them the treat of their lives.

* * *

Well, now to business—the thing we are engaged in from 7 a.m. till 6 p.m., and hard at it, too, all the time. Now that the holiday season is finished and the farmers have got their crops in, we are settling down to it in real earnest, but our greatest difficulty is to get real good help to handle the expected increase. The busy housewife is almost up to her eyes with fruit preserving and pickle making and great is the demand for the nimble dollar's worth of sugar and the vinegar tap runs almost in an unbroken stream, while the lady in front of the counter, with her long list of 5c. worth of spices, has become almost a nightmare to the busy clerk.

* * *

The shortage of the fruit crop has caused almost a scramble among the ladies to secure their particular fancies, and although peaches are now selling at from $1.85 to $2 a basket, the demand is pretty brisk. Plums fetch from $1 to $1.25 and grapes are bought up sharp at 40c. to 50c. a 6-quart basket. Local grown tomatoes are now pretty plentiful and can be bought at from 40c. to 60c. a patent pail, (a local way of measuring), green tomatoes at 30c. to 40c. a pail. The farmers are now bringinb in a plentiful supply of vegetables and prices rule low. Potatoes have got down to 75c. to 80c. a bag, but here the buyer often gets a setback, a lot of bags falling short of the proper weight. Really good butter has become a great luxury, fetching as high as 28c. a pound on the market, and likely to go a great deal higher, owing to the scarcity of grass and the high price of cattle feed. Hopes had been entertained that with a good open fall there would have been a good supply of after grass, which would have saved the feed, but the cold snap that has just set in has shattered these illusions, and, in consequence, everyone is looking forward to high prices, and the thrifty housekeeper is filling her crock with all the butter she can lay her hands on.

* * *

With the advent of the threshing machine, the cheap crockery trade has been given a great stimulus, for now the busy farmer's wife finds that she has not enough crocks to put before the hungry mouths that invade her kitchen for meals.

* * *

An occasion of great rejoicing among some hundreds of our worthy townspeople has been the celebration of the silver jubilee of His Lordship, Bishop Lorrain. Flags have been flying for the past three or four days and feasting and religious ceremonies of joy have been the order of the day. One item was the rendering of an oratorio, in which the cathedral choir greatly distinguished themselves, under the leadership of Isidore Martin, a well known local grocer, who has also the honor of being the mayor of our town.

* * *

I see some of your correspondents are discussing the question: "Can a grocer run a strict cash trade?" Well, that, in my opinion, is a question of almost purely local surroundings.

In a town like Pembroke, I should say "No," because here almost every trade depends a good deal on the local farmers for a good slice of their trade, and as perhaps most of your readers who are in a similar position know, the farmer is not always able to put his hand into his pocket and pay for every article he requires, when he wants it; in consequence, it would almost amount to business suicide to refuse him credit.

On the other hand, in the cities and large town where factories, etc., abound, I see no reason why a strictly cash business could not be carried on, for here most of the population receive their wages weekly, and with a little education and patience on the part of the merchant, I firmly believe that such a system could be inaugurated and result in great benefit to all concerned.

Apropos of this, one of the local merchants has advertised the fact that he is about to start a cash system, and I shall await with much interest the result.

Pembroke, whose correspondence appears in these pages for the first time, is in favor of the cash system for cities and large towns. We would like to hear from all our subscribers on this and similar questions.

Guelph wants an association and gives some solid reasons why. This is an example that should be followed by every town and city in the Dominion which does not possess a Grocers' Association.

London complains of a scarcity of female labor in the biscuit factories.

Hamilton is enjoying particularly fine markets, full of the choicest Canadian fruit.

CHATHAM.

W. D. O'Leary, wife and family, who have been residents of Wallaceburg for some years past, have removed to Detroit, where Mr. O'Leary has purchased an extensive grain and feed business. He has disposed of his Wallacebueg business.

* * *

Farmers report that the heavy windstorm on Sept. 25th caused great damage to apple orchards throughout the county. The loss is all the more felt on account of the shortage in this year's apple crop. Many trees were broken, and a large amount of apples blown to the ground.

* * *

A well-attended meeting of the local Board of Trade was held on the evening of Sept. 27th, when the work for the ensuing season was enthusiastically inaugurated. It was decided to hold regular monthly meetings, at which topics appropriate to the work of the board will be dealt with by capable speakers.

* * *

Z. J. Edgsworth, of St. Thomas, has bought out the butcher business of T. Lee, Blenheim, and took possession October 1.

* * *

W. H. Curran, representing O'Brien Bros., has returned from a three weeks' vacation trip in Michigan.

* * *

Ald. Wm. Potter last week, on the occasion of Mayor Stone's annual outing to the mouth of the river, took occasion to formally announce himself as a candidate for the mayoralty for 1908. Ald. Potter has served for three consecutive years as a member of the city council, besides which he was a member of the town council under the old ward system, some fifteen years ago. During the past two years he has been chairman of the civic property committee, having charge of the completion of the new city market, which is one of the finest in the west, and of the improvement of the city electric lighting system, which, largely as a result of his insistent efforts, will, by the end of the year, be in first-class shape. In the city council there has certainly been no harder worker; and none, it is pretty generally conceded, better entitled to the post. Ex-Ald. Scullard will probably also be a candidate, in addition to which Mayor Stone may enter and make an interesting three-cornered contest. Ald. Potter is a hard fighter, however, and the prospect of opposition will not worry him.

John Mahler, of the firm of Mahler Bros., last week commenced the purchase of apples for their evaporating factory for the fall season. Mr. Mahler states that winter apples are much better than was expected a month ago. Fall apples are very scarce, however; in fact, there are practically none. The firm contemplates a very busy season.

* * *

Prices for farm produce are steadily rising. Last week wheat advanced from 95c to 97c; barley from $1.10 to $1.30. Corn is 60c, and oats have risen from 45c to 50c. This is a big advance all round.

* * *

Although this is an off year for peaches, Harry A. Andrew, of the Liverpool grocery, has a tree which produced three bushels, all of phenomenal size. One of the peaches tipped the scale at 6½ ounces.

GUELPH.

The damp, cold, rainy weather on Saturday reduced the attendance of both buyers and sellers on our market, and, of course, prices went up. Butter and eggs were unobtainable at any price. Butter got as high as 28c, and eggs 24c. Potatoes, $1.25 a bag. These are not regular prices by any means. For instance, I saw potatoes quoted and bought to be laid down in Guelph at 80c a bag, by the car, whenever wanted; but there are lots of local potatoes, and the price won't go above one dollar retail for a long time yet. Tomatoes and grapes sold at from 20c to 30c a basket; apples are a drug just at present, as most stores are loaded up with fall apples that don't seem to sell at any price.

Robt. Millar, head clerk for Geo. Williams, won the prize for making the most home runs in the church baseball league this year, and he was presented with his reward at the King's Daughters' banquet, in St. Andrew's schoolhouse, to the winning team. It's not on record whether Bobbie put them on to go home with or not.

Gill Jackson, of Jackson & Son, also got inside the money at the Guelph Rifle Association matches this week, which shows the grocers are always busy, and near the front, at that, even in sports.

September is gone, and we are again face to face with the fact that Guelph has not got a Grocers' Association formed. Are we going to have one or not? Who will be the first to make a move? We have all kinds of trades organized in our city, why not the grocers? We don't need to conflict with the Retail Merchants' Association, which is different. Now in the starting of the long winter nights, we could arrange meeting nights once a week, or month, and get good results. We have good grocers in this city, who could talk to us, and any number of good travelers, who would be pleased to address us on their particular lines. We could have good debates on subjects such as, "Why does the Ontario Government ask for tenders for groceries for the O.A.C., and other public institutions, if, as is supposed it is, a party favor to receive the contracts?" or "Why do the hospitals not divide their trade among the Wyndham street merchants, as they used to do, a month each in turn?" There are a good many others of more interest to grocers and their clerks, such as, "The blending of teas and coffees," but these are afterconsiderations. The question is, are we going to organize this month? There are about 150 men who could pay from $1 to $1.50 for membership tickets. Talk it up, and we will be organized by November.

Some time ago we saw a good, careful grocer holding a lighted match inside a coal oil tank to see how full it was. This week we saw another good, careful man filling a lighted lantern on top of a tank holding 45 gallons of oil alongside of another of the same capacity, and the funny part of it is, neither can see any harm in their actions. Some people seem to like living with one foot in the grave.

I had the pleasure to-day of being handed a day book of the late G. P. Latham, of Guelph, dated 1840 to 1843. I was delighted to have the chance to compare prices with 1907, but it was not just as easy as I thought, for in those days, of course, it was all £ s. d.

Mr. Latham started first in a log store where the Imperial hotel now stands, and built the stone part of that building, afterwards building the stone block opposite, and then being instrumental in building the lower part of Wyndham street, from the Kandy Kitchen to McDowell street, including Benson Bros'. and Jackson & Sons' grocery stores, two of the best in Guelph, and which remain to-day in the hands of his family. The Latham family are among the oldest in the city. The difference in prices are most noticeable in tea, $1.25 being the price for Hyson tea, while ¼ and ½-lbs. were mostly sold. Another condition that seemed to prevail then, as it does to-day, is that people seem to have been slow in meeting their debts.

It has been decided that the Merchants' Association will hold a banquet and preparations are being pushed ahead.

It is expected by the association that Guelph will have an increase of from 300 to 400 in population on this year's returns, which shows these new factories mean something for Guelph, and the grocers. The hands they employ have got to eat.

Your Kingston correspondent makes some remarks on the peddling nuisance, and Galt comes along with another, the man who forges cheques. We have met both and find it does not pay to be caught and not say a word, as is too common a practice among many merchants. I have seen brother grocers caught and put it down to profit and loss, and a week or two after, someone else is caught, and, accidentally, it comes out. Now, why can't we be honest and square with ourselves and each other in every city and town? If we have an association of grocers in each city or town, the news could be passed along and we would be ready for Mr. Hawker and the forger. And another thing, when a merchant is wilfully swindled, The Canadian Grocer is a good place for him to get satisfaction. There are hundreds of such cases we never hear about. Let us have them.

HAMILTON.

Our markets just now are grand. Any stranger seeing them would not imagine for a moment that there was any scarcity of fruit in Canada. In the last two weeks the record of the market has been broken, both for size and display. Peaches, large and luscious; pears, plums grapes and apples, all of the finest, a better display than you would see at any of the fall fairs, and selling at fairly reasonable prices. Finest peaches at $1 to $1.25 a basket; pears, 50c; plums 40c; grapes, 20c for six-quart basket; apples 20c to 35c. While vegetables are very choice, the prices keeps high. Potatoes are 75c a bushel; tomatoes 60c; onions $1; celery 60c per dozen. Verily the people of this good city have a choice of quality, even if prices are firm. The market this year has been a great money-maker for the growers. The beautiful weather of the last month has been a great help to tomatoes and corn, as late tomatoes are still ripening nicely, and the factories are running at full capacity. One of the factories reported yesterday a run of four thousand bushels, a quantity which kept them busy to put up.

* * *

The races are on at the Jockey Club this week, and the bookies are doing a land-office business. It is astonishing how easy it is to separate the average young man from his money when he gets the race track fever.

LONDON.

Business, wholesale and retail, is very good. There is little change in prices. Teas continue firm, with an upward tendency. Sugars unchanged, but very firm. Much inconvenience is felt by the trade generally owing to the non-arrival of new crop Valencia raisins, which have been lying at Montreal for over a week awaiting the convenience of the railways to forward London's share of these goods. Haddies are beginning to come in freely.

* * *

President Harry Ranahan of the Retail Grocers' Association, having recovered from his recent illness, a meeting of the association will probably be called for this week to again consider the huckster question.

* * *

Bananas, which of late years, have become a popular article of diet, are a scarce commodity in the fruit market just now, and are likely to be still more so during the coming winter months, according to local wholesale dealers, one of whom, J. J. Steel, says he has seldom seen conditions worse than they are at present. The continued drought in the tropics has resulted in the growers cutting too closely in order to meet the demand, and now we are finding that the bunches coming in are from forty to fifty per cent. lighter than usual. This condition, Mr. Steele states, will continue for some time or until the decreasing demand in the winter months gives the fruit a chance to ripen up. Mr. Steele received this week a consignment of Cuban navel oranges, the first to ever arrive in Canada. Heretofore, the navel oranges have been almost all brought from California, and do not ripen for some months yet. The Cuban navel possesses much of the finer quality of the California species, and doubtless with continued cultivation will come to be a rival for the latter. At any rate, it will mean a navel orange on the market months earlier than has been the case in the past.

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A GENTLE REMINDER.

What is probably the most interesting circular ever issued from a government department has recently been distributed from the department at Washington of the Internal Revenue Commissioner. It deals in the most emphatic way with the stupidity, misguided zeal and misdirected ambition frequently displayed by revenue agents and other internal revenue employes under the apparently genuine impression that these are the means by which they will soonest attract the notice of their superiors and gain a promotion more nearly according with the self-estimated worth of their services.

The circular is in the form of a personal letter, addressed to an individual agent, and is so phrased as in the most forcible manner to bring before the person to whom it is addressed sundry matters of which he was previously in ignorance.

Here is the gist of its contents :

"A recent case which has been called to my special attention enables me to make my position clear in the matter of what I might term the misguided activity of revenue agents and special employes of this bureau who are operating under collectors or under revenue agents in the field. I fully realize that the arm of the law will be paralyzed in the matter of the enforcement of internal revenue taxes due the government if the officers of this bureau are incapable or corrupt ; **at the same time** [illegible] realize that the laws of this government are passed as much for the purpose of enabling honest men to do business under them as for the purpose of detecting and punishing those who violate them.

"There is a disposition, utterly at variance with good service, on the part of many of the internal revenue employes in the field to make what they call 'a record,' and in order to do so subject this bureau to endless annoyance and expense, and to make a perfect fiasco in the courts of their undue and hasty action in seizing distilleries, making unfounded assessments, and practically confiscating property of law-abiding citizens who are endeavoring to live under the law in a business—the whisky business in any of its forms—always open to suspicion.

"I have on my desk a record of a case where three revenue agents or their employes hung around a registered distillery, hoping to find some sin of omission on the part of a bookkeeper for three weeks, while during that time there were five blockade (or unlawful) distilleries in full operation within seven miles of the registered distillery. By the operation of these unlawful distilleries the government was losing probably $300 a day as tax on the whisky they were producing while these revenue agents were sitting about for 'big game'—the registered distillery.

"The men in the field should understand more fully than they seem to that there are two distinct classes of offences—that is, sins of commission and sins of omission. Nine times out of ten when a man in the whisky business is guilty of a sin of commission it is done designedly and for the purpose of defrauding the government ; as a usual thing the sins of omission are due to ignorance or negligence.

"In this connection I am astounded to find recommendations for the seizing of distilleries, the upsetting of business enterprises involving investment of hundreds of thousands of dollars, because some clerk has failed to properly keep some blank 'form' prescribed by the regulations. Revenue agents and collectors should proceed upon the proposition guaranteed us by the constitution, that all men are innocent until proven guilty, and when they find minor irregularities they should assume the attitude of advisers and counsellors, and by virtue of their experience in the service, tell the people who know less about it what is expected of them. On the contrary, in too many instances they hastily use these sins of omission as a basis for their own self-glorification, and embarrass this bureau and the entire service by stupid seizures and assessments.

"Recently a revenue agent in the west held up the distillation and manufacture of vinegar for four states because the apparatus they were using could be so misused as to defraud the government. I found upon investigation that the apparatus was identical with that which has been used by vinegar manufacturers for ten years, and that during the entire time but one vinegar manufacturer had been prosecuted for intentional violation of the law. I use these two instances, but there are many others on my desk. I want no let-up whatever in a vigorous search for violations of the law, but I want wisdom on the part of the officers of this bureau to take the place of an activity to make 'a record,' finally at the expense of the government, which is entirely at variance with the letter and spirit of the law."

If this circular does not cause a heart-searching in many departments of our own government, it will have fulfilled only a bare fifty per cent. of its possible value. Its widespread publication throughout Canada might be the means of rewinding many miles of red tape, whose immediate usefulness consists mainly in attracting the nimble wit of neighboring powers to deprecate such a vast expenditure on national bunting by a country that is old enough to know better.

THE BAIT ISSUE.

Judge Emmerson, of the Supreme Court, Newfoundland, was in Montreal the other day, and seen by a local newspaperman, gave it as his opinion that the bait question, which was bothering fisher folk in the colony, had been practically settled. He was in receipt of news from Newfoundland to the effect that Premier Bond had consented to withdraw the embargo which prevented fishermen from selling to the Americans, herrings, which they use for bait. According to what he said, it was quite likely that the modus vivendi would be renewed for another year and that in all probability the question of the fisheries would be settled permanently in the near future.

If such is the case the news will be welcome to those interested in Newfoundland trade, as what affects the fishermen has some effect upon all branches of trade in the colony. The matter of selling bait to the Americans does not amount to a great deal, as Judge Emmerson stated, in his idea about 150,000 barrels of herrings a year, which at $1.25 a barrel, would mean $187,500. But the bait issue, while small in itself, is a live question with the men who are practically the backbone of Newfoundland, and its importance should not be underestimated, and cannot be glossed over.

Central Canada Exhibition

Attractive Grocery Exhibits Well to the Fore—Great Ottawa Fair Arouses More Than Usual Interest—Grounds Are Being Enlarged and Beautified, But in Some Other Directions There is Still Room for Improvement—Some of the More Attractive Exhibits.

Once again the Central Canada Exhibition has come and gone. The fair opened September 16, to the public, and continued until the end of the week.

In many ways it was a great success, while in other respects some have found fault with it. The chief trouble seems to be the lack of up-to-date accommodation. People are crying out for a first-class grand stand; for the abolition of the shacks which spoil the appearance of the grounds; for well laid out walks and driveways, and the exhibitors want greater crowds.

The directors of the fair are gradually improving the grounds, and it is hoped that in a few years the exhibition grounds at Lansdowne Park will be as good as the best in Canada.

Another matter which is causing the directors some uneasiness is how to get and hold the crowds. Something is needed to bring the people to the fair. In many instances they appear to be losing interest in the fair, for some reason. Some of the speakers at the directors' luncheon, where business of the exhibition was discussed, suggested better amusement features at popular prices. Something like this is needed, for no matter how excellent the exhibits of the various manufacturers, the people will not come to see them alone.

The new Dairy Building was a centre of interest during the fair, and the daily demonstrations of butter making were watched with interest.

The Aberdeen Building was crowded with exhibits of manufacturers and a trip through it, day or evening, was certainly worth the price of admission in itself. Seldom does one find in one building such a variety of manufactured articles arranged so tastefully for display purposes.

Two very busy men during the exhibition were T. Cameron Bate, the treasurer, and E. McMahon, the secretary of the exhibition. Both these gentlemen during the annual exhibition devote practically the whole of their time to the interests of the fair, and its success is made possible by their efforts, backed up by a board of directors comprised of Ottawa's leading business men.

S. Vessot's Grinders.

Over in the machinery building there was a line which interested many grocers, that of S. Vessot & Co., who manufacture "Champion" grinders, for use in grinding grain, spices and coffees. They also manufacture "Joliette" grinders, which are of a more convenient size for the grocer. The latter is an eight-inch grinder, while the former range includes the eleven, thirteen and fifteen inch sizes. They can be run by any power. In connection with the grinders there was shown a 3-horse power gasoline engine, also known as the "Champion." This is manufactured by the Alamo Manufacturing Co., Hillsdale, Mich., for Wm. Gillespie, Toronto manager for S. Vessot & Co., and Canadian agent for the Alamo people. The engine mentioned in the foregoing is capable of grinding eight to ten bushels of mixed grain with the eight-inch "Joliette" grinder.

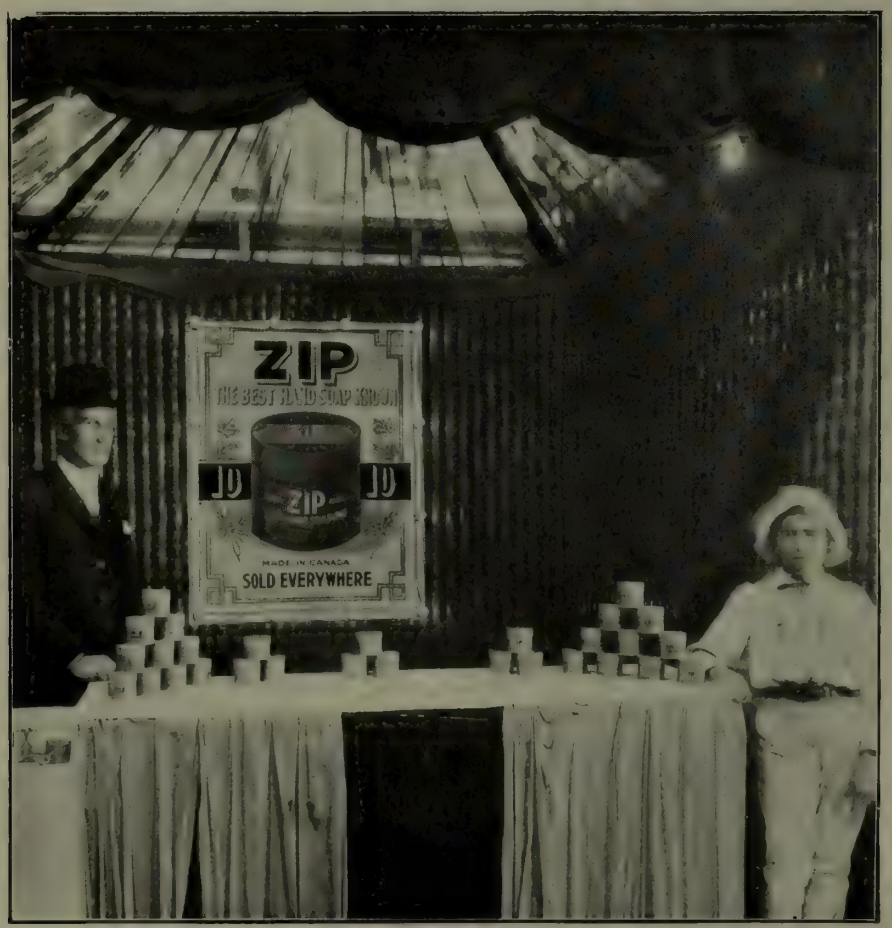
Central Canada Exhibition—Matthews Packing Co., Ltd.

Thomas J. Lipton.

In the cntre of the Aberdeen Pavilion there was one exhibit which visitors rarely passed without stopping, that of Thomas J. Lipton, whose food products possess a world wide fame. They include Lipton's Teas, Lipton's Coffees, Lipton's jams, jellies, marmalades, pickles and sauces. All these high class grocery specialties were neatly arranged. It was Lipton's Teas, however, that attracted one's attention most. Three Cingalee tea experts, who come direct from Lipton's tea plantations in Ceylon, as well as three lady demonstrators, were constantly serving visitors with dainty cups of Lipton's, the tea that pleases all who use it. As might be expected, sales of Lipton's teas, coffees and other lines were numerous every day. The entire exhibit was purchased by R. W. Forde, one of Ottawa's progressive grocers, who recognizes a good line when he sees it. A. E. Carson, Canadian manager for Thomas J. Lipton, with offices at 75 Front Street East, Toronto, was on hand during part of the week and his presence helped materially in maving Lipton's exhibit so successful.

Considerable interest is being aroused just now by the system of advertising which this company is using in the Canadian newspapers. Their "limerick" competitions are spreading the fame of Lipton's teas even wider than their former extensive campaigns have done. The firm certainly believe in the efficacy of good advertising, and to their extensive use of this in many ways is due, to a great extent, the largely increasing sales of goods. Many grocers in all parts of Canada, who a few years ago had never heard of Lipton or his goods, now carry extensive stocks of these and report that the business done with the goods is exceedingly satisfactory.

Central Canada Exhibition—Lipton's Teas.



Central Canada Exhibition—Zip, the Hand Soap.

Zip Hand Soap.

A new hand soap that interested visitors in the Main Building was Zip. The exhibit occupied a very attractive booth, arranged in such a manner that there certainly could be no doubt as to what the purpose of the display was—to let people know that there was a first-class, non-injurious hand soap, being made in Canada, by Canadians, for Canadians. Zip is an excellent preparation, put up in lithographed tins, which may be used without harming the most delicate skin. It removes grease, tar, ink stains, paint, oil, fruit stains, glue and other dirts, with a wonderful ease. Actual demonstrations of its good points were given daily, so that people could see for themselves that it was the real article for all cleansing purposes. For the short time it has been on the market, Zip has taken wonderfully well. Grocers find it a very satisfactory and profitable line to push, as the price—ten cents a large tin—is reasonable and popular. Hardware merchants and druggists are also pushing Zip. Mr. Boright was on hand during the entire week, explaining the composition of Zip and its various good points. He certainly let visitors know that his hand cleaner was: "Zip, the short name, at the short price."

The Dominion Government has placed a large order for Zip for use in the Public Works Department, Printing Bureau, Geological Survey, and other departments.

This, in itself, is particularly good evidence of the worthiness of this new product. "Zip" is bound to have a large market in Canada for it fills a want which has never before been satisfied.

Clean hands are desirable, no matter what position or occupation their possessor is engaged in. Heretofore there has not been a satisfactory solution to the dirty hand problem, but with "Zip" on the market there need be no further difficulty in this matter.

Ogilvie Flour Mills Company.

Nobody could fail to observe the beautiful exhibit made by the makers of Royal Household Flour, the Ogilvie Flour Mills Company, Montreal. Their booth was located in the centre of the Aberdeen Pavilion and had two sides facing the aisles. It was arranged on a greater and more magnificent scale than any other booth at the exhibition and there cannot be the slightest doubt but that it was a triumph in artistic arrangement; one can see that by a glance at the reproduction of the photograph. There were three arches on each side and two on each end, formed of barrels of Royal Household Flour. The space on the floor between the arches was used to display Royal Household in the various sized bags, while inside the booth tables were neatly arranged where patrons of the fair were served with dainty little luncheons consisting of bread and pastry made on the spot from Royal Household. A competent staff of lady demonstrators, in charge of H. Merrill, of the company's Montreal office, demonstrated throughout the fair the merits of Royal Household as a flour, which is the most satisfactory for either bread or pastry. The large sign in the middle of the booth told the tale very well: "Ogilvie's Royal Household is Equally Good for Bread and Pastry, and Best for Both." Considerable comment was caused by the nice arrangement of finest Manitoba hard wheat in sheaves around the booth. It is of this wheat, with a world wide fame for quality, that Royal Household is made. Some 30,000 cook books were given away during the exhibition. A. H. Mattice, whose offices are on Sussex St., is local agent for the company, and was on hand frequently. Demand for Royal Household has increased so much of late that the makers are at their wits' end to supply their customers from even their present large output of 15,000 barrels a day.

Central Canada Exhibition—Ogilvie Flour Mills.

Tobler's Swiss Milk Chocolate.

An interesting incident occurred during one day of the fair, which brought again into prominence Tobler's Swiss Milk Chocolate, for which Maclure & Langley, Toronto, are agents. Wriggling his way through the crowd before Tobler's one apiece, which they took off in delight. The manager, speaking of the incident, said: "We have fairly exploded the 'prophet has no honor in his own country' idea, in the last few minutes. The pretty compliments those two paid Tobler's chocolate made our advertise-

to give free samples, and to explain the process of manufacture. But that is no longer required. The merits of Tobler's Swiss milk chocolate are universally known and it is an established success in every town in Canada."

The eastern manager, J. G. Gordon,

Central Canada Exhibition—Tobler's Swiss Milk Chocolate.

beautiful display was seen a man bearing in his hands one of the firm's large show cards. He was followed by a woman, who proved to be his wife, and she also bore a large advertising placard. It developed upon inquiry that

ment writer look like the end boy of his class."

There was no need to inquire if this booth was having its share of attention. A steady business was being done which kept the several smart assistants

Montreal, was in attendance, and in reply to an inquiry stated that they were booked fully to the capacity of the Tobler Company. W. C. Scott is Ottawa agent, and was in charge. He reported bumper business in Ottawa.

Central Canada Exhibition—Maple Tree Producers' Association, Limited.

the couple had but recently arrived from Berne, Switzerland, where Tobler's chocolate is made, and, seeing the show cards with the picture of their native city, they had each pleaded so hard for a copy that the manager had given them

fully engaged. As for the popularity of Tobler's milk chocolate there was striking expression in the very little demonstration that was necessary. "A few years ago," said one of the firm's representatives, "it was necessary for us

Maple Tree Producers' Association.

One could not get past the booth of the Maple Tree Producers' Association, of Waterloo, Quebec, without stopping. Having heard so much about their lines of maple syrups and maple sugars, a person could not help but stop and examine, and see if they were really as pure as the management claims them to be. It was not necessary to do very much examining, however, to find that the maple sugar and maple syrups bearing the "Pride of Canada" and other labels of this company, were absolutely pure. Under the circumstances it would be difficult for the manufacturers to turn out an adulterated article. They are paying farmers a high price for their syrup, and with each delivery every farmer must hand over a signed certificate, showing that his syrup is absolutely pure. Considering the short time the products of the Maple Tree Producers' Association have been on the market, it is surprising to find them so popular. The cause must lie in the reliable purity and merit of the goods. M. F. Goddard, who is an expert in maple sugar and maple syrups, was there demonstrating their excellent quality.

Sherbrooke's Annual Fair

Dominion and Provincial Exhibition at Sherbrooke, Que., Held Under the Auspices of the Eastern Townships Agricultural Association, Scored a Great Success in Defiance of the Elements—New Buildings, Scenic Improvements and Enlarged Accommodation Attracted a Record Attendance—Some of the Displays.

In spite of bad weather, the Dominion and Provincial Exhibition, held at Sherbrooke, Que., September 2nd to 14th, by the Eastern Townships Agricultural Association, was a distinct success in every way. In keeping with the added importance this year of the exhibition, the directors made many improvements which were appreciated by the vast throngs. A new Arts Building, a new Dairy Building, and an enlarged and renovated grand stand greeted visitors. the history of the association, over 30,000 passing the turnstiles.

The Governor-General and suite, the Lieutenant-Governor, and many of the Dominion and provincial ministers visited the exhibition.

As usual, the Main Building, containing the various industrial displays, was the centre of attraction, and it was here that the displays were installed. Grocers and merchants undoubtedly profited from their visit to the exhibition.

The chief object of the show was the actual demonstration that Royal Household Flour (from Manitoba wheat) is the best flour for pastry and at the top of its class for bread—in fact, that only one flour is needed in the household.

Three ladies in the demonstration booth not only mixed Royal Household Flour, but on three ordinary gas stoves baked dainty and tasty cakes and pastry, which were served along with Suchard's Cocoa.

Dominion Exhibition, Sherbrooke, Que.—Ogilvie Flour Mills Co.'s Demonstra tion Booth.

In point of exhibits and general importance the exhibition ranks very high among the fairs on the continent.

Vaudeville attractions provided were of a high order, and each week saw a complete change of bill. The trotting and running races attracted a high class field and good contests resulted. The "Midway" concessions were all occupied by a clever bunch of fakirs.

The first week was interfered with by steady downpours of rain, but the attendance was good. The opening of the second week was attended with good weather and the Governor-General's Day witnesses the largest paid attendance in

Royal Household Flour.

As will be noted by the accompanying illustrations, the Ogilvie Flour Mills Co., Ltd., Montreal, had easily the largest and most attractive exhibit in the Main Building. The large display was practically in two sections, a large reception room and an immense demonstration booth. The policy of this concern is essentially one of co-operation with retailers, and during the exhibition weeks nothing was left undone. Their large electric sign on the grand stand, with 40 changes, was an outstanding feature of their general exhibit.

Their literature was of a high order and their cook books (of which 30,000 were distributed) were of great practical value. The cook book contains some 125 pages full of useful recipes.

Royal Household Flour is used on the table of the Prince of Wales. Each day's mill is subjected to a practical baking test. Their five mills have a total capacity for 15,000 barrels daily.

Royal Household Flour is known all over Canada, and not only over Canada, but widely in England and Europe, as the above-mentioned fact proves. This favored publicity has arisen from the sterling quality of the product. Indeed,

Dominion Exhibition, Sherbrooke, Que.—Ogilvie Flour Mills Co.'s Reception Room.

this flour has proved itself a remarkably good advertisement for Canada and her general resources.

H. Merrill, of the Montreal sales department, and D. O. Pease, the district agent, were in charge. Col. Labelle, the manager of the firm, spent one day at the exhibition.

The silver medal, given by Henry Birks & Sons, Montreal, for the best exhibit in the Main Building, was awarded the Ogilvie Flour Mills Co.

Maple Tree Producers' Association.

In keeping with their progressive policy of advertising, for the direct benefit of their customers, the Maple Tree Producers' Association Co., Ltd., of Waterloo, Quebec, made a good display of their pure maple sugar, maple syrup and confections. They had a spacious booth in the Main Building, at one of the entrances, and also had special prize exhibits in the new Arts Building. M. F. Goddard, the manager, had also a private exhibit from his own farm in the Arts Building. The general exhibit of sugar products, turned out by his own household, was awarded first prize, and the silver medal, while the Maple Tree Producers' Display was given second prize.

Dominion Exhibition, Sherbrooke, Que. —Maple Tree Producers' Assn. Booth.

This firm, perhaps the largest of its kind in Canada, aims at purity, and no adulterated or compound goods are turned out. This policy is appreciated by discriminating retailers and the public generally. Their trade mark, "Pride of Canada," is the synonym of purity and the standard of excellence in maple products. Their lines are especially popular in Ontario and the west, and will shortly be marketed in the Maritime Provinces. Quebec Province is rapidly recognizing the merit of pure goods. Everything in connertion with their manufacture is first-class, and all lines are attractively put up.

Maple products, sugar and syrup, are goods for which Canada has been noted for years. Latterly, however, adulteration and substitution have been resorted to to such an extent that the public has become tired, and it has been almost impossible to procure maple products which were satisfactory in flavor. To obviate this condition, the Maple Tree Producers' Association have control of their own sugar bush, and by this and other methods are able to guarantee the absolute purity and satisfaction of their goods. The flavor of their syrup and sugar is exactly that which our grandfathers used to enjoy in the old days of early Canada, and the quality is even better than it was then, for cleaner and improved methods are used.

Packard's Dressings.

L. H. Packard & Co., Ltd., Montreal, made an attractive showing of their various polishes and shoe accessories in the Main Building. The exhibit evidently served to introduce their lines to a large number of new consumers in the Eastern Townships.

Special efforts were made in introducing Black-O, French Glycerine, and their combination shoe dressings. A sample size of Black-O was sold at five cents and with each purchase was given a fan, advertising blotters and an interesting novelty in the shape of a drummer.

J. W. Strike, advertising manager of the firm, was in charge of the booth and their hustling Eastern Townships representative, J. B. Crochier, did a thriving business.

Noxie—Kola.

The Crystal Springs Bottling Works, Waterloo, Que., of which F. B. Perkins is the proprietor, had the much coveted centre space in the Main Building, and assuredly made an attractive display of their specialty, Noxie-Kola, and many other drinks turned out by the firm. Mr. Perkins is certainly a forcible advertiser, and Noxie-Kola was largely distributed. Post cards, their advertising wagon, 5,000 free tickets redeemed by a drink of Noxie-Kola, were among the features. The eight attendants at this large booth were kept busy, and undoubtedly Noxie-Kola increased its prestige in the district.

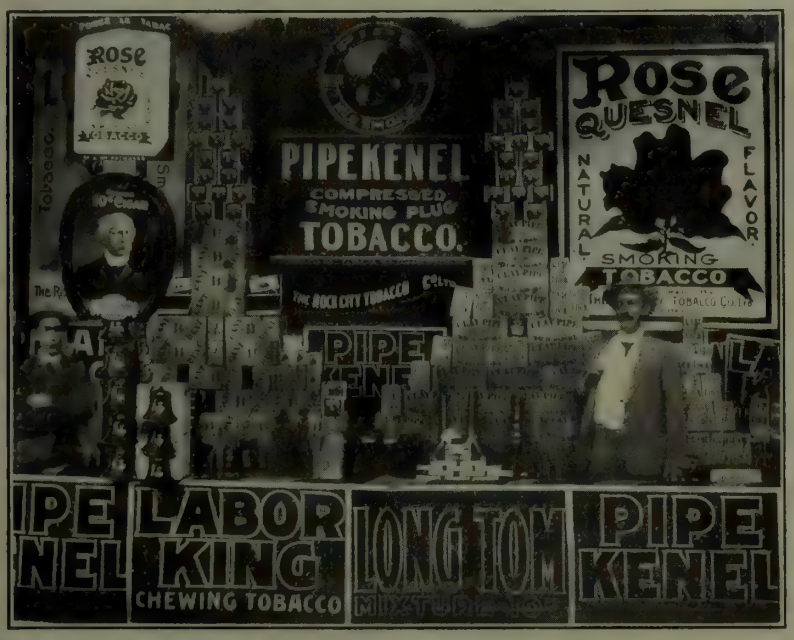
Noxie-Kola has the taste that cries for more, and is exceedingly refreshing and invigorating. It is made from the purest of spring water and the formula contains sarsaparilla, gentian, dandelion, kola, yellow dock, wintergreen, burdock, black cherry and black birch. Noxie-Kola is patented and registered.

Dominion Exhibition, Sherbrooke, Que. —Booth of L. H. Packard & Co., Montreal.

The concern is only some two years in existence, (Mr. Perkins at that time giving up his outside interests to manufacture Noxie-Kola), but several additions have been made to the factory and the staff is now very large.

Noxie-Kola is well distributed in Quebec Province and in many sections of the Maritime Provinces. The facilities are now large enough to permit of further expansion, and the western markets will be covered shortly.

T. A. Bourque & Co., Sherbrooke, distributors in their section, are doing a thriving business. Bauld Bros., Ltd., Halifax, are the agents for Noxie-Kola in Nova Scotia, and Alex. Porter, St. John, is the representative in New Brunswick.



Dominion Exhibition, Sherbrooke, Que.—Exhibit of the Rock City Tobacco Co., Quebec.

Exhibition Notes.

Alex. Ames, pork packer, Sherbrooke, President of the Dominion Exhibition, worked hard to keep everything running smoothly.

* * *

Lowney's and Baker's confections were displayed in large booths.

* * *

The Zip Mfg. Co., Sutton, Que., had a good showing of their Zip special soap.

* * *

"Royal Sport" and "Hogen Mogen" cigars, made by the Sherbrooke Cigar Co., were well displayed throughout the city, and, literally, in every man's mouth.

* * *

Starlight Plug tobacco had an elaborate showing in the Main Building.

* * *

Lincoln Beachey and his successful airship flights was the outstanding feature of the numerous attractions.

Rock City Tobacco Display.

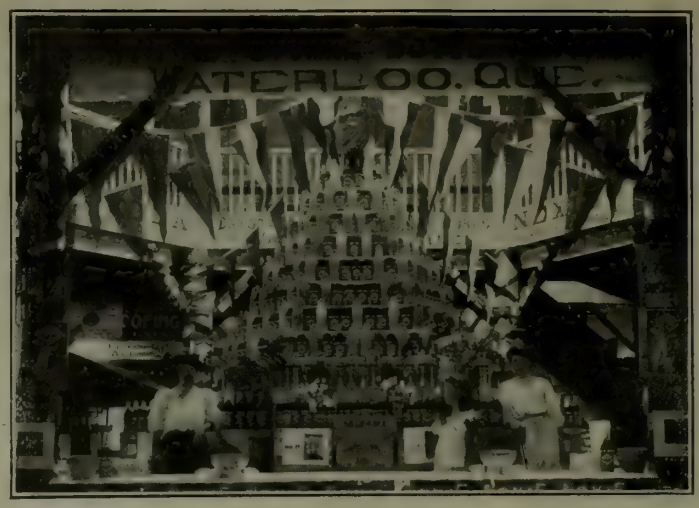
One of the most interesting displays for men in the Main Building was the general exhibit of the various brands of the Rock City Tobacco Co., Ltd., Quebec. C. S. Milette, their Eastern Townships representative, who had charge of the display, made a creditable showing.

This firm, which is expanding in size very rapidly, as a result of honest goods and energetic co-operation with retailers, showed an extensive line of their smoking and chewing tobacco, cigars and cigarettes. In fact, every form of tobacco was displayed.

Among the smoking mixtures were noted the following brands: "Rose Quesnel," "Long Tom," "Master Mason," "Pipe Kennel" and "Clay Pipe."

Foremost among the chewing brands were "Can't B Beat," a 16 oz. plug; "Britannia," "Maple Sugar," and "Labor King." The popular "Sir Wilfrid Laurier," a ten cent retailer, and "Check," a five cent cigar, had plenty of space, and "Sweet Rose," "Polo" and "Mayflower" cigarettes were not neglected.

The exhibit, as may be seen from the accompanying photograph, was made up of boxes and tins of the various lines of the firm's product, and this was added to by several posters and wall hangers, lithographed in striking colors, which the firm use in their regular advertising. These covered the front of the booth and also added to the wall decorations at the rear.



Dominion Exhibition, Sherbrooke, Que.—Exhibit of the Crystal Springs Bottling Works.

THE FRUIT CROP OUTLOOK IN THE OLD COUNTRY

By P. B. Ball, Commereial Agent.

The season of the year has now come when a fair indication of the fruit crop of Great Britain can be given. From all indications the apple crop of Great Britain will be very light, one county probably excepted, Somerset, where they are looking forward to a fair crop, but for the purpose of manufacturing cider mostly.

From all I can hear, the apple crop in Canada promises to be good, and I can only still further follow out my advice to apple shippers to exercise even greater care than usual in the packing and shipping. I have followed up very closely the different shippers from Canada, and it is strange that year after year certain men always ship only first-class stuff, and very few complaints are made. On the other hand, year after year we see the same names appearing on poor quality and careless packing. I think, however, that the latter cases show the amateur shipper and speculator more than the careful professional. If our Canadian shippers would only see the foolishness of making careless shipments, it would certainly pay them much better. It costs as much to ship a barrel of poorly packed and badly assorted apples to Great Britain, as it does to ship a barrel of the best, and the average made by the poor article brings the price obtained down tremendously. Some firms have such a good name that no trouble is experienced in obtaining top prices; but the whole system of shipping to this side of the water I do not think is good.

I think that more direct shipments should be made. The filling up of Liverpool and London with no great care exercised as to quantities or regularity of shipments, allows the fruit broker to practically have command. I am glad to see that more attention is being paid to this district this year. Some large contracts have been made for direct shipments into this centre, which is one of the largest users in Great Britain: but the wholesale fruit men hitherto have been obliged to go to the larger shipping ports and buy their goods at auction.

From time to time I have received inquiries from Canada for direct shipments, and have put people into communication; but I regret to say that in several cases it has not been at all satisfactory. The sellers in Canada have their money and goods are not shipped either in quality or quantity as purchased, and in some cases lawsuits have followed, which, to say the least of it, is a very expensive and very unsatisfactory way of settling matters of the kind.

Plums will be very plentiful here this year. Still, as that does not interfere with anything in the matter of Canadian shipping, it may not interest our people. I believe a very large business could be done with plum pulp to the jam makers here even though the crop may be large in this country.

I should like to see an effort made to ship pears in larger quantities from Canada. What have been shipped are very much liked; but what really is required in this country in pears is a smaller size. All fruit is sold by the pound weight, and a pear running five or six to the pound would bring a much larger price than those usually shipped from Canada, namely, two or three to the pound.

ENLARGING PREMISES.

Purnell, Webb & Co., of Bristol, advise us that they have recently purchased the vinegar brewery and business of Panter, Woodward & Co., of the same city. The largely increasing home and export trade have made it necessary for Purnell, Webb & Co. to acquire larger premises, capable of extension. In combining the businesses of the two companies the trade name will undergo a change and the style hereafter will be: "Purnell & Panter." Many structural alterations and improvements are being carried out at both breweries, and the manufacture of pure malt vinegars, sauces and pickles goes on apace.

A model sauce and pickle factory has just been completed.

MECHANICAL TEA PLUCKER.

Consul-General W. H. Michael advises that the tea planters of India are calling attention to the need of a machine to pluck tea leaves, and he seems to think that an invention of this kind would help the planter quite as much as the mechanical cultivator, concerning which he made a recent report. He writes from Calcutta:

Such an invention, it is claimed, would not only help to solve the labor question, but would remove the serious objection of having each leaf handled by the coolie. The great objection to green tea is that while soaking wet it is handled and rehandled by the coolie, whose hands are never clean and not always free from sores. A machine for plucking would be a step toward cleanliness and hygiene, and a machine for mixing tea intended for "greening" would be another step in the right direction. Yankee inventive genius could solve all three problems within a short time if it were brought into relation with tea cultivating, plucking, and making. If the American inventor should be unable to visit India, he might visit the tea gardens at Summerville, S.C., and get an idea of tea culture. He should bear in mind, however, that the ground on which tea is grown in India is not level like that at Summerville.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Beans—Advanced.
Peas—Higher.
Raisins—Firmer.
Currants—Stronger market.
Dairy Produce—Advances.

Montreal, Oct. 3.—Fall trade is opening up well, though prices on many lines are anything but attractive to the retailer. Still, there is no help for them, and as it is a case of take or leave the goods, the grocer has to buy and pay the price.

And still the canned goods prices are not out! Tomatoes and corn and the late fruits should have been quoted by this time, but so far no lists have made their appearance. That all fruits, as well as the two vegetable lines mentioned, will be high, is a certainty. Just how much of an advance there will be dealers are waiting for the new prices to see. Teas continue very strong, with advances in greens. Valencia raisins are up in the primary market, and the tone, locally, is firm. Currants are also stronger. Sugar and molasses are quiet. Beans and peas are very strong, prices having been put up considerably. Even at the new figures it is very often difficult to obtain deliveries. Evaporated apples are slow, owing to the high prices asked. Those who will have new crop goods are asking prices only ⅜c below the present quotation. At such figures business is likely to be very slight. Dairy produce continues to advance, butter, cheese and eggs all being higher this week, while in some lines there is a marked scarcity which is causing alarm in certain quarters.

Collections are average.

SUGAR—Sugar is not now selling in such large quantities as it has been for the past few weeks. Small fruits are gradually being closed out by the cold weather, and less preserving is being done as the season advances, so that the call for sugar is not so brisk. The market is featureless.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUP AND MOLASSES—Corn syrups are selling very freely in every part of the country. The season for them has now set in, and as winter comes on there will be greater demand than ever. Molasses is quiet.

Barbadoes, in puncheons	0 27 0 32
" " fancy	0 32½ 0 33½
" " extra fancy	0 35
" in barrels	0 31½ 0 33½
" in half-barrels	0 34
New Orleans	0 29 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 04½
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

TEA—Ceylon greens have advanced a farthing since last report, and China greens, Young Hysons, have gone up 1½c. All green teas are firmly held, stocks being none too heavy and demand brisk. Japans are firmer than ever, and stocks as small as usual. The length of time which has elapsed since the taking of some orders for Japans, orders that are not yet filled, illustrates the situation as well as it is possible to do. That there will be no cheap teas later on now seems an assured fact, and grocers desirous of securing teas at a price that will permit them to go on retailing tea at their present figures, had better "get in" right away.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 32
Medium	0 23 0 25
Good common	0 20 0 22
Common	0 19 0 20
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 17 0 20½
India—Pekoe Souchongs	0 16½ 0 18
Ceylon green—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Oct. 3.

BUTTER—Market steady. Business fair at old prices.

CHEESE—Trade slight. Prices hold firm.

EGGS—Market unchanged.

PROVISIONS—Tone of market about the same. Prices have not changed.

COFFEES—The situation is unchanged.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 08½ 0 09
Santos	0 09½ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS AND NUTS—Since last report there has been a decidedly firmer feeling in currants. Orders are pouring into Greece from all quarters, while on this side of the water spot stocks are pretty well cleaned up. Quotations to-day are 3s. above the lowest point. Late advices quote Amalias, for shipment first half October, 21s. Valencia raisins are up 2s. Reports received tell of rains and heavy floods in Spain, particularly in the Malaga district. Then, demand for Valencias being strong, the market has been toned up very much, and to-day the feeling is anything but weak. New figs are on offer to-day at prices equal to about 10c to 10½c to the retailer. The stock is particularly fine. The high prices asked are due to the fact that the goods are the first to arrive, having reached New York by express steamer. Latest advices from California are none too encouraging. There have been rains out there, and as a result some immature fruit has found its way upon the market. The shortage of cars is affecting shipments sorely. California raisins, loose, will be shipped east considerably later than last year. Prunes held locally are all old stock and high prices are asked. There seems to be no likelihood of any new crop being received for a long time yet. California raisins, December shipment, are ½c easier. The new pure food law in the States is causing the American Packers in California some trouble. As a result of it they have had to restamp some 20,000,000 raisin cartons, at the outlay of a great amount of money. It has hurt the American trade also in making deliveries a month or six weeks later than usual. The Canadian trade is not at all affected by the restamping trouble. New prices on Tarragona almonds are from 12c to 12½c. Other nuts have not changed since last report.

Valencia Raisins—	
Fine off-stalk, per lb	0 06½
Selected, per lb	0 07
Layers, "	0 07½
Dates—	
Halloweens, per lb	0 04
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 30
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ¼'s	1 50
California Raisins—	
Fancy seeded 1-lb pkgs	013
Choice seeded, 1-lb. pkgs	0 12 0 13
Loose muscatels 3 crown	0 10½ 0 10½
" " 4 crown	0 11½ 0 11

Prunes—	per lb.
30-40s	
40-50s	
50-60s	0 08½ 0 09
60-70s	0 08½
70-80s	0 07½
80-90s	0 07½
90-100s	0 06½
Oregon prunes (Italian style), 40-50s	0 07
" " 50-60s	0 07½
Oregon prunes (French style), 60-70s	0 07
" " 90-100s	0 06½
" " 100-120s	0 05 0 04½

Currants—	
Filiatras, uncleaned, barrels	0 07½ 0 08
Fine Filiatras, per lb., in cases	0 07½
" " cleaned	0 07½
" " in 1-lb cartons	0 08
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 08 0 08½
" 1 lb. packages	0 08
Sultana Raisins—	
Sultana raisins, per lb	0 11 0 13
" " 1-lb cartons	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb	0 15 0 20
" stuffed figs, " " box	0 25 0 30

SPICES—Fair business for the season is being transacted at unchanged prices.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

EVAPORATED APPLES—Nominal prices continue 10c. The lowest quotations heard of for new crop range run about 9½c.

BEANS—Beans and peas are both exceedingly scarce, and prices have advanced. At quotations given below it is not always possible to secure delivery of small orders, while firms requiring large lots are experiencing the greatest difficulty in securing stocks.

Choice prime beans	1 65	1 75
Soup peas, whole, bag 2 bushel	2 50	2 60

MAPLE PRODUCTS—Purely nominal prices continue:

Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 08½
Pure County per lb	0 09	0 09½

RICE AND TAPIOCA—There has been no change in the rice situation, while tapioca continues on the old basis.

B rice, in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 7½	0 08

CANNED GOODS

MONTREAL—That canned fruits will be much higher than last year now seems positive. Plums and the other varieties show every probability of being quoted at figures which will make last year's prices look cheap. Some wholesalers are wondering when they are going to receive stocks of canned goods. Many of them have not yet received a case of raspberries, strawberries, pears, peaches, or any other lines—and here the first days of October are past. Tomato and corn prices have not yet been made public, though it is understood shipments are being made of both lines. Some particularly fine Fraser river sockeye salmon has made its appearance in Montreal this week and is remarked upon as being of very fine quality.

TORONTO—Toronto is awaiting with some anxiety the long-expected announcements by the canners of prices for the corn and tomato packs. In fact, the prices seem to be bothering them more than the probable percentage of deliveries, which latter, from past and present reports from all sources, seem not likely to exceed 50.

Conditions in the States do not seem to be much better. A Maryland firm, in their weekly review of the situation, say:

"Freak weather, freak conditions, freak prices and we might say, freak tomatoes! The weather has been of various variety during the past week; everybody's taste might have been suited, if a day's sample would satisfy. Saturday, the 21st, the thermometer in the nineties, oppressively hot, looked like all tomatoes would ripen at the same time and everybody would have three times as many tomatoes as they would have help and canning capacity to handle. Sunday it rained; Monday morning it rained harder, in the afternoon it deluged; everything flooded, no tomatoes packed that day, and even the next, as the fields were too soft for pickers, and teams to haul the tomatoes from the field were liable to be stuck in the mud. This was followed by cooler weather and Thursday morning, the 26th, a slight frost, with the thermometer 41. Overcoats were necessary and fires were started and everybody commenced to feel that the packing season of 1907 was near its end.

"Instead of 36 days, which is the normal packing season, the average packer has made 18 days, with a possibility of say five or six days more at the most, and while every effort has been made to accomplish as much as possible in the unusually short duration of time, there is a strong indication for a short pack; otherwise, offerings would be more numerous; some packers have not yet caught up with their future orders; others have about 10 to 15 per cent. packed over their future sales, and yet there is an unprecedented inquiry, demand and buying whenever possible to obtain at full prices; whether the rain acted as a check upon what some called a declining market, or just what condition affected the buyer, nevertheless, there has been a steady demand from all sections of the country for tomatoes, as fast as they were offered and the market showed no decline during the glut season.

"The heavy storm the first of the week has damaged corn considerably, and in some cases the fields are matted with stocks so badly twisted that the expense of pulling is twice as much as it should be. After corn has laid in this position for a given time, the quality is seriously affected, as a result of this condition and also the low temperature referred to. Packers have advanced their prices on Shoe Peg and Maine Style 5 cents per dozen since our last advices."

ONTARIO MARKETS.

POINTERS—

Canned Goods—New prices anxiously awaited.

Tea—All stocks low.

Sugar—Steady.

Potatoes—Poor outlook in Montreal.

Currants—Advanced 2s.

Toronto, Oct. 4.—The wholesale grocery markets have been quiet for the week under review, and many lines which hitherto have been showing considerable activity are now commencing to move out more slowly. Sugar is one of these. The preserving season being now well on toward its close, this staple is feeling the effect of the general depression in consumption, and within a week or two will probably be only in nominal demand till Christmas comes round to relieve the situation. Stocks of teas are getting into small compass, and no more Japans have yet arrived. Canned goods are about unchanged, as regards the general situation. Prices on tomatoes and corn are being awaited with interest by the trade, but the feeling is for high prices and short deliveries. Currants have advanced another 2s. on the primary market, but the demand for sound fruit continues very strong. It is said that California raisins may be considerably delayed in reaching this market, owing to rains in that country and lack of adequate transportation.

SUGAR—The demand for refined is not so heavy as it has been for some weeks past. This is attributable to the closing in of the preserving season, green tomatoes and peaches being about the only two lines now left for the housewife to put up. Prices locally remain about steady, with Acadia still 10c below the quotations given herewith. Steadiness also has characterized the New York refined market during the past week.

The situation in raws is unchanged. Information is to hand that the American Sugar Refining Co. bought two months ago something in the neighborhood of 6,500 tons of Philippine Island sugar. Four thousand tons of this passed Gibraltar on Sept. 13.

Willett & Gray say of raws: "During the week under review the raw sugar market has remained unchanged. The few sugars offered have been readily taken by refiners and more could have been sold at the current quotations which are 2 9-16c c. & f. for 95 degree test centrifugals and 3.95c duty paid for 96 degree test.

"Two cargoes of Javas afloat were taken at practically 10s. 6d. c. f. & i., being the equivalent of 3.98c per lb. duty paid, basis 96 degree test. Another cargo just arrived at port of call which could not be sold here at 10s. 6d. c. f. & i. has been ordered to the United Kingdom, thus disposing of all cargoes which will be due to arrive within three or four weeks.

"Javas for September-October shipment are held at 10s. 4½d. c. & f., equal to 3.98c per lb. duty paid. The forward supplies of Javas afloat to the United States amount to 180,000 tons and excluding all vessels known to be going to Europe.

"From present outlook the shortage in certain growing cane crops, particularly Cuba, will be about offset by increase in other crops available for the United States, say Louisiana and Java.

"It is now sufficiently evident that the Cuba crop will mature later than usual this season and amount to less than last year's crop, but it is too early yet for valuable estimates. More rain is wanted constantly at this season than Cuba is receiving thus far.

"It is now sufficiently evident that the Cuba crop will mature later than usual this season and amount to less than last year's crop but it is too early yet for valuable estimates. More rain is wanted constantly at this season than Cuba is receiving thus far.

"Mr. Licht reports the weather very favorable for the maturing beet crops of Europe, which is important, as upon the weather at this season will depend the maximum or minimum crop to the extent of some 400,000 tons, more or less, in outturn.

"Under no conditions is the crop estimated to exceed last year's."

Paris lumps, in 50-lb. boxes		5 15
" in 100-lb. "	4 85	5 05
St. Lawrence granulated, barrels		4 50
Redpath's granulated		4 50
Acadia granulated		4 45
Berlin granulated		4 40
Phoenix		4 45
Bright coffee		4 40
No. 3 yellow		4 30
No. 2 "		4 20
No. 1 "		4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

TEA—The London market is strong, with demand chiefly in evidence for the lower grades and good to fine teas, medium grades, are not much in request. Locally, stocks are getting into small compass, especially the cheapest grades, which are now exceedingly difficult to obtain in any quantity.

Mail advices from London say of the situation there:

"A healthy tone has again marked the week's sales and demand for good liquoring teas continues to improve, the only weak spot in the market being the comparatively cheap medium kinds from 7d. to 7½d. per lb. A feature has been the competition from country and export buyers, who have come in freely, with satisfactory results to sellers in many instances. Common leaf has been in undiminished enquiry, and with a few shipping orders for low-priced Indians, rather less has been obtainable at 6½d. than last week.

"Cabled advices from Calcutta report an increase manufactured to date of 3¼ million lbs., but as outside markets have already taken about 8 millions more than a year ago, the quantity available for the United Kingdom is likely to be some 4¾ millions less. It seems as if this quantity would scarcely fulfil requirements, for although Ceylon shipments continue rather ahead of last year, an improvement in re-export trade—by no means improbable—would speedily create a shortage in supplies."

COFFEE—The market locally is quiet and unchanged. Willett & Gray, New York, say:

"The crop reports received here about the second flowering in the Rio, as well as the Santos, regions, are unfavorable, and the hopes are now based upon the results which may be shown in October. As regards the Santos prospects, the poor flowering, apart from other reasons, is consequent upon the exhaustion of the trees and the soil.

"The movement of the current crop continues to be much smaller than that of similar crops during the past eight or nine years, and now points to a maximum of 5,000,000 bags in Santos, besides 1,500,000 bags to 2,000,000 bags left over from the previous crop, and about 3,500,000 bags in Rio. The valorization scheme and financing of the Government consignments would never have been accepted by the syndicate of merchants last year unless just such an outturn as is now apparent was expected.

"The new feature in connection with valorization is that Messrs. N. M. Rothchilds & Sons, of London, have accepted the loan of three millions pounds sterling from the Federal Government of Brazil for valorization purposes. It is ascertained that the exchequer loan made by the Government of San Paulo, and issued at 93 last December, is now selling at 96. Considering the innumerable attacks on the standing and credit of the San Paulo Government, the present quotation for the exchequer loan furnishes a flat contradiction to all the derogatory statements so freely indulged in by the opponents of valorization.

"The consuming trade is buying as little coffee as possible, but this policy insures a very sound market and this, together with continued unfavorable conditions for the growing crop, will likely bring a change of views concerning the market, with interior dealers so sparingly supplied."

SYRUPS AAD MOLASSES—There is an active demand for corn syrup in a retail way, and wholesalers report good sales to their customers. The latter, however, are now about stocked up with their requirements. Molasses is quiet. Prices, as a whole, are unchanged.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

DRIED FRUITS—Currants advanced 2s in Greece on Sept. 26th, and since that time the market has been very firm and in an excited condition. The markets for sound fruit is very strong, however, and all indications point to a continuance of these conditions.

Valencia raisins have advanced on the primary market, owing to the available fruit being insufficient for present requirements. Prices for prompt shipment are from 1s to 2s higher.

Sultana raisins advanced 1s on Oct. 1st. This makes a rise of 2s within the last two weeks. Cables from Malaga state that the recent heavy rains there will have the effect of advancing prices on Malaga raisins.

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25

Maple syrup—	
Gallons 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

	Per lb		Per lb
Prunes, Santa Clara—			
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07½
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 03½ 0 03½		
Bag Figs	0 04½ 0 05		
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½0 lb
" Fancy	
" Extra fancy	
Valencias, selected old	0 05
Valencias, new	0 07½ 0 08
Australian	0 08½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz. packets, choice	0 11
" 12 oz. " "	0 09

Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairs	0 04	" choice	0 08½
Domestic evaporated apples	0 09		0 09½

NUTS—Cable advices announce an advance on Grenoble walnuts of 2 francs per 100 kilos, and state further that the crop will be very short. The local situation is unchanged.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 32	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11

SPICES—The trade has been disappointed in the spice business this season. Comparatively small quantities have been sold, due probably to the shortage in most fruits and vegetables.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon		0 35
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 19	0 25
Allspice	0 20	0 22
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

RICE AND TAPIOCA—Demand for medium pearl tapioca is strong. Prices are unchanged.

	Per lb.	
Rice, stand. B	0 03¾	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 06
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 08	0 08½
Carolina rice		0 10
Tapioca, medium pearl		0 08

EVAPORATED APPLES — Prospects are gloomy. The apple crop is poor and of small size, and higher prices will probably rule in evaporateds when the new crop is put on the market. Present quotations as under:

Evaporated Apples	0 10

BEANS—Beans are going to be a short crop, if the majority of current reports are to be believed. High prices are looked for by all wholesalers.

Beans, hand picked, per bush	1 75	1 80
" prime No. 1 "	1 75	1 80
" Lima, per lb		0 07

HIDES AND WOOL—The outlook is somewhat dismal for the tanners, a fair proportion of whom have temporarily closed down their plants. Inspected hides are ½c lower in Nos. 1 and 2. Lamb skins have advanced 5 cents.

Hides, inspected, cows and steers, No. 1	0 07½
" " " No. 2	0 06½
Country hides, flat, per lb., cured	0 06
Calf skins, No. 1, city	0 12
" " No. 1, country	0 11
Lamb skins	0 65 0 70
Horse hides, No. 1	2 75 3 00
Rendered tallow, per lb	0 05½ 0 06
Pulled wools, super, per lb	0 23
" " extra	0 25
Horse hair, per lb	0 28 0 30
Wool, unwashed	0 12 0 13
" washed	0 22 0 23
" rejections	0 16

TRADE NOTES.

P. Laterreur & Co., general store, L'Anse au Beaufils, Quebec, has assigned to V. E. Paradis.

The business of the late W. Verville, grocer, of Ignace, Ont., has been assigned to Robert Fair.

The stock of the W. H. Steele Co., tobacconists, Toronto, has been sold to Andrew Wilson & Co.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, - Winnipeg
Correspondence Solicited

Select Valencias

The country is practically bare of Valencias at present. Anticipating this situation we have brought on a small quantity of Selects to tide things over until the larger shipments arrive about the 1st November or perhaps later. The price we offer at is quite moderate considering that we now have the fruit here, ready for delivery, and the quality is of the best.

Finest Select Valencias

6 1/2

for immediate shipment.

H. P. ECKARDT & CO.

Wholesale Grocers,

Cor. Front and Scott Sts.,

TORONTO

The Special Fall Number

of The

Canadian Grocer

Will be Issued on October 18th

Besides the features of the regular issues, it will contain articles of particularly special interest to the trade.

It will be profusely illustrated and will be a particularly handsome number in a special colored cover.

As an advertising medium, it will be a great business-bringer, for one reason, because its circulation will cover every dealer in the trade in Canada.

WATCH FOR IT

Packers!

The Government insists upon pure food and sanitary factories.

Commence right by using clean, sanitary cans, the kind that is to be depended upon, made by

ACME CAN WORKS
Montreal

You can improve your pack still more by using ***Cans*** made of ***extra coated tin plate.*** Cost is a little greater, but the quality is there, indisputable evidence that it is worth while. In the long run the best pays.

Secure the best. In this case, ***Acme Cans, extra coated tin plate,*** are the best.

Do not experiment.

There is More

Gold Standard

BAKING POWDER

sold in Western Canada than any other one brand. And there are reasons for this—good ones. The first is GUARANTEED quality; the second, our advertising; and lastly, the large percentage of profit you (the dealer) make by selling it. Let us tell you about our plan, and how we help you sell GOLD Standard Products.

THE CODVILLE COMPANY, Limited
WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Short Roll Bacon

We can offer you a very fine line in the above goods. Sweet, sugar cured, no bones; splendid goods for either slicing or selling whole.

All goods government inspected.

F. W. FEARMAN CO. Limited
HAMILTON

It Cannot be Denied

that the packing house from which comes the famous

CORONA HAM AND BACON

is a model of cleanliness. Neither can it be denied that every animal used is perfectly sound and healthy. These facts, combined with our own particular method of curing, naturally produce hams and bacon of a quality which create a constant demand.

REMEMBER WE HAVE NO RETAIL STORES
We aid the retailer—not compete with him.

The Montreal Packing Co. LIMITED
MONTREAL, P.Q.

If You Want Trade

of the very highest grade, be sure that you handle provisions of the very first quality. "First Quality" is synonomous with

"Ryan Brand"

No Grocer who stocks Ryan Brand ever has the slightest cause to regret it, either in the matter of **his profits** or upon any other consideration.

We have something to say to you about Ryan Profits.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Once more there has been an increase in cheese prices, though the flight of figures last week has not been to a greater extent than ¼c. This, on the average, is the increase. Strangely enough, business seems to be very brisk at the higher prices, demand from the other side showing some improvement over past weeks.

Dealers in Montreal have been asking for finest Ontarios sometimes as much as 13c, against 12⅞c, which was last week's highest figure. It is not always possible to obtain 13c., and in order to surmount the difficulty they have been known to accept prices ranging from 12¾c. to 12⅞c., though, to be sure, there is not a great deal of difference between the highest quotation and the figure last quoted. In cheese, however, ⅛c. one way or the other in the price has been the effect of a sale or the lack of one many a time.

During the past while the make cannot be said to have been large by any means, the supply has been fairly good, but it has not been up to the standard quantity, and were demand from the other side as great as it was at this time a year ago, no one knows where the cheese to fill orders would come from.

Altogether, according to some estimates, there are not more than 400,000 boxes of cheese in Canada, of which quantity three-quarters would be held in Montreal. Such an estimate, however, is only an estimate, as it is extremely difficult to arrive at the stocks held by the larger firms who make use of their great warehouses, and consequently make it impossible for one to estimate correctly their holdings outside of public warehouse. The only way one can form any idea as to the stocks held in the country is by comparison of receipt and shipment figures, and these are none too reliable to base calculations upon.

Not by any means helping to increase the make is the tendency of some operators to go into butter, attracted by the high prices. This does not help the cheese situation any, but tends to make supplies shorter and eventually firm up the market still more.

As has been remarked, Old Country buyers are displaying a little more interest in the Canadian situation, though they are not anxious to buy very freely at present prices. Stocks of Canadian cheese held on the other side are necessarily light, and if they wish to replenish them dealers must pay the price or do without, for at the moment there seems little possibility of a decline.

Receipts of cheese last week were 74,492 boxes, against 67,641 boxes the previous week, and 96,361 boxes the same week in 1906. Total receipts since May 1 amount to 1,639,043 boxes, against 1,807,941 boxes for the same period last year. Last week 74,438 boxes of cheese were exported, against 59,520 boxes the previous week, and 119,678 boxes the same week in 1906. Since May 1 shipments have been 1,447,808 boxes, against 1,681,402 boxes for the same period last year.

Butter prices have been fluttering since last report, but there has been no actual change in the quotations, which remain, for Townships creamery, 26c.; Quebec creamery, 25½c., and sometimes 26c. These prices are for late make butter, but rarely do dealers let go their holdings of early make at figures which are much below these.

In the trade the feeling is that the present high prices are just as likely as not to be maintained, and it is possible that next week's quotations for this week's make will be even higher. Receipts are none too large, though the fact that some cheese factories are now going in for butter, as mentioned in the foregoing, will help matters more or less. The number of those changing their product is not great, however. Some weeks lately receipts have fallen 50 per cent. below last year. The optimistic dealers expect to witness a slight increase in the make shortly.

Some find that demand locally, where all business has been done this season, has fallen off greatly during the past week or ten days, owing to the high prices. For one thing, retailers are not as anxious to take hold in large lots, in the event of there being a decline, which would mean a loss for them. The tendency seems to be to wait and watch the future.

Better offers are being made from the other side, as much as 24c. being cabled. This figure, of course, does not interest Canadian holders, and until English houses come up to our ideas they are not likely to transact much business with Canada, especially as there is an idea in the trade here that we have no butter to spare. Dairy is very firm, 22½ cents being asked this week. Quite contrary to the usual custom, dairy butter is being shipped in fair quantities to Manitoba and the west.

Receipts of butter last week amounted to 11,423 packages, against 10,022 packages the previous week, and 20,609 packages the same week last year. Total receipts since May 1 amount to 327,516 packages, against 511,406 packages for the same period in 1906.

Last week 494 packages were shipped, against 2,579 packages the previous week and 23,626 packages same week last year. Since May 1 this year 65,755 packages have been exported, against 326,930 packages for the same period in 1906.

THE PROVISION SITUATION

There is little change to report in the live hog situation from conditions prevailing at the end of last week. Prices are still unchanged—$5.90, f.o.b., country point, $6.15, fed and watered, and $6.40 loaded on cars. Receipts have been very light, but the packers are getting all they want at the quotations given. The usual heavy fall deliveries of hogs will soon commence, but a large proportion of those now coming in are quite unfit for market, and practically valueless. This is very discouraging to the packers, who have had a bad time of it for some weeks. The Canadian farmer does not bother himself very much about the condition of his hogs at this time of year, and allows them to make their own living, as it were, off whatever food is handiest. Later on, when he is not so busy with his grain, he may give his hogs a little more attention, but it seems an impossibility to impress upon the average farmer the great field for profitable development which lies at his very door, and to persuade him of the importance of devoting more time to this department of his farm if he wants to reap its benefits to the fullest extent.

A report has just been published by the Pork Packers' Association of Great Britain, backed by the National Federation of Meat Traders on the decline of pig-rearing in Great Britain. It points out that for the year ending June, 1905, there was a decrease in the number of pigs raised of 590,030, as compared with 1904. And for the year ending June, 1906, there was another decrease of 20,576; the latter figure would have been a much greater decrease but for Ireland's increasing 80,220. England's decrease for the year ending June, 1905, was 393,129, and for the year ending June, 1906, it was 99,624.

The report draws attention to the assistance rendered by the colonial and other Governments by way of experiments, data, and expert advice, and hopes that the British Government will follow their example. Sixteen million pounds a year is going out of Great Britain for bacon and hams, three and a quarter millions for lard, and close on two millions for pork. Evidently some efforts are to be made to try and overcome this decrease, but no large hope seems to be held out.

"It would appear to me," said a packer the other day, "that with the standing Canada has now as a bacon exporting country, our farmers should devote even greater attention than heretofore to the raising of pigs. It is acknowledged that no country produces a finer quality of bacon pigs than Canada."

The Journal of Commerce, in its weekly review of the situation, says: "The past week has shown increased activity in future hog products, partly on firmer prices for hogs, but chiefly on reduced corn crop prospects, which have caused some speculation for the bull account in futures, although the packers have been the chief sellers on any advance. There has been no improvement in cash trade, except lard for export, of which there has been good

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FINE and COARSE SALT
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Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

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buying in Chicago, a good part of the week, without affecting prices of cash, as much as futures have advanced on the speculative demand. Otherwise cash trade has remained stagnant, and prices unchanged or easier in the case of hams, which have been extremely dull in the Eastern markets, and there has not been enough improvement in demand at the West to prevent weaker prices. The same is true of pork, lard only having advanced on the export business.

PROVISION MARKETS

MONTREAL.

PROVISIONS—As will be noticed, lard is firmer this week, prices having been advanced ¼c. Business is reported by packers very brisk for the season of the year. In some sections farmers are beginning their annual killing, but so far, trade has not suffered in consequence. Smoked meats are practically unchanged, except in the case of hams, which are a little easier in price. Heavy goods are being sold in satisfactory quantities to the lumber trade.

Lard, pure, tierces	0 11¼	0 12
" ..... 56-lb. tubs	0 11½	0 12½
" .....20-lb. pails, wood	0 12½	0 14
" cases,10-lb. tins, 60 lbs. in case	0 12	0 12½
" " 5-lb. "	0 12½	0 12¾
" " 3-lb. "	0 12½	0 12¾
Lard, compound, tierces, per lb.	0 09¾	0 11¼
" " tubs	0 10¼	0 11¾
" " 20-lb. pails, wood	0 12½	0 12¾
" " 20-lb. pails, tin	0 09½	0 10¾
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11¾
" " " 5-lb. "	0 10¾	0 12
" " " 3-lb. "	0 10½	0 12¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	21 50	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	14 00	15 00

BUTTER — Prices have advanced again. This week as much as 26½c. is asked for finest creamery, and the market is very firm at that. Dairy is exceedingly scarce, and high in consequence. Supplies are not large, that is, available supplies. A few large houses are thought to have heavy stocks, but they are hanging on to what they have. In the country holders are not disposed to sell, but are waiting for still better prices.

Creamery, choice, boxes		0 26½
" " pound prints		0 27
Dairy, tubs	0 23	0 23½

CHEESE—A firmer market rules today, and, as will be noticed, prices are higher. Many cheese factories are now devoting their attention to butter, to the detriment of the cheese make. The scarcity will, of course, result in a firmer market.

Cheese, old	0 15	0 16
" new, large		0 13
" " twins		0 13½

EGGS—Eggs are scarce, and in some quarters a shortage is feared. It appears that outside districts are none too well supplied and they will be obliged to draw heavily upon Montreal stores before Christmas, and, as consumption locally is heavy, one feels justified in wondering what the prospects are. Prices are higher. Storage stock is being used almost exclusively in Montreal.

Selects	0 25	0 26
No. 1 Fresh	0 21	0 22
Seconds	0 16	0 20

HONEY—Little interest is displayed in honey. Prices are practically unchanged.

White clover comb honey	0 13½	0 14
Buckwheat, extracted	0 09	0 09½
Clover, strained, bulk	0 8½	0 1

TORONTO.

PROVISIONS—The market is exceedingly firm, with business active. Pork products are about the same as a week ago. Fresh meats, particularly lamb and mutton, are slightly lower under heavy supplies. The prices of other provisions, however, such as butter, cheese, and eggs, are gradually climbing, and the outlook looks pretty serious for the householder during the coming winter.

Long clear bacon, per lb	0 14	0 14
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb		0 18
" pea meal		0 18½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12¾
" pails "	0 12½	0 12¾
" compounds, per lb		0 10
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	0 08½	10 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	5 00	6 00
Mutton	0 08	0 09½
Lamb	0 09	0 10½
Hogs, street lots	8 25	8 35
Veal	0 09	0 10½

BUTTER—Prices are still climbing and this week's prices are quite unusual for this season.

	Per lb.	
Creamery prints	0 26	0 27
Creamery solids		0 25
Dairy prints, choice	0 23	0 25
" " ordinary	0 20	0 21
" tubs choice	0 22	0 23
" tubs, ordinary	0 20	0 21
Baker's butter		0 20

EGGS—The market is very firm, with an advance of a cent on last week's prices.

Eggs, candled		0 22
" selects		0 25

CHEESE—Prices are unchanged.

Cheese, large	0 12½	0 13
" twins	0 13½	0 13½

HONEY—The continued scarcity of honey has resulted in a slight advance during the week. Prices are now as follows:

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Chickens have been coming in very freely during the week and the market is now full. Prices have dropped from two to three cents in consequence. Ducks and turkeys are not so plentiful and prices are unchanged.

Live Weight.		
Spring chickens, per lb	0 08	0 09
Old fowl	0 06	0 07
Ducks	0 08	0 10
Dressed weight.		
Spring chickens, per lb		0 12
Old fowl		0 10
Ducks		0 12
Tom Turkeys		0 20
Hen "		0 20

The Victor Pure Food Co., of Quebec, has dissolved.

The sale of Wilson's

FLY PADS
is many times larger than that of all other fly poisons combined.
Avoid cheap and unsatisfactory imitations.
ARCHDALE WILSON, - HAMILTON

The Quality of Clark's Canned Meats

ensures their steady sale.

Some lines are good enough for a first sale, but customers do not come back. Keep clear of these goods.

Wm. Clark's Canned Meats are perfect.

Only prime Canadian meat used

Packed under most sanitary conditions by skilled help in the most up-to-date factory in Canada.

Secure a trial stock. I have four-score lines or over from which you may choose.

WM. CLARK - MONTREAL

O'MARA'S

SAUSAGES

are now in season.

GUARANTEED PURE

DELICIOUS DELECTABLE DIGESTIBLE

Ask for Contract Prices.

JOSEPH O'MARA

Pork Packer, PALMERSTON

O'MARA'S

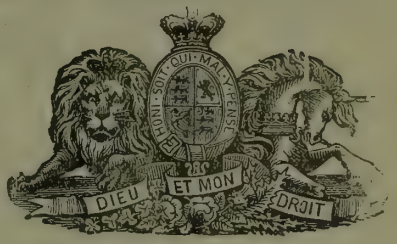
A LONG STORY IN FEW WORDS

Reliable TRURO QUALITY BRAND **Preferable**

Saleable TRURO QUALITY BRAND **Profitable**

Truro Condensed Milk Co., Limited
TRURO, N.S.

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Do not be persuaded to load your shelves with inferior Fluid Beef preparations which can only be sold as "substitutes" with much trouble and loss of time.

Bovril is a standard line which never varies in quality. It will always please your customers and do you credit.

BOVRIL Limited, 27 St. Peter St.
Montreal

CEREALS AND CONFECTIONERY

All Wheat and Oat Products Very Firm and Likely to Advance—Strong Enquiry for Flour, Both Domestic and Export.

The market has ruled very firm on flour and cereals during the past week, and though no actual advance has taken place in either commodity, a substantial rise of from 20c to 25c is expected in the wheat product within the next ten days. Wheat continues to move very slowly from the West, but reports show that the pessimistic rumors which have been in evidence of late will be discounted by actual results, and that a larger crop than is generally expected may be looked for.

Export demand for flour and cereals is good, but not a great deal of this business is passing, owing to the heavy domestic consumption.

The Chicago wheat market has been irregular, though the past week saw the largest export business yet done on the crop, possibly for years, reaching approximately 5,000,000 bushels. "Millers have also," says a report, "been heavy buyers throughout the West, even Texas buying in St. Louis and the South in Chicago, while the Canadian millers have been buying all millable wheat, old and new crop, in Canada, throwing the exporters out of the market almost entirely. Here every grade of wheat on the market has been taken by exporters, and even No. 3 winters and Kansas, and they have also been heavy buyers of macaroni, which has advanced nearer the price of milling wheats than in its history. So big has been this demand that with the exception of a day or two, when exporters were holding off for higher prices, they were unable to fill their orders, which were general from both the United Kingdom and Continent. The severe damage to the Manitoba crop, reported last week, has been confirmed by the official statement, and also by the lack of offerings. This has made bears very cautious about selling the market short, while there is a long line in Chicago, estimated at 25,000,000 to 30,000,000, held by Patten, which deters short selling as well as long buying, for fear he may unload it any time on the market. But speculative influences cut little figure in this year's market, which is in the hands of millers and exporters, so general and strong is the cash demand."

MONTREAL.

FLOUR—No further advance has occurred in flour, but the market remains firm. Millers report excellent local business, despite the quotations, and say that exporters, while they are grumbling, are meeting the new prices. Grain is beginning to arrive, and the receivers of it express themselves as being pleased with the quality.

Winter wheat patents	5 20
Straight rollers	4 50 4 60
Extra	4 00 4 10
Royal Household, bags	5 90
Glenora	5 30
Manitoba spring wheat patents	5 90
" strong bakers	5 30
Five Roses	5 90

FEED—Feed is still very high, and sales being made are scattered. Orders delivered are very small in nearly every instance.

Ontario bran	22 00 23 00
Ontario shorts	24 00 26 00
Manitoba shorts	26 00 28 00
" bran	23 00
Mouillie, milled	27 00 30 00
" straight grained	28 00 34 00
Mill feed	1 50 1 55

ROLLED OATS—Extremely high prices are being asked for rolled oats to-day, as will be seen from the quotations given below. That these figures will last is not the general belief. It is thought that once the season really sets in there will be a decline, and prices will reach a more reasonable level. As it is, few grocers have a trade that will pay the prices they must ask, basing their selling figure on quotations given below.

Fine oatmeal, bags	3 15 3 20
Standard oatmeal, bags	3 15 3 20
Granulated " "	3 15 3 20
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	3 05
" 80-lb. bags	2 75
" bbls	6 20

TORONTO.

FLOUR—Prices are unchanged from last week, but the market is very strong, and an advance is confidently expected before long. Export enquiry is not resulting in much business, as domestic demand is about heavy enough to take the entire output at present.

Manitoba Wheat.

60 per cent. patents	5 25 5 50
85 " "	5 25
Strong bakers	4 55 4 75

Winter Wheat.

Straight roller	4 60 4 70
Patents	4 85 4 95
Blended	4 50 4 55

CEREALS—All oat products are very firm, the oat crop being apparently no better than reports have indicated. Prices to date, however, are unchanged from last week.

Rolled wheat in barrels, 100 lbs	3 05 3 20
Rolled oats, in wood, per bbl	6 20
" " in bags, per bag 90 lbs	3 00
Oatmeal, standard and granulated, per bbl	6 50
" " " " in bags, 98 lbs	3 15

CONFECTIONERY NOTES.

J. H. Gibson, who has been conducting a confectionery store in Stratford, has sold out.

The business of J. H. Belch, confectioner, of Balcares, Sask., has been sold to P. F. Ward.

T. Balloch & Sons, millers, of Crystal City, Man., have sold their elevator to the Don Cereal Milling Co.

The firm of Scott, Max & Son, confectioners, of Montreal, has been dissolved. Alexander Scott is carrying on the business.

THE OLDEST MILL IN CANADA
POT AND PEARL BARLEY
CALEDONIA MILLS
John MacKay, Limited - - - - - Bowmanville, Ont.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
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NAP G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., QUEBEC.

GRAHAM FLOUR
Made from carefully selected wheat.
Send for trial lot
A. A. McFALL BOLTON, ONT.

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

"MIGHTY GOOD STUFF"
That's what grocers and others say about our lines of
TWINE, PAPER, BAGS, JUTE GOODS and STATIONERY
We aim to satisfy, both in quality and prices. Write us about 'em.
A. M. THORNE & CO., Toronto
Phone M. 5548. 77 Front St. East

YOU MANUFACTURERS
of Grocers' Specialties and Confectioners' Goods ought to be interested in our price list of Chemicals and supplies.
MALT EXTRACT
BUTTER FLAVOR
ICE CREAM POWDER
ESSENCE AND HARMLESS COLORS
YEAFO BREAD IMPROVER
You may find our prices lower than you are now paying. Drop us a line and see.
CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street,
LONDON, E.C., - ENGLAND

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

WHOLESALE CHANGE IN REGINA.

Campbell Bros. & Wilson, Winnipeg, have bought the wholesale grocery business of H. W. Laird Co., Regina, and have leased for a term of years the new warehouse in which the business has been carried. They have also secured an option on the property, and will probably buy it later. Paul Johnson, Winnipeg, sales manager of the firm, went to Regina early in the week to superintend the stock taking and to make all final arrangements for the transfer of the business.

Campbell Bros. & Wilson are now established in Winnipeg and Regina while in Calgary there is an affiliated but separately incorporated firm, Campbell, Wilson & Horne. With large warehouses in these three important centres they are in excellent position to handle their rapidly extending business in the West.

GRAPE SUGAR.

This is the name given to solidified glucose, and may be produced from the same substances as liquid glucose, but properly from grapes. The methods pursued in nearly all the refineries are, however, now identical. Wet starch obtained from potatoes, Indian corn, etc., is boiled in so much sulphuric acid and water. The acid makes part of the oxygen and hydrogen in the water unite with the carbon in the starch, and turns it sweet, after which the acid is taken out with chalk.

The production of grape sugar and liquid glucose is now mostly carried on in America, where corn is most plentiful and cheap, but large quantities are also made in Germany from potatoes, which are specially grown for that purpose over a great extent of land in certain districts.

E. P. Brownell & Co., wholesale confectioners, of Toronto, have assigned to J. P. Langley.

There Never Were Better Biscuits than

¶ We make this statement without the slightest reservation.

¶ We know that every **Perfection Cream Soda** which leaves our factory is indisputable proof of its own superiority.

¶ We never heard of a woman who had anything but the highest praise for Mooney's **Perfection Cream Sodas.**

¶ The general verdict is "Oh! they are just simply **Perfection,** and always keep so fresh."

¶ What about stocking these superb biscuits, Mr. Grocer?

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 38 Front Street, NEW YORK.

EPPS'S
GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., ,,
A. P. Tippet & Co. ,,

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN

NO ONE CAN IMITATE

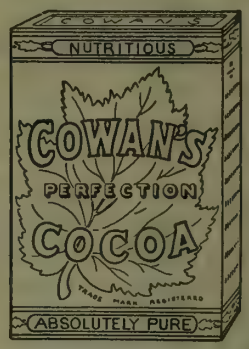
successfully, at any rate, the exquisite flavor of our Cocoa and Chocolate. No other maker knows our secret process.

COWAN'S

Cocoa

and

Chocolate



is a money-maker for every grocer who is wise enough to handle it. **Our general advertising** helps grocers.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CANADA:
No better
Country

MOTT'S:
No better
Chocolate

No Good Workman can do Good Work with Poor Tools.

No cook can turn out satisfactory cake without good materials.

Mott's

"Diamond" and "Elite" brands of

Chocolate

never fail to do the best work.

For Sale by all Jobbers.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver

NEW SEASON'S GOODS
JUST ARRIVED

Jordan and Valencia Shelled

ALMONDS

One car assorted French Canned Goods, consisting of

Anchovies, Beans, Peas, Marischino Cherries, Olive Oils, etc., etc.

New French Cherries, Glace and Crystallized

W. G. Patrick & Co.

Montreal ***Toronto*** ***Winnipeg***

"Canada's Pride"
CANNED GOODS

Maintain their high standard of quality as shown from the many favorable reports and repeat orders received from buyers of this season's pack. Our factory has also been visited by several buyers who were making a tour of inspection of the canning factories, and all expressed themselves as more than pleased with the cleanliness and sanitary conditions of our factory.

In giving our goods a trial you are fully assured of the quality and cleanliness in every particular.

The Napanee Canning Co.

Limited

W. A. CARSON, Manager.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words	each	insertion,	1 year..... $30 00
"	"	"	6 months..... 17 00
"	"	"	3 months..... 10 00
50	"	"	1 year..... 17 00
"	"	"	6 months..... 10 00
25	"	"	1 year..... 10 00

AGENTS WANTED.

TRAVELLER, working general store and groceries, Toronto and the Soo, is open to accept an additional agency. Must be first class line and a ready seller. Apply Box 163, CANADIAN GROCER, Toronto. (41)

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GRO ERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FOR SALE.

FOR SALE.—Well established grocery business and dwelling. West end City of Toronto. Seven rooms and conveniences. Price $5,500. Owner selling through sickness. Apply Box 160, THE CANADIAN GROCER, Toronto. [41]

THE old established grocery and provision business of L. J. Dickie is offered for sale owing to the ill-health of the proprietor and increasing business; this business is one of the most successful in Oshawa, the most enterprising town on the G.T.R. L. J. Dickie, South Oshawa P.O., Ont. (40)

TWO shares Oshawa Canning Company's stock, price, $50 each: shareholders get 10 per cent. trade discount. Apply to Box 164, CANADIAN GROCER, Toronto. [41]

SITUATIONS VACANT.

GROCERY TRAVELLER WANTED—Must have good connection in Cobalt, Northern Ontario and Manitoulin Island; Good salary to right man. Address Box 161, THE CANADIAN GROCER, Toronto. [41]

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

TRADE NEWS OF NEW BRUNSWICK

Another Advance in Flour—Fish Scarce—J. E. Foster's Grocery Store Destroyed by Fire—Live Tarantula in Bunch of Bananas.

Special Correspondence of The Canadian Grocer.

St. John, N.B., Sept. 30.—Within the last week the price of flour has again advanced, on Manitobas, fifteen cents a barrel, and Ontarios, twenty-five cents. The marekt is reported to be very firm, with a prospect of still higher prices. Oatmeal, both standard and roller, jumped twenty-five cents a barrel at the mills, and on Saturday the local jobbers advanced their prices 50 cents a barrel.

* * *

In the feed line, oats have reached the highest point obtained in September for two or three years. As yet there are no provincial oats on the market, and Ontario oats in small lots are held for sixty and sixty-two cents a bushel. with the advent of the hunting season, all meats are easier on the produce market, although so far country beef and lamb are the only varieties which have dropped in price. Butter is said to be scarce and eggs are higher, with every likelihood of increasing in value. Poultry of all kinds about holds its own, and there is not much stock offering.

* * *

There has been a great scarcity of fresh fish on the local market. On Friday last there was hardly a pound of fresh fish to be had in the city, and buyers had to content themselves with smoked or salt fish. The heavy gales of the first of the week are said to be accountable for the scarcity.

* * *

The prospects are that butter will this winter reach a price which will be almost prohibitive to the poorer families. It is now selling for 24 cents per pound and going up in price. Eggs are fetching the same price per dozen, with the prospect of their being exceedingly scarce.

* * *

John A. Hunt of Mexico City, was in St. John on Friday last on his way to the southern country, after a visit to his former home in Toronto. Mr. Hunt left Toronto seven years ago to act as a manufacturer's agent in Mexico. Since that time he has revisited Canada five times. He says the Mexican republic has made wonderful strides in the last few years. Railway and commercial development has been most marked. "Canada," said Mr. Hunt, "has great chances in Mexico. The American manufacturer has captured a large section of the market, but there are still chances. One product in which the Maritime Provinces is interested at present is fish. Norway largely controls the Mexican market. The attractive packages in which the Norwegians put up their goods has much to do with their popularity. If Canada were to adopt the same style of tin package better results would be obtained. At present, seisal hemp is the principal Mexican product that we take, while lumber is our principal export to the republic.

Mr. Hunt reports good opportunities in the rolled-leaf tobacco trade. The recent troubles in Cuba have greatly injured the Cuban tobacco trade ,and, as a result, Mexican tobacco has largely supplanted the Havana leaf in the Canadian market.

* * *

The grocery store of J. E. Foster, situated near the railway station at Salisbury, was totally destroyed by fire on Wednesday, Sept. 25. In addition to groceries, Mr. Foster carried a line of clothing, carriages, agricultural implements, etc. Two nice carriages were burned in the warehouse adjoining the store. Only $500, it is understood, is the amount of insurance carried on the building and stock.

* * *

The pork packing firms of A. J. Matthews, Halifax, and the Sussex Packing Co., of Sussex, have been amalgamated, and it is understood the new name will be the Matthews Packing Co. Mr. Matthews will remove from Halifax, and make his headquarters at Sussex for the future, while it is said Mr. Ross, manager of the Sussex Co., has accepted an important position in connection with the Government's scheme for cold storage. The Halifax house will be a branch of the Sussex business in future.

* * *

William A. Craven, representing Chase & Sanborn, coffee dealers, and C. W. Spiers, of Kilgour Bros., dealers in paper and paper bags, were calling on the trade in St. John the week of Sept. 16. They went east on the 23rd. Both report business good.

* * *

A living tarantula was discovered by W. S. Vaughan, a grocer on Pitt street, a few days ago. It was a large specimen and when captured and placed in a glass jar was the subject of much interest. It is believed to have arrived in a bunch of bananas.

NEW WINNIPEG SOAP CO.

The Beaver Soap Co. is one of the latest additions to the rapidly growing list of Winnipeg industries. Their factory is located in the western part of the city, at 1,377 Winnipeg Avenue. At present the company are manufacturing only washing powders and "Napthene" laundry soap, but other lines may be added later.

The famous recipe of the Earl of Dudley which made still more famous

LEA & PERRINS'

Worcestershire Sauce

has given head and heart aches to hundreds of imitators of "the only original and genuine."

—Imitators copy the label, the design, the coat-of-arms, the bottle—**that's all** they **can** do.

As a square-dealing grocer, do you want to encourage such work? **NEVER!**

J. M. DOUGLAS & CO., MONTREAL

Established 1857 **Canadian Agents.**

Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder **Gillett's Perfumed Lye**
Gillett's Cream Tartar **Royal Yeast Cakes**
Etc.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR?

SEBASTIAN CODINA
GANDIA, PROVINCE VALENCIA
(Spain)
EXPORTER OF
RAISINS, ONIONS, PEANUTS,
Agents wanted in principal Canadian markets. The best correspondence solicited. Samples will be sent free.

FRUITS, VEGETABLES AND FISH

Canadian Small Fruits Falling Off Slightly—Depressing Potato Situation in Montreal—Stormy Weather Prolongs Scarcity of Fish.

The fruit market generally has been pretty active this week, with good supplies and excellent demand. Canadian small fruits, though still coming in freely, are beginning to fall off. Plums are nearly out and other lines are showing the effects of the lateness of the season.

During the past two weeks there has been a very depressing market for potatoes in Montreal. From what can be learned some eight or nine cars of potatoes, meaning 4,000 to 5,000 bags, arrived from New Brunswick. These potatoes were taken from the ground before they were ripe, and in shipment, became heated in the cars, arriving on the market in poor condition. The potatoes, which were all of the Green Mountain variety, were partly soft and had turned black, either entirely or at one end. On their receipt the market was ruling around 75c to 80c for best stock, but the consignees, in their endeavor to rid themselves of their bad stock, were willing to take anything from 60c to 65c for the potatoes, sometimes less. This broke the market for good stuff, and new potatoes which were just beginning to arrive, have been held back by shippers, who are not anxious to throw their goods upon a depressed market. The potatoes which are now being dug up are very good. Reports from Quebec Province show that the yield will be heavy in some sections, but will be satisfactory most everywhere. The quality is good. The market is being gradually cleaned up, but these poor potatoes will remain in more or less large quantities for some time, though their demoralizing effect will gradually wear off. In the Toronto market the situation is more encouraging. The New Brunswick shipments have been of better quality and the local stock is in better condition than was expected.

Fish of all kinds are exceedingly scarce everywhere, chiefly as a result of the long-continued stormy weather. Prices are as high, if not higher, than they have been for years.

MONTREAL.

GREEN FRUITS—California fruits are gradually becoming a very small factor in the local market. Pears are no longer obtainable, and the market is now supplied by the Canadian article. Prices for all Canadian lines show no change this week, though it is likely there will be advances as the season draws to a close. There is a fair demand for bananas, at a better price. Supplies are not heavy, demand in the States being brisk, while owing to the drought experienced in Jamaica, available supplies are not as large as might be wished, and it will be eight months before the new crop is available. Considerable interest centres in apples, which are now being exported freely. There is a large range offered, some quotations, for No. 2, (culls), being as low as $1.50. Chiefly offered to-day are Duchess, St. Lawrence, Wealthy, Jennettings and Culverts. Florida fruits will begin to arrive in another fortnight.

Dates, per lb		0 07
Bananas, fine stalk	1 50	....
" jumbos	1 50	2 00
Cocoanuts, per bag	....	4 00
Lemons	3 75	4 00
California oranges all sizes	5 25	6 25
Jamaica oranges, bbl	....	7 00
Figs, per lb	0 08½	0 12
Limes, crates	..	1 00
California peaches, box	1 10	1 50
" plums, box	1 25	1 75
" grapes, crate	4 00	3 0.
Blueberries, box	..	1 50
Montreal Melons, basket of 10-14 melons	3 00	12 00
Almeira Grapes, keg	4 00	5 00
Apples bbl	2 75	3 50
Crab Apples basket	0 30	0 40
Canadian Pears basket	0 40	0 .5
" Plums, "	0 35	0 60
" Peaches, "	1 00	1 50
" Grapes, "	0 25	0 35

VEGETABLES—Business transacted these days is falling off. The days are getting cold, and many varieties are offered no longer, or, if they are for sale, the quantity offered shows a severe falling off. American truck will soon be quoted. Interest centres in potatoes, the market for which appears to be recovering. The amount of poor stuff which was dumped onto the market here is getting smaller, and as new potatoes are beginning to come forward freely, there is a better feeling. Prices range from 75c to 80c to-day. Onions are easier, owing to larger receipts.

Parsley, per doz. bunches	....	0 10
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Cabbage	0 20	0 35
Turnips, doz	0 10	0 25
Green beans, bag	0 25	0 40
Celery, doz	....	0 50
Water cress, large bunches, per doz	....	0 40
Lettuce, per doz	0 10	0 25
Boston lettuce, per doz	0 25	0 35
Radishes, doz	0 10	0 15
Spinach, per box	....	0 75
Green peppers, 10 lb. baskets	....	0 50
Cucumbers, per doz	0 10	0 15
Potatoes, per bag	0 75	0 80
Sweet Potatoes bbl	....	4 25
Sweet Potatoes, basket	....	2 25
Beets doz. bunches	....	0 40
Carrots, doz. bunches	0 10	0 25
Horseradish, lb	....	0 40
Rhubarb, doz. bunches	....	0 40
Tomatoes, box, 30 lbs	0 50	1 00
Corn, doz	0 11	0 15
Onions, case, small or large	0 65	1 90

FISH—This week brought with it the opening of the shell oyster season, and some interest has been shown in oysters in consequence. Bulk oysters are coming in freely, and prices show a decline. In fish, brook trout are practically finished, but the lake variety is in good supply, and demand is satisfactory. Dore and pike are two other lines subject to good demand at prices which have not changed. Haddock and cod are still scarce owing to nasty weather on the fishing grounds. Halibut is in fair supply. Both Eastern and Western salmon are now quoted. Demand is reported brisk. Kippers and bloaters are arriving freely, and while the present receipts of haddies are not

large, larger arrivals are expected after this week. Green and Skinless cod are arriving in large quantities, but dealers have no trouble in getting through with the goods as demand is strong for both lines.

Fresh and Frozen Fish.

Haddock, express, per lb	0 06
Halibut, express, per lb	0 10
Mackerel, " "	0 10
Dore,	0 10 0 12
Pike, lb	0 07 0 08
Weakfish, lb	0 10
Brook trout, lb	0 20
Market cod, lb	0 05
Lake trout, lb	0 09
White fish, lb	0 07 0 10
Gaspe salmon, lb	0 19
B.C. salmon, lb	0 17
Flounders, lb	0 12
Bluefish, lb	0 20
No. 1 Smelts, lb	0 08
Dressed Bullheads, lb	0 10
Smoked and Salted—	
New haddies, boxes, per lb	0 08
Smoked herring, per small box	0 13
Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 07
Boneless fish, 20-lb. boxes, bricks	0 06
Boneless fish, 25-lb., boxes, per lb	0 05
Shredded cod, 2 doz., per case	1 80
New Kippered Herring, box	1 50
Oysters—	
Standards, bulk, per imp. gal	1 40
Standards, Imp. qt. tins, sealed	0 40
Paper pails, 100, pint size	1 10
" 100, quart size	1 50
Pickled fish—	
No. 1 Labrador herring, per bbl	5 00
" " per half bbl	2 75
No. 1 N.S. herring, half bbls	2 50
No. 1 Mackerel, pails	2 00
No. 1 sea trout, 100 lb. kegs	5 75
No. 1 sea trout, 200 lb. bbls	10 50
No. 1 Green cod, per 200 lbs	7 00
Small " " " "	6 00
Large " " " "	8 00
No. 1 Green haddock, per 200 lbs	6 00
Labrador Salmon, bbls	13 00
" ½ bbls	7 00
" tierces	17 00

TORONTO.

FRUITS—The local market is still well filled with Canadian fruit, though

CRANBERRIES

Finest Quality Cape Cods; every barrel neatly labelled. Each barrel contains advertising matter to educate your customers.

Season Has Opened

Send in your orders.

Sweet Potatoes, Oysters, Finnan Haddie

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

TORONTO and HAMILTON

Give Plenty of Thought to Fruit Brands

It's feasible there's something in it.
Example:—"St. Nicholas"—Years the same in name and quality.
W. B. STRINGER & CO., Sole Agents, TORONTO

If you want to buy or sell a carload of **Apples,**
write us.
THE DAWSON COMMISSION CO., - TORONTO

Almeria Grapes

Splendid crop with a dry season is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your Dominion. C. & F. rates to all points.

For closest market rates apply to

ANDREW WATSON
91 Place d'Youville, - Montreal

STUART WATSON & CO.
P.O Box 144, - WINNIPEG

Proprietors,

FREDK. FISHER & SONS
Green Fruit Experts
"St. Magnus" House,
LONDON, - ENGLAND

Fancy Jersey Sweet Potatoes

FINE QUALITY

Fancy Valencia Onions Cases and Half Cases

PRIME CONDITION. PRICES LOW

Just arrived—

Fancy New Eleme Figs "Camel" Brand 10-lb. Boxes

Car **Fancy Cape Cod Cranberries** due in a few days

OUR PRICES ALWAYS RIGHT

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

the earlier lines are beginning to fall off. Plums are nearly done. Pears are quite plentiful, and some of the best peaches of the season are coming in now, though prices are still up at the top. The supply is quite sufficient for the demand at the prices. New figs are on the market this week, and some fine California grapes are also quoted.

Oranges—		
Late Valencias (California), extra fancy, 96's	4 75	5 00
" " " 126's	5 00	5 50
Lemons, California, 240, 300, 360, 420	5 00	6 00
" Verdellis(new crop), 300's, extra fancy	5 00	5 25
" 300's " choice	5 50	6 00
Apples, per basket	0 40	0 50
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 5 hands, green	1 25	1 35
Cantaloupes, per case	1 25	1 50
Limes, per crate		1 00
Watermelons, Canadian, each	0 15	0 25
Peaches Canadian per basket	1 00	2 00
Plums, per basket	0 75	1 00
Grapes, Canadian	0 22½	0 30
Pears, Bartlett's, per basket	0 50	0 75
Pears, Canadian per basket	0 40	0 50

VEGETABLES—There has been no appreciable change in the vegetable markets this week, though a few evenings' frost will put a damper on several lines. Cranberries are now coming in freely. These come mostly from Cape Cod, though a few from the Lake Superior district in Ontario find their way into the local markets. Sweet potatoes were scarce this week.

New Brunswick Delawares, per bag		0 90
New potatoes, Canadian, per bshl	0 50	0 90
Sweet Potatoes (Jersey), per bbl.	4 50	5 00
Onions, green per doz		0 15
Onions, Spanish, per case		2 50
Cabbage, Canadian, per bbl		1 50
Beets, new, per doz. bunches	0 25	0 30
Carrots, Canadian, per doz. bunches	0 25	0 30
Lettuce, Canadian leaf, per doz. bunches		0 25
Radishes, Roseland, per doz		0 25
Cucumbers, Canadian, per bask	0 30	0 35
Cauliflower, per doz		1 50
Tomatoes, Canadian, per basket		0 25
Parsley, per doz		0 25
Egg plant, per basket	0 40	0 50
Corn, new, per doz. (green)		0 15
Celery, Canadian, per doz	0 35	0 40
Celery, imported, per doz		0 50
Vegetable Marrow, per doz		1 00
Green Peppers, per basket	0 35	0 40
Red " "		0 8
Cranberries, per bbl		9 00

FISH—The continued stormy weather of the last two or three weeks has caused an almost unprecedented scarcity of fish, considering the season. Prices are the same as last week, but at that are about as high as they can well go. The situation ought to be somewhat easier next week.

Perch, large, per lb	0 08	0 09
Blue pickerel, per lb	0 08½	0 09
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb	0 07	0 08
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
Sea salmon, per lb	0 20	0 25
Trout, fresh, per lb		0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Halibut, fresh caught	0 08	0 10
Shredded cod, per lb		0 08
Shredded cod per doz		0 95
Halifax fish cakes, case		2 40
Live lobsters	0 20	0 35
Bluefins, small white, per lb	0 06½	0 07
Mackerel mediums, each		0 12
" large		0 24
Finnan Haddie, per lb	0 09	0 09½
Oysters, per gal		1 80
Bloaters box		1 75
Kippered Herring		1 75

ADDRESS BY SIR DANIEL.

Sir Daniel Morris, K.C.M.G., Imperial Commissioner of Agriculture for the West Indies, addressed the Montreal Board of Trade, Monday, of this week. Sir Daniel dwelt upon the importance of trade development between Canada and the West Indies, and pointed out the possibilities of better commercial relations between the two colonies.

Throughout his address he spoke along practically the same lines as he did recently when he went before the members of the Toronto Board of Trade in that city.

The attendance was very satisfactory, and served to show the interest displayed in the West Indies by Montreal business men.

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., *82 St. Antoine St., MONTREAL*

We are ready with a full line of all kinds of

FISH

Fresh, Frozen, Salt and Smoked

The F. T. James Co. Limited

TORONTO

Catchers and Wholesale Distributors of Fish

Agents for the Famous Deep Sea Brand Blue Point Bulk Oysters.
Write us for quotations.

"Acadia" Brand

Strictly Boneless Codfish

is a Food Product that keeps well, and being done up in convenient packages, is not wastey.

¶ It is packed in two-pound non-porous wooden boxes, one dozen to the crate, and in one-pound tablets, twenty pounds to case.

Atlantic Fish Companies Limited, Lunenburg, N.S.

If you want A1 goods ask for

Brunswick Brand

SARDINES

HERRING in TOMATO SAUCE

FINNAN HADDIES

and

KIPPERED HERRING

Connors Bros., Limited

Black's Harbour, N. B.

Instant and Lasting Appreciation

is created wherever our

PURE APPLE JUICE

for drinking purposes is introduced. For perfectly exquisite flavor it has no equal anywhere. Once introduce it to your customers, and the call for it is constant. The wise grocer is the one who appreciates the value of a really superior article like our **Pure Apple Juice** as a **general business boomer.**

Besides bottles, you may order Pure Apple Juice in kegs and barrels of various sizes. Order now.

The Belleville Fruit and Vinegar Co.
LIMITED
BELLEVILLE - - ONTARIO

A Lot of Money Goes Up in Smoke

Mr. Grocer, as you are aware. And we just want to tell you that the smoke made by the famous

T. & B.

brand of pipe tobacco makes a bigger and a more fragrant cloud than any other brand you can think of. Why? Just because more people smoke it. T. & B. has just that particular flavor which pleases every smoker. **Remember, once you get a T. & B. customer, you have him for good, because he simply won't change the brand.**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

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TARIFF SITUATION IN GREAT BRITAIN

From Special Cable to New York Herald.

London, Wednesday.—Less than two years ago the electors of the United Kingdom gave the Liberal party, with Sir Henry Campbell-Bannerman at its head, the biggest majority ever known. There are at the present time unmistakable indications that the electors regret the decision of the general election.

The favorite arguments which free importers used in opposition to Mr. Joseph Chamberlain's policy of fiscal reform and closer union with the colonies was that it would materially increase the price of food. There was much talk about the big loaf and the little loaf, which was an appeal to the fears of the working classes. The Radicals promised the big loaf at low price. They told the electors that the duty on corn which was proposed by Mr. Chamberlain would raise the price of bread and that the continuance of the free trade policy would certainly lead to a reduction, since the corn duty of one shilling a quarter was taken off.

Bread has gone up, not down. The price this week has gone higher and according to the corn dealers and millers the price is likely to go still higher.

Workingmen Aroused.

There is a feeling among the working classes that as they had no time to examine the economic questions themselves before the election, the Liberals deceived them. They are now willing listeners to the argument that if one or two countries acquire practical monopolies of the supply of food those countries will make them pay dear for it and that it would be wiser to stimulate production in the colonies and the possessions of the British Empire and make the Empire self-sufficient, as Mr. Chamberlain desired it should be.

Coal is too, as mentioned a week ago, much dearer and this threatens British home industries. The Radicals at the general election frequently stated that as no coal was imported into this country the coal miners had no interest in tariff reform and that even if these industries might suffer free import was at any rate the best policy for the coal miners.

The Radicals have admitted that Mr. Chamberlain's proposal to impose two shillings duty on corn might not be harmful, but they assured the electors that it would not stop there. The people will be told at the meetings and in lectures that the duty would stop exactly where the British workingmen desire it to stop, that electoral power is in the hands of the democracy and that industrial democracy constitutes the greatest majority of the voting strength of the United Kingdom. Therefore they will be assured that the amount of duty would always be absolutely controlled by the workingman's vote in their own interests.

For a long time America has been able to put steel in the British market at four shillings a ton less than it can be made in England. With the present price of coal and the prospective rise during the winter months, America may be able to do it even at a less price. It is known that she has built furnaces and works on the most gigantic scale with the express intention of capturing the British market. She produces nearly three times as much steel as England, and men in the iron and steel trade here will be reminded that steel made in England and sent to America has to pay a heavy duty, while America can sell steel to Great Britain for nothing, thus taking their bread away from them.

Coal is Going Up.

The government has taken off the coal duty, and the result is that most of the English coal is going out of the country. While this lasts the miners will earn good wages, but it isn't likely to go on forever. Then, the working classes are asking, what will happen? Practically no industry can decay without injuring the coal miners, though there is actually no coal dumped into England, but manufactured goods, in the production of which coal has been used, are constantly being dumped on British shores, and when, in consequence of that the industry which is used to produce these goods ceases to exist, there is so much less English coal used and less work and less wages for the English coal miners.

Owing to the high price of coal the iron and steel works in England are practically at a standstill.

The ordering of horseshoes for the army from America is also, according to the officials of the Imperial Tariff Reform Association, helping to bring that question nearer to the thoughts of the people, and believing that the people are already tired of the present government, there is the greatest activity at the Tariff Reform Association's headquarters. Arrangements are being made

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

None Equal. Insist upon McDougall's.

There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

JOS. COTE

Importer and Wholesale Tobacconist

Established in 1887

Staple and Fancy Smokers' Sundries. Imported Cigars, Egyptian Cigarettes. Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street.
Office and Sample Room: 188 St. Paul St., Phone 1272
Branch: "EL SERGEANT GIGAR STORE," 179 St. Joseph St.
Phone 2097 - - QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

for holding large demonstrations and meetings in various parts of the country during the autumn and winter. These will be in addition to the small local meetings and lectures which now are so numerous.

Tariff Reform Gaining.

One of the leading men in the tariff reform movement has just stated that no movement in the world of politics is making such headway as tariff reform. The working classes are paying greater attention to it because they feel from what they see around them that it is not a matter to be ignored. The establishment of a federation for the purpose of the propaganda is reported to be working well. The electors in the smallest and remotest villages are being told how they were deceived at the general election by promises of a big and cheap loaf.

There are not only Americans but Germans to be feared. Both can make steel and iron cheaper than England can. One reason of the dearness of steel is that England is exhausting her coal. Coal is much dearer in England than in the United States. Another reason which will be given to the electors is that business men do not care to risk money in providing new machinery and up-to-date appliances when any day a foreigner may ruin their trade by dumping his cheap goods on the English market. Coal rules the destiny of nations; it is the source of Great Britain's commercial prosperity, and the secret of her vaunted naval supremacy, so that this matter of a rise in the price of coal will appeal to the British people just as powerfully as did the dear loaf.

PAST AND PRESENT.

An interesting volume, entitled "Past and Present in an Old Firm," being the history of the business now known as Joseph Travers & Sons, Ltd., of London, Eng., has just reached us.

Apart from the biographical sketches of the men who laid the foundation of this business almost two centuries ago, and those who labored in upbuilding the business in the intervening years, the book contains many interesting references to business in the old days, and also various particulars of the prices of commodities in the past. Naturally, the volume is made up chiefly of matter reminiscent of the succeeding generations of Traverses, but there is enough general information regarding the early days of the tea and sugar trade to interest those who have not come in contact with J. Travers & Sons in a business way.

The little book is intended for free distribution amongst the firm's customers and friends.

OYSTERS TRANSPLANTED.

Some Will Be Ready for Market by September.

Consul A. E. Smith, of Victoria, reports that another American enterprise has been launched on Vancouver Island, as follows:

"A company composed chiefly of American citizens, with a steamship commander as manager, has established in Esquimalt Harbor, near Victoria, a large oyster plant for the propagation of eastern oysters. Two carloads of the bivalves, known to the trade as "spat," purchased in South Norwalk, Conn., have already arrived here and been planted in the cove, where the company have secured 43 acres of water front. The consignment includes oysters of one, two and three years of age. They have been laid out according to their age in square beds 50 by 50 feet. Though the bulk of the oysters planted will have to remain in the sea bed two or three years, a large quantity will be dug up for the market in September, and it is expected that sufficient demand for this catch will be found in British Columbia. It is calculated to supply later on the markets as far east as Winnipeg and Chicago.

"At present the market here is supplied with Olympia oysters, large beds of which are under cultivation at Olympia, Grays Harbor and Willapa, Wash. The American manager of the new concern was for seventeen years engaged in oyster culture on the coast of Massachusetts, and regards the Pacific Coast as well suited for the cultivation of the eastern oyster as are the Atlantic Coast beds."

NEW WINNIPEG PRODUCE FIRM.

Geo. W. Prout has resigned his position as manager of the Dominion Produce Co., Winnipeg, and has started a produce business of his own at 241 Main Street. Mr. Prout has a wide acquaintance among the trade and many readers will be interested to know of his new business venture.

ABSORBINE

Removes Bursal Enlargements, Thickened Tissues, Infiltrated Parts, and any Puff or Swelling, Cures Lameness, Allays Pain without laying the horse up. **Does not blister,** stain or remove the hair. $2.00 a bottle, delivered. Pamphlet 1-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Synovitis, Weeping Sinew, Strains, Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

NO ACID OR GRIT

will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.

"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.

Write for sample and prices. 71

MAJESTIC POLISHES, Limited
575 Yonge Street - - Toronto, Canada

Many People Wonder

how it is that the two finest brands of cigars made on this continent, in their respective classes,

Hogen Mogen and Royal Sport Cigars

sell so freely everywhere. There is nothing supernatural about it; the whole secret lies in perfect quality and correct price.

That's why grocers everywhere are handling our lines.

Sherbrooke Cigar Co. - - Sherbrooke, Que.

TIME-TESTED TUBS

Have you ever seen a warped tub? Of course you have. ***Ordinary tubs warp*** and fall to pieces in no time. But it's safe betting that ***you never saw a***

CANE WIRE-HOOP TUB

which warped. That's natural. Every ***Cane-made*** tub and pail is made of ***carefully-selected*** and ***thoroughly kiln-dried wood.*** They are made from start to finish by ***skilled men*** who know how to do it. Then they are inspected—yes, every one of them—by experts. An imperfect tub never leaves our factory. ***We have no "Seconds."***

UNITED FACTORIES, Limited

TORONTO, CANADA

STORE FIXTURES

Consider the Loss

that results each year from an untidy, unattractive and poorly-equipped store.

Consider the Saving

that may be effected by efficient and economical service, clean and well-kept stock, an attractive store that draws trade and holds it.

Walker Bin Fixtures

insure the saving at small cost.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,

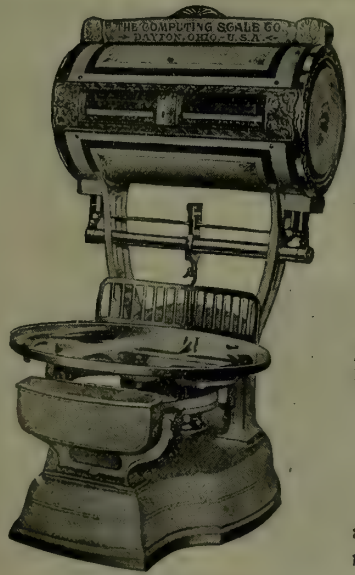
BERLIN, ONT. Limited

Representatives

Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.

Boston Special

Absolutely Automatic



The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

DO YOU KEEP PROPER BOOKS?

"Any man who fails and who has not for five years before his failure kept proper books, shall be liable to a fine of $800.00 and one year's imprisonment."

That's the law.

You will notice that the law makes distinctions— it assumes that there is a difference between properly and improperly kept books.

The law distinctly specifies that a man must keep proper books.

* * * * *

Business Systems mean proper bookkeeping.

Business Systems prevent errors creeping in, and make it possible for a man to tell where he stands at a moment's notice.

Business Systems form the line that separates failure from success—show you how everything is going and enable you to provide for any contingency which may arise.

* * * * * *

You can ask us more about this without having to buy.

A post card will bring you detailed information.

BUSINESS SYSTEMS LIMITED

85 SPADINA AVENUE

TORONTO - - - CANADA

861

COLES Electrically Driven Coffee Mills

Single and Double Grinder — Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

—

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

The Everall Account System

for grocers is the approved style for weekly and monthly accounts

Absolutely One-Third the Labor

If you do not credit this, have it shown to you. If it is as we claim, it is worth many dollars to you. System from $5.50 up, according to number of accounts you have.

Our Loose-Leaf Monthly Account System

is made to suit any business. Nothing Better. Prices—$10.00, $12.50, and $15.00.

If you are looking for something more modern, it will pay you to at least see what we have. Send for Catalogue.

Get our prices on Counter Check Books.

ONTARIO OFFICE SPECIALTIES CO.,

PHONE MAIN 7128

126 Adelaide E. - - Toronto

Fire Notice

The Carter-Crume Company, Limited

beg to inform their customers that the fire which occurred in their premises on 28th September will not prevent their filling orders as usual. The machinery was but slightly damaged and will be fully repaired by end of this week.

Crain

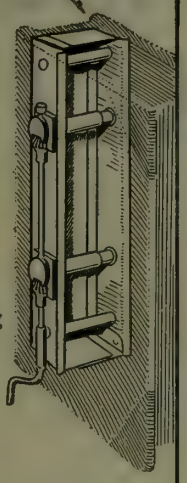
The Crain Continuous Ledger is the Standard for **Quality, Strength, Appearance, Utility, Durability,** and our Stock Rulings, five kinds each in two sizes, are adaptable to any business, and the cost is reasonable.

Write us for Catalogue and Prices.

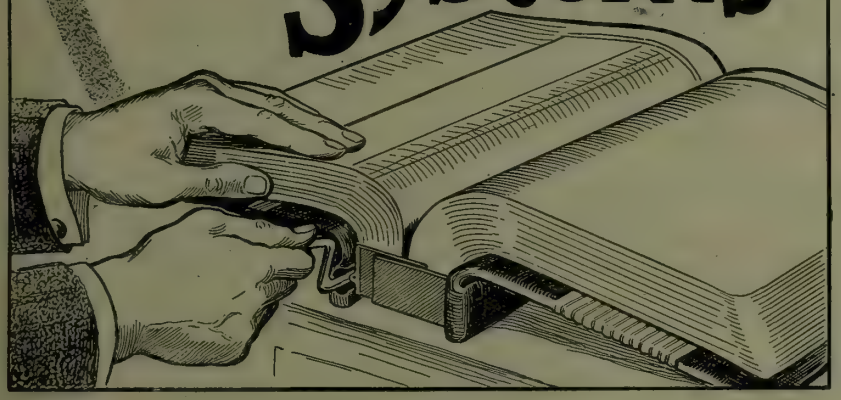
THE ROLLA L. CRAIN CO., Limited

OTTAWA, CANADA.

Toronto Montreal Winnipeg



Loose Leaf Systems



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Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company

10 Front Street East, TORONTO, CANADA

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

DELAY IS COSTING MONEY

When a Fixture Saves its Cost the First 90 days, CAN YOU AFFORD TO WAIT?

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Send all orders to

Shipped f.o.b. Hamilton, Ont.

THE AMERICAN COMPUTING CO., Indianapolis, Indiana

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

The strongest and surest selling point about SURPRISE SOAP is QUALITY

¶ A pure hard soap. The final test of good quality is the actual work performed. The most value for the money as well as the best satisfaction in its use.

¶ The essential feature, ***quality,*** has given "Surprise" Soap its large sale for so many years: constant growth year after year.

¶ ***Quality*** means—first-class raw material: skillful workmanship: a knowledge based on long experience of how to make, and what good soap is: a well-balanced and up-to-date organization.

¶ The price of "Surprise" Soap is made up with one end in view: that of a permanent solid business, to give good value at a fair price.

The St. Croix Soap Mfg. Company

ST. STEPHEN, N.B.

Branches: Montreal, Toronto, Winnipeg, Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Oct. 4, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 3, in 4 "	0 45
Pound tins, 2 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

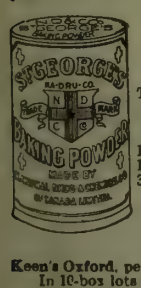
CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45



ST. GEORGE'S BAKING POWDER

	Per doz.
Trial size, 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz, " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 12
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

JAMES DOME BLACK LEAD

	Per gross.
6a size	$7 40
2a size	2 50

Cereals

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	

EBY, BLAIN CO. LTD.

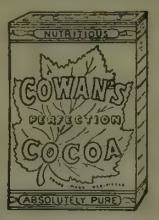
Meat of Wheat, per case	4 20
Wheat OS 16 lb. bags	0 19
" Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1 lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18
London Pearl per lb.	0 25

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ¼-lb. cake, 12-lb. boxes per lb.	$0 38
Vanilla, ¼-lb. cakes, 12-lb. boxes per lb.	0 36
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½s 12 lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½s, "	0 22
" 6s, "	0 22
" 8s, "	0 30

The following unsweetened:

Perfection, 2 c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 4 doz. in case per doz.	0 90

Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb.	0 35

FRY'S.

Chocolate—	per lb.
Caraccas, ½s, 6-lb. boxes	$0 42
Vanilla, ½s	0 42
"Gold Medal," sweet, ½s, 6-lb. boxes	0 29
Pure, unsweetened, ½s, 6-lb. boxes	0 42
Fry's "Diamond," ½s, 14-lb. boxes	0 24
Fry's "Monogram," ½s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½s, 1 doz. in box	2 40
" ¼s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½s, 14-lb. boxes	
" ¼s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case.....per doz.,	$ .80
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½s (for cooking)	$0 32
Prepared cocoa, ½s	0 30
Prepared ½s	0 28
Mott's breakfast cocoa, ½s	0 40
" " " ¼s	0 38
" No. 1 chocolate, ½s	0 32
" Navy " ½s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½s	0 24
" confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 40
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 45
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 29
Caracas Sweet chocolate, ¼-lb. cakes 6-lb boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 43
Cracked cocoa, ½-lb. pkgs., 6-lb's. bags	0 35
Caracas tablets, 1-0 bundles, tied 8s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw cap cans, 10 cans in case, 4 7c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 42c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 42c.	
6 lb. boxes, 12 boxes in case, 1-5-lb. tins, 43c.	
12-lb. boxes, 6 boxes in case	45c.

Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	38c.
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	38

Milk chocolate—	
50 5-cent pieces to box, per box	$1.75

Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins.	30c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	30c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	26c.
6-lb. " 12 " " ¼-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—
In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 [illegible]
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50

1-lb. fancy tins choice pure coffee in tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 30
" " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 18

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.		1 75
10 " " 4 " "		3 00
Rep. quarts, 1 " "		6 50
Imp. " 1 " "		9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

Borden's Brands

Note Them:—

"EAGLE BRAND" CONDENSED MILK — **"PEERLESS BRAND" EVAPORATED CREAM**

are your two most satisfactory brands of milk products.

PURE, PERFECT, RELIABLE.

(Unsweetened)

27 Front St. East. TORONTO — **WM. H. DUNN, Agent** — 394-396 St. Paul St., MONTREAL

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

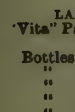
BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, ***LONDON, - ENG.***

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

binson's patent barley	½-lb. tins	$1 25
" "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 3 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07¼
Compound Fruit Jellies—	
12-oz. glass jars, 3 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails..... "	0 07¼
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09	0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½	20-lb. tins	2 18
½-bbls.	0 11½	Cases 3-lb. "	0 11½
Tubs, 60 lbs	0 11½	" 5-lb. "	0 11⅝
20-lb. Pails	2 28	" 10-lb. "	0 11⅝

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins..... .....per doz.	$1 40
" ½-lb. tins ..... "	2 50
" 1-lb. tins .... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins.....per doz.	0 85
" -lb. tins..... "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins.....per lb.	$0 25
¼-lb. tins..... "	0 13
1-lb. tins..... "	0 32½
4-lb. jars.....per jar	1 20
4-lb. jars ..... "	0 25
Old Crow," 12-lb. boxes—	
½-lb. tins.....per lb.	25
¼-lb. tins..... "	0 23
1-lb. tins ..... "	0 22½
4-lb. jars .....per jar	0 70
1-lb. jars ..... "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....			$2 75
No. 2, "	120 ½-lb.	"	2 75
No. 3, "	30 1-lb. / 60 ½-lb.	" }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 25
5 cases.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10	20
" " black..... "	15	30
Oriole soap..... "	10	20
Gloriola soap..... "	12	00
Straw hat polish..... "	10	20

Starch.

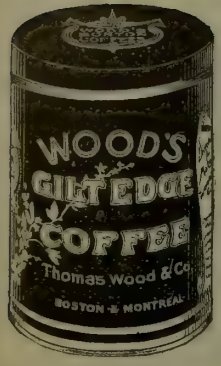
EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 06½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons. boxes of 40 lb.....	0 06½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 48 cartons, per case....	3

IT'S THERE



Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.....	0 6½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.....	0 6½

SAN TOY STARCH.

pkgs, cases 5 doz., per case..	4 75

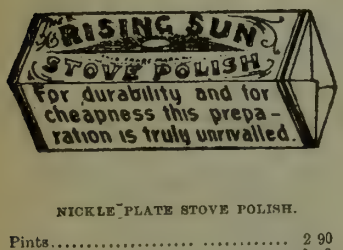
ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb .	0 6½
Durham corn starch, 40 lb.	0 6½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 07
" 3-lb. cartons, 36 lb..	0 07
" 200-lb. bbl.....	0 6½
" 100-lb. kegs.....	0 6¾
Canada Laundry, 40 to 46 lb.....	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.....	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb..	0 08
Argon Gloss, 1-lb. packages 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.....	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
5 gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—			
Cases 24, pts.. 2 90	Cases, 24 qts.. 5 40		
Cases 12, ½-gal 5 10	" 6 gals.. 4 80		
" 1, 5-gal 4 50			

54 lots prepared up to 40c. rate.

Empire Golden Syrup—			
Cases, 24—2's. 2 75	Bbls, per lb.	0 03½	
" 12—5's. 2 65	½-bbl. "	0 03¾	
6—10's. 2 60	Kegs "	0 03½	
3—20's. 2 40	Pails, $1.25 and $1 75		

Usual freight allowance on 5 case lots.

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs.....	0 03½ "
2-gal. pails 25 lb.....	1 25 each
3 " " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " " ..	2 75
10-lb. " 6 " " ..	2 65
20-lb. " 3 " " ..	2 60

SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 19	
" " ½-lb., " "	0 20	
Blue Label, retail at 30c.....	0 22	
Green Label. " 40c.....	0 28	
Red Label, " 50c.....	0 35	
Orange Label, " 60c.....	0 44	
Gold Label, " 80c.....	0 55	

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

		Wholesale.	Retail.
Brown Label,	1's and ½'s..	0 20	0 25
Crimson "	1's and ½'s...	0 22	0 30
Green "	1's and ½'s..	0 25	0 35
Blue "	1's, ½'s, ¼'s	0 30	0 40
Bronze "	1's, ½'s, ¼'s...	0 36	0 50
Gold "	1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

Teas.

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, ½s.....	0 70	1 00
" " ¼s.....	0 55	0 80
" " ⅛s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs,. ½s & ¼s.	0 30	0 40
" " 1 lbs. & ¼s..	0 25	0 30
" " ½ lbs.....	0 21	0 26
" " 1 lb.....	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb..... ...	$0 35	
" " 160 ½-lbs....}	0 35	
" " 80 1-lbs....}		
" " 120 ¼-lb.....,	0 35	

"CROWN" BRAND

	Wholesale.	Retail.
Red Lacel, 1-lb. and ½s.....$	0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes..... $....	
" II 40-lb. boxes.....	
" III 80-lb. boxes.	
EMD AAA Japan, 40 lb "at.....	
" AA " 40 "	
Blue Bay, basket fired Japan, 70 lbs., ...	
"Condor" IV 80-lb. "	
" V 80-lb. "	
" XXXX 80-lb. boxes....	
" XXXX 30-lb. "	
" XXX 80-lb. "	
" XXX 30-lb. "	
"Condor" XX 80-lb. "	
" XX 30-lb. "	
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s) 0 27½	....
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s	
60-lb. cases .....retail,	0 20 at 0 25
Grey Label, ½s, ¼s and 1s,	
60-lb. cases .....retail	25 at 0 30

"Condor" Ceylon black tea in lead packets

Yellow Label, ½s and 1s,	
60-lb. cases .....retail	0 26 at 0 35
Blue Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 30 at 0 40
Red Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 34 at 0 50
White Label, ½s, ¼s and 1s,	
50-lb. cases ....retail	0 40 at 0 60

Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb.	0 35
No. 2	"	0 30
No. 3	"	0 25
No. 4	"	0 22
No. 5	"	0 18

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 46
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10 ....$15	
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20.....	75 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 [illegible]
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine, per dozen.....	6 00
Absorbine Jr., per dozen.....	9 00

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	$0 23½
Condor, pure distilled.....	0 30
Black Swan	0 27½
Old Crow.....	0 23½
Special prices to buyers of large quantities	
White Wine, proof.....	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....$1 10	
Gillett's cream yeast, 3 doz in case....1 10	

No loss in weight, prepared entirely by machinery, never touched by hand. Are asked for by the housewife, being ready for use as soon as opened. Are always fresh and tasty. THEY WILL SHOW YOU A GOOD PROFIT and give satisfaction.

BATGER'S

CUT MIXED PEELS

½-lb. and 1-lb. DRUMS

PEELS

BE SURE

to include this in your

FALL ORDER FOR PEEL

from your jobber.

AGENTS

ROSE & LAFLAMME

MONTREAL and TORONTO.

WE SUGGEST

PATERSON'S WORCESTER SAUCE

as a quick seller and easy profit getter. It will pay you to look into this proposition.

ROSE & LAFLAMME

AGENTS—MONTREAL AND TORONTO.

Have You Any

Riverdale Brand?

is the question invariably asked of grocers by everyone who has ever tried the Riverdale Brand of Canned Fruits and Vegetables. There are several reasons for the unparalleled excellence of the Riverdale Brand.

In the first place, every piece of fruit or vegetable used in Riverdale Brand is selected by experts for its particular goodness. Then, it is canned by experts, aided by the most improved scientific appliances, in the most sanitary and up-to-date factory in the Dominion.

The Lakeside Canning Co., Ltd.

Wellington, Ontario

Biscuits Pernot

(Dijon, France)

Every grocer desirous of offering to his customers something good, something new and great of its kind, for the Christmas trade, should secure a stock of

Pernot's Biscuits

We have them in ¼, ½, 1, 2, 4 and 9 lb. air-tight tins.

FANCY BISCUITS IN FANCY BOXES

Just what you want for holiday requirements.
Our success is based upon the quality of our goods. That is why our lines will win and hold new customers for you.

Leon Fontanel & Co.

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20 Reamur St., Paris (France)

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Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Beer—Non-Alcoholic.
Kops' Breweries, London, S.W.

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Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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Old Homestead Canning Co., Picon.
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Canadian Cocoanut Co., Montreal.

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Computing Scale Co., Toronto.
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Truro Condensed Milk Co., Truro, N.S.

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Watson, Andrew, Montreal.
Watt, John J., Toronto

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Stevens-Hepner Co., Port Elgin

Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.
Canada Paper Co., Toronto.
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Yeast.
Gillett, E. W., Co., Toronto.

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MAPLE SYRUP,
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MOLASSES,
CONFECTIONERY
SPECIALTIES,
CANDIED PEELS
&c.&c.

CANNED FRUITS,
JAMS &
MARMALADE,
TOMATOES,
KETCHUP,
PICKLES, VINEGAR
&c.&c.

INCORPORATED 1907.

CAPITAL STOCK $250,000.00

PARTHENAIS ST. COR. ST. CATHERINE.
MONTREAL

LARGEST WORKS OF THE KIND IN CANADA

STONEWARE JARS

of every description and size.

Special shapes to order.

The TORONTO POTTERY CO.
LIMITED
Toronto, Canada
Write for Catalogue

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, - ONTARIO

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
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Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
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Send for our Booklet which fully explains the scope of the clipping industry.

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ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

SALT
SALT
SALT

Let us know your wants. We can supply SALT or any information about it.

VERRET, STEWART & CO.
LIMITED

MONTREAL

MINCE PIES
MADE FROM
Wethey's Condensed Mince Meat

are what your customers want.

Have you got this line in stock?

Every day you are without this Mince Meat you are losing profits you might just as well have.

It is a ready seller.
It is a steady seller.
It is a repeat seller.
It sells when other brands do not sell.

All Jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES

"EMPIRE" Brand

A Coffee Bargain

People are drinking more coffee now than ten years ago; there is better coffee sold. The superiority of our coffees has helped the increased consumption. We offer you a bargain this week. Take note of it. Write or ask our travellers.

We have a special line of Ceylon Black Tea we are offering at a tempting price.

4 free phones
USE THEM.

Ask our travellers to quote you on
Japanese Sardines
they are beautiful goods.

LUCAS, STEELE & BRISTOL,
Wholesale Grocers,
HAMILTON, - - - - ONTARIO

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, OCTOBER 11, 1907. NO. 41.

There's everything in your favor when selling your customers

KEEN'S OXFORD BLUE

There's profit, there's satisfied trade, there are repeat orders; and there's the Best Blue made.

For sale by all jobbers. Ask them.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

A trial order of

"Crown Brand" Corn Syrup

placed with your jobber **NOW** will make for you regular calls from your customers. People want a good, healthy, rich and nourishing Table Syrup. "Crown" Brand is Purest and Best.

Every jobber sells it.

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James Street, MONTREAL, P. Q.

1706 1907

CROSSE & BLACKWELL, LTD

Purveyors to the King

C. & B. Malt Vinegar

Rep. Pints and Quarts
Imp. Pints and Quarts

An unequalled reputation for over 200 years

AGENTS:

C. E. COLSON & SON,

MONTREAL.

Standard Goods THE Best to Handle

SURE PROFITS
SATISFIED CUSTOMERS

Is what you want EVERY TIME, and you can be QUITE SURE of them if you supply them with these Standard Goods :—

GELATINE **MACARONI**

COX'S
STRONGEST, PUREST, BEST.
Wise women work willingly with Cox's.

GARANTI SANS FRAUDE
LA COQUILLE

CODOU'S
Made from Finest RUSSIAN WHEAT by Experts.
A perfect article of Food.

"SHELL"
CASTILE SOAP
67% PURE OIL
The Best you can buy.

The best houses from Victoria to Halifax sell these goods.

ARTHUR P. TIPPET & CO.,

MONTREAL **Agents** TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish.
Canned Salmon—"Lifebuoy," "Otter" and "Salad."
Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Green Apples
IN
CAR LOTS
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

TORONTO.

JAPAN PEANUTS
GOOD QUALITY
IN STOCK
Anderson, Powis & Co.
Toronto Agents
15 Wellington St. East

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

RAY & WINDLE
Manufacturers' Agents and Commission Brokers.
330 Homer Street, VANCOUVER, B.C.
Fruit and Produce Exchange of B.C.
Representing Dry Salters Limited, Montreal.
" R. S. Hudson's Dry Soap, Hull, England.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

Joseph Carman. Est. 1887. Will H. Escott
CARMAN-ESCOTT CO.
GROCERY BROKERS
WINNIPEG, - MAN.
Sell wholesale trade exclusively. Highest possible reference. Reliable accounts solicited.
722-723 Union Bank Bldg. Phone 493

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4.)

"Every Little Bit

added to what you have got—makes a little bit more"—which is sure to be appreciated when it's PROFITS.

Get in on these if you want the extra profits. Don't wait but send us your orders NOW.

Pork and Beans at a snap

1s.....45c. doz.	Guaranteed equal to the best Canadian packed goods and just a little better than most of them.
2s.....75c. "	
3s.....95c. "	

Plain, Tomato and Chili Sauce

Usual freight allowance on 5 case lots.

Blueberries 2s and gallons

are going to be scarce this season—***"short pack."***
Prices are sure to be high in the spring.
Get your orders in now—you're sure to save money.

Lard

An article of every day selling—
Any grocer who has handled
Hammond, Standish Co. Detroit Lard
will appreciate this snap when we tell you our quotations are below the market. We know the quality will please you.

Olives

are no longer considered a luxury. We have a large and well assorted stock—Queen's, Manzanilla, Stuffed and Pitted. We are making a leader this week on a

Manzanilla Olive, 5 oz. bottle
Cases 2 doz., 90c. doz.

Get your orders in NOW—before the frost sets in.
Our Stock of this line is limited.

The EBY, BLAIN CO., Limited

WHOLESALE GROCERS — TORONTO

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada:
Highest references and financial responsibility.

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

NO "CLOUDY" SURFACES
come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre—none of those smeared surfaces so common to many so-called polishes.
Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.
Write for samples and prices. 72
MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
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OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT.
Special Attention to Advertising

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

DON'T WHINE!

When Collections are Slow
Send them to
The Beardwood Agency
313 New York Life Bldg.
MONTREAL
AND WE WILL GET THE MONEY FOR YOU

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W
TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Good Advice

"Snap lacked back bone and had little or no tact in saying NO. By the end of two years he had $3,000 tied up. When he went home to rest he worried because he couldn't meet his bills as promptly as formerly. Being sensitive, he worried, and that affected his digestion. He didn't take a sawdust diet, nor abandon coffee for a baked cereal mixture. He became a plodder instead of a pusher. Instead of being flush he was always in a pinch. He eked out a living and in five years failed to increase his assets. Then he sold out and said: 'No more grocery business for me. It don't pay.' The next we knew of him he was ticket chopper on the 'L' road.

"Take warning from Snap. Avoid credit, pay cash, sell for cash, and get comfort out of life."

Better Advice

Stock only guaranteed brands of Canned Fruits and Vegetables, such as: **"CANADA FIRST," "LITTLE CHIEF," "LOG CABIN," "HORSESHOE," "AUTO," "KENT," "LYNN VALLEY," "MAPLE LEAF," "LION," "THISTLE," "GRAND RIVER,"** and **"WHITE ROSE."**

QUALITY GUARANTEED By

CANADIAN CANNERS, Limited

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

DID IT EVER OCCUR TO YOU

To figure out how much loss you make on bulk teas through deterioration? How many customers you lose because the quality is not the same twice in succession?

You can always be sure of holding their trade with

"SALADA"

Tea

Because the Quality is Always the Same

Its fine flavor turns the casual purchaser into a regular customer.

"SALADA," Toronto and Montreal

A Woman's Whim

as far as starch is concerned is generally pretty sound sense. She does the work and she knows just how much trouble can be saved by using good starch. Just introduce her to

IVORINE

and she'll be a friend of yours. Ivorine is the most economical and satisfactory laundry starch on the market. How is your stock of Ivorine?

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

STERLING
BRAND
PICKLES

None better—none that will please customers better—none that will help better to build up high-class trade.

Buy direct or through your jobber.

The T. A. LYTLE CO.
Limited
TORONTO, - CANADA

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street.
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET,	*KINGSTON*
GEO. MUSSON & CO.	*TORONTO*
JOHN W. BICKLE & GREENING,	*HAMILTON*
GEO. H. GILLESPIE.	*LONDON*
CARMAN, ESCOTT CO.	*WINNIPEG*
C. E. PARADIS,	*QUEBEC*

Valencia Raisins

Next Time You
Order, Ask For

"M.D.&Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by

MAHIQUES, DOMENECH & CO.,

Canadian Agents:
ROSE & LAFLAMME
Montreal and Toronto

Pure Food is Essential to Good Health

That is why

Wagstaffe's

Jams, Jellies, Sealed Fruits and Marmalades have such a large sale. All lines will be short packed on account of light crops. If you wish to secure some of these celebrated goods, see your jobber early.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

There are two reasons why

Old Homestead Brand

of Canned Fruits and Vegetables

should be handled by every Grocer in Canada

1st. The margin of profit is liberal

2nd. Old Homestead Brand is in great demand, and that demand is ever on the increase

¶ At the back of this ever-increasing demand are the soundest of reasons to account for it. In the first place, the **selection** of fruits and vegetables is made **by experts.** They reject any particle of **fruit** or **vegetable** which is **not perfectly sound.** Then, the factory where the **Old Homestead Brand** is produced is easily the most up-to-date and sanitary canning factory in Canada. No expense has been spared in making

Old Homestead Brand

the best brand of canned fruits and vegetables on the market. We have succeeded, with the result that it is **the quickest-selling and most-constantly-demanded Brand of Canned Goods in the trade.**

The Old Homestead Canning Co.

PICTON, ONTARIO

HAYCASTLE

and PARADISE

CURRANTS

The choicest growths from the most favored Districts in Greece.

We have new selected **Valencias** in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

BRANSON'S

CONCENTRATED COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.

CONCENTRATED COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.

PRIDE OF CANADA

QUALITY

For years we have been endeavoring to improve the quality of our maple goods.

Our Maple Syrup and Maple Sugar is **absolutely pure,** as **we never** adulterate, and we are always trying some new process in preparing them for market, which adds to their quality.

That's why

PRIDE of CANADA

goods are so well known and **regarded as standards.** If you are not handling them you should begin **to-day.**

IT PAYS

The Maple Tree Producers' Association

Waterloo, Que.

PHENIX WASHING POWDER

THE GREAT SELLER

Owing to its recognized superiority over cheap makes of washing powder, ***PHENIX*** is always used by the housewife after the first trial.

Then, the price is another consideration. Despite the high quality of ***PHENIX,*** the price is most reasonable, 5c. for ½ lb. package, or 10c. for the 1 lb. are the retail selling figures.

First quality and the right price mean profit for the retailer.

Are YOU selling PHENIX?

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

Sole Canadian Distributing Agents

E. NICHOLSON

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN

D H BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg, August 23, 1907.

To the Wholesale Grocery Trade of Canada

DEAR SIRS:

We beg to advise the **Wholesale Grocery Trade of Canada** that we have been appointed sole selling agents for **The British Columbia Sugar Refining Co., Ltd., of Vancouver, B. C.,** for the **Provinces of Manitoba, Saskatchewan and Alberta.** We cover the whole West, through our head office in **Winnipeg,** and our branches at **Calgary** and **Edmonton.** We will be pleased to quote car lots. Sugars delivered at any point in **Manitoba, Saskatchewan or Alberta.** Write or wire us to **Winnipeg, Calgary or Edmonton.** We will attend promptly to your enquiries.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Warehouses and Offices:—

CALGARY **WINNIPEG** **EDMONTON**

ESTABLISHED 1882.

LEA'S

The Pickle with the Home-Made Flavor

Packed in a factory where cleanliness and purity are paramount.

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

NEW CURRANTS

Crown Brand Cases and Half Cases, Cleaned.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st, this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

JAPAN TEAS

"I can now submit you several suitable samples at suitable prices on receipt of your commands"

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

GREIG'S
WHITE SWAN
SPICES

are absolutely dependable goods. They are up to the highest standard of purity and are guaranteed in every respect. We import all our goods direct from the country of growth, do all our own grinding and so are able to guarantee every pound sent out. **Quality is pre-eminent with us.**

An important point, too, is that we can sell on close margin and give better values, as no single one of our several departments is called on to bear the entire cost of our business.

Our complete Catalogue will be sent on request

The Robert Greig Co.
Limited

White Swan Mills - TORONTO

BEE BRAND JELLIES 6 for 25c.

SNOWDON, FORBES & CO.

449 St. Paul St. MONTREAL

are the makers of **Bee Brand Jelly Powders**. If you are not selling **Bee Brand** communicate with this house to-day. Since **Bee Brand Jelly Powders** have been on the market sales have been enormous.

Profits are large. Share them!

Some of the Flavors attainable are:

RASPBERRY STRAWBERRY
PINEAPPLE CHERRY
LEMON NUTTO

Gallon Apple Cans!

RUSH ORDERS

Packers, do not delay in ordering your cans for your apple pack. We can supply you with the best at right prices.

Baking Powder Cans
Coffee and Spice Cans
Syrup and Meat Cans

We are busy almost to capacity on these lines, but can take a few more orders if placed immediately.

Have you had a sample of what we turn out in cans from **extra coated tin plate?**

If not we shall be pleased to supply you with one.

ACME CAN WORKS
Montreal

PICKLING SPICE

This is the season to sell Pickling Spice, and the wise grocer sells ***the best.*** You will find the ***market leader*** in our ¼-lb. transparent packages Mixed Pickling Spice, containing nineteen varieties. Owing to A1 value, great seller.

A Trial is Convincing ***Order Without Delay***

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
" Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

BLACK LEAD

The best form of stove polish is black lead, and the best in black lead is

"JAMES DOME"

No Dirt. No Grit. No Dust.

Gives a quick, lasting, brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents.

Perfect Purity Produces Profit

This is an assertion, Mr. Grocer, with which most good grocers entirely agree. Pure Food is in greater demand to-day than ever before, and the grocer who handles the purest goods does the greatest business.

E. D. S. Brand
JAMS and JELLIES

are absolutely pure. And in preserving purity we preserve the delicious flavor which has made the brand famous.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

THE PERFECT BEVERAGE

Unexcelled for Dinner or Luncheon. Submit it to your customers. It is sure to be appreciated. There is nothing else like it.

KOPS BREWERIES, ***LONDON, S.W., ENGLAND***

Canadian Agents: Hudson's Bay Co., Vancouver, B.C. W. L. MacKenzie & Co., Ross Ave., Winnipeg. Kenneth H. Munro, Coristine Bldgs., Montreal. Kyle & Hooper, Front St. E., Toronto. Royal Stores, St. John's, N.F.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS BELL, SONS & CO., Montreal

Giving Too Much Change

is only one way of losing money. Another way by which many grocers lose money is by giving overweight. Do **you** lose anything this way? Think it over a bit and then write and ask us about the

Toledo Computing Scales

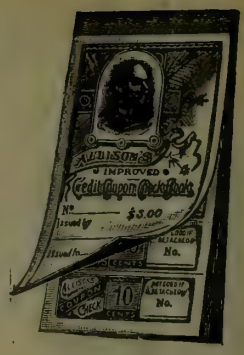
The Toledo Computing Scale Co., Hamilton, Ont.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

They Grease the Wheels of Commerce



Even if they didn't save you a cent, they so simplify relations with your trade, so thoroughly eliminate the causes of petty disputes, that they are a good investment.

The ALLISON Coupon Books

But they DO save you not cents, but DOLLARS, so many dollars that, as a business proposition, you should have them, whether you can afford to do without them or not. Thousands of progressive merchants are using them.

How They Work:

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him $10; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. No pass books, no charging, no lost time, no errors and no disputes. Allison Coupon Books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY, BLAIN CO., Canadian Agents

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

AN INFLAMED TENDON
NEEDS COOLING.

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. $2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

INSIST ON THE BEST!

In these days of legislation and agitation in favor of pure food and clean food, it will pay grocers to be careful what they buy in the line of canned goods. A successful feature of the

"ESSEX BRAND"

is the absolute cleanliness of the entire establishment, with no slovenly slopping tolerated or allowed. The Essex factory is new and surprisingly up to date, with every facility for doing things right and saving time and labor at every turn.

The Essex Canning and Preserving Co., Limited

28 WELLINGTON STREET EAST - - - TORONTO, CAN.

Factory at Essex, Ontario.

COLD WEATHER

It's coming. The wise grocer gets in his stock of

2 in 1

before it gets too cold to ship. Place your orders with your jobbers NOW. You'll want 2 in 1 right along. There will be a big demand for these Fall shipments. Get in with your orders.

The F. F. Dalley Co.
LIMITED

Hamilton, Canada. Buffalo, U.S.A.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well-Known

CLIMAX SOAP

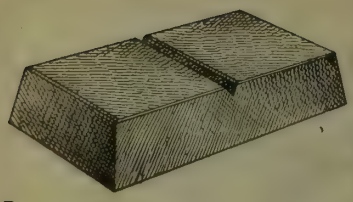
A HIGH-CLASS HOUSEHOLD SOAP

Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, etc.

NO PREMIUMS **PRICES RIGHT**

SAMPLES AND PRICES ON APPLICATION

98 St. Charles Borromee Street, - Montreal



Maple Sugar

Guaranteed Absolutely Pure

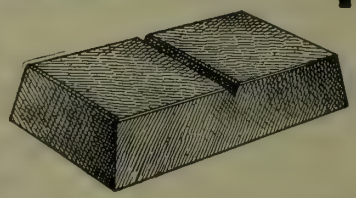
Just as advertised. Read Bulletin No. 140, just issued by Inland Revenue Department. **Not one sample found to be adulterated.** We have picked out an extra light colored sugar to sell you this season. Order now.

Color, flavor, purity guaranteed. Freight prepaid up to 40c. per cwt.

48 blocks to a case, $3.00. Sell at 10c. each—60% profit.
40 " " 3.00. " 10c. " —33⅓ "
Scored. Can be broken in two to sell at 5c.

IMPERIAL SYRUP CO.

MONTREAL WINNIPEG
CALGARY
EDMONTON VANCOUVER



Sell The Best

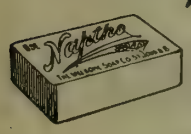
That's the idea that wins—that will make you successful—that will bind your customers to you.

Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package). Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.

J. L. MATHIEU CO.,
Proprietors, SHERBROOKE, P.Q.



Naptha SOAP

MADE IN CANADA

Best for Family Use

¶ The composition of NAPTHO SOAP is such that clothes washed in either HOT or COLD water are equally clean and bright.

The Welcome Soap Co.
Limited
St. John, - N.B.

One of the "striking" effects of

Our Matches

is their excellent and satisfactory profit to the dealer. Pleased customers just love to burn our matches.

There's a big saving in freight, too. Find out by dropping us a line.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

MATHEWSON'S RED VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

There's Been a Change

in our firm name. Purnell, Webb & Co., Limited, is now Purnell & Panter, Limited. But there has been no change in the high quality of

PURNELL'S PURE MALT VINEGAR

Brewed from the very finest English malt, Purnell's vinegar has never been equalled for table use.

PURNELL & PANTER, Limited

Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

R. JARDINE, - - - - ST. JOHN, N.B.
H. HASZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building MONTREAL.
BICKLE & GREENING, - - - HAMILTON, ONT.
CARMAN-ESCOTT Co., 722 Union Bank WINNIPEG MAN.
C. E JARVIS & Co., - - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East - TORONTO.
MESSRS. ERB & RANKIN, Commission Brokers - HALIFAX.

DELICIOUS!

"BALMORAL"

Reg'd.

Crab Apple Jelly

Specially prepared for high class trade.

We are making SPECIAL OFFER of above line. Inquire of our nearest agent or write direct to

J. W. WINDSOR,

SOLE AGENT,

MONTREAL

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

For Prices and all Particulars write to

KIT Coffee Ltd., Govan, GLASGOW.

To be had in Montreal from Mathewson 's Sons, 202 McGill St.

Arriving this week

New Crop

Sultana Raisins

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Rowley's Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. ROWLEY
DENIA
Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. BODI
DENIA
Finest Selected

Shelled Almonds, in 28-lb. and 14-lb. boxes.

We have the real goods. **Write for samples.**

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents: **Wm. C. Christmas, 22 St. Francois Xavier St., Montreal**
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS

THOS. SYMINGTON & CO. EDINBURGH

Tartan BRAND

SIGN OF PURITY

IN STOCK Immediately

New Valencia Shelled Almonds
New Table Figs
New Sultanas
New Barrels and ½ Barrels Labrador Herring
New Jordan Shelled Almonds
New Malaga Raisins
New Selected Valencias
New ½ Barrels Sea Trout

Phone 596

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

Settled in Camp.

Possess yourself of a stock of

'CAMP' COFFEE

and many important questions will be settled to your satisfaction. You will know which Coffee sells best, which Coffee pays best, and which is the "buy and come again" Coffee. "CAMP" is the reliable Coffee, always excellent both in flavour and aroma.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: ROSE & LAFLAMME
MONTREAL.

"ROYAL CROWN"

Witch-Hazel Toilet Soap

The soap that backs up good advertising with good quality—and pays the grocer good profits.

Write for prices.

Manufactured by
The ROYAL CROWN Limited
Winnipeg, Man.

Eastern Agency
Wm. H. Dunn
27 Front St. E. Toronto
895 St. Paul St. Montreal

New Season's Goods Just Arrived

MARTIN FRERES

Shelled Almonds
New French Cherries
Olive Oil
Crystallized { Rose Leaves / Lilacs / Violets, etc.
For decorative purposes

We have been appointed agents for

D. FOURNELL & CO.,
BORDEAUX, FRANCE

The Celebrated dealers in

SHELLED
WALNUTS

W. P. DOWNEY, 26 St. Peter Street, **MONTREAL**

WHEN OPPORTUNITY KNOCKS,

the shrewd man pulls open the door without delay.

Our
PURE APPLE JUICE

for drinking purposes is an opportunity for you to make money. Lots of grocers have grasped it and are mak ing money out of it. Have you?

It comes in bottles and in kegs and barrels of various sizes. Write us about it!

The Belleville Fruit and Vinegar Co.
LIMITED
BELLEVILLE - - ONTARIO

Keystone Brooms — TRADE-MARK KEYSTONE BRAND REGISTERED — **Brand Brushes**

Do you know, Mr. Grocer, that you can

MAKE MONEY

by handling the right kind of brushes? We have a line of Scrub, Stove and Shoe Brushes which are

EASY TO SELL

on account of sheer merit. Solid backed, steel fastened, elegantly finished and made in a variety of the choicest materials. The prices are popular and there is a

GOOD MARGIN OF PROFIT

Write **now** for Samples.

Stevens-Hepner Company
Limited
Port Elgin, Ontario

MOLASSINE MEAL

"The food of the century"

FOR HORSES, CATTLE AND POULTRY

Try a sample box of

MOLASSINE DOG BISCUITS

Sole Importer

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

JAMS, JELLIES, MINCEMEAT

Ready for delivery.

Wagstaffe's Mincemeat

Full range of

Wagstaffe's Jellies

Rapidly becoming sold up.

Wagstaffe's Jams

Order at once through our travellers, or by wire or phone.

JAMES TURNER & CO., Limited, Hamilton, Ont.

PRESERVING THE FLAVOR

of every piece of fruit and vegetable, is one of the many achievements of The Burlington Canning Co., Limited. It is well known that the

Burlington Brand

canned fruits and vegetables, have the delicious flavor of ripe fruit and vegetables perfectly preserved. That is why the Burlington Brand gives such **entire satisfaction** to the consumer. Then, Burlington Brand comes out of a factory which is noted for its absolute cleanliness.

Stock Burlington Brand and you have the Best.

The Burlington Canning Co., Limited, Burlington, Ont.

EFFECTIVE GROCERY ADVERTIRING

ITS PRODUCTION AND POSSIBILITIES.

Occasional Chats by W. F. Ralph.

Hammering It In.

It is a well-known fact that if a little drop of water is allowed to drop continuously upon a certain spot in the hardest kind of rock, it will eventually wear a hole there. Probably the time it takes to do so is governed by the hardness of the rock, but the moral which is generally taken from this well-known fact, is PERSEVERANCE. So far so good. But there is also another moral well within the range of vision. That is: Make the drops fall faster, and thus make the hole quicker.

Kool Weather!

What About Koffee ?

When in doubt where to get the best, Fone 319 or call on

Dan McClean
The Kash Grocer

We guarantee ours at 40c lb.
Ground while you wait.

Advertising is the water, and the public is the rock upon whom it is designed to make an impression. A mighty hard rock the public is, sometimes, as some of you grocers know well enough. But publicity of the right sort, if it is kept up continuously, will eventually produce the right sort of effect on the public.

I know a man who is the proud possessor of a 20 by 15-foot lawn. He takes a pride in this little patch of green grass, and in order to keep it close shaved, he bought a second-hand lawn mower a couple of years ago. This summer the blades needed touching up. Now, my friend hadn't a city directory in his house upon the evening he decided his mower needed sharpening, and he wanted to find the address of a man who went in for such business. Then it occurred to him that there was an ancient stencil sign, painted on the corner of a board fence, which he passed every morning on his way to work. He accordingly got underneath his hat and strolled around to take in the details of this ancient ad. There it was, sure enough, the paint getting brown with age. The result was that the owner of the advertisement had a mower sharpening job presented to him next morning.

That wasn't all. This mower sharpener was also a wringer repairer and second-hand bicycle dealer, and when my friend was in the shop he took a fancy to a small bicycle, which he had his son and heir call for, and ride home with for keeps.

That little wornout piece of stencilling was persistent advertising of the crudest variety, but it got there just the same.

"What's all that got to do with effective grocery advertising?" cries one of our friends. Well, its got a whole lot to do with it. Not that I would advocate stencilling on the fence as a sure road to grocery greatness, but I just want to ask the question: How much more business might the mower repairer have done if he had gone a little further in his advertising?

* * *

Yes, persistency pays, as the book agent said, whether it's beans or books you are advertising. But in order to make persistency pay bigger dividends, you've got to persist in a proper manner. The man who starts for the top of a skyscraper by shinning up the outside drain pipe, will get there all right if he sticks to it, but he'd get there quicker by going up in the elevator.

The door-to-door-dodger method of advertising may be of some use, but it's been found by progressive people who have tried both, that newspaper space properly used is the elevator route to success; while the dodger-from-door-to-door method may well be likened to the drain-pipe route.

* * *

You've all heard the antique chestnut about the Irishman who had fallen down a well, and when his friend on the surface inquired if he were "Kilt entoirely!" replied that he was "not dead, but spacheless"? Well, some newspaper space may be likened to the condition of the Irishman (because all advertising is alive to some extent), but it is pretty nearly speechless.

How to make your ad. speak, is the problem. How to make it heard while surrounded by other speaking ads. is another problem. As you know, it isn't always the loudest talker who is most listened to. Some grocers claim that a grocer ad. has to speak in a somewhat louder tone than, say, the dry goods ad. Is that right? Should the grocery ad. shout its message? Or should it assume a more dignified and quiet tone?

These are hard nuts to crack. Probably it would be safe to say: Shout at some people and talk quietly to others. Such a policy would have the advantage of giving both a trial, but they

COFFEE

Now is the season of the year when a cup of hot, well-made coffee is a grateful and much-appreciated beverage at the breakfast table.

We are grinding fresh-roasted Coffee of the highest quality, mild tasted, smooth drinking, with delicious aroma, the best Coffee obtainable in any market. PRICE, 40c. per lb.

NOVA SCOTIA PICKLING PEARS, A Good Opportunity for Preserving, 20c. per doz.

Canadian Grapes now in full season, Concords, Wordens, Niagaras, Rogers, Delawares.
New Oranges, Lemons, Etc.

D. MacLACHLAN'S GROCERY,
Chatham, N.B.

could hardly be carried on at the same time.

Take an ad. headed "Bargains! Bargains! Bargains! Prices Cut in Half, etc." That certainly belongs to the loud-mouthed family. Lots of grocers use that style and seem to be "getting there." Undoubtedly the word "Bargain" has an attraction which the human eye finds hard to resist. But the "shouting" ad., being usually composed mostly of price reductions, tends to create a bargain-fed public who won't buy anything at the normal price. Bargains in one line certainly pay well in large department stores, where the loss can be made up by purchases in other departments. But in a pure grocery store, where a great many of the articles are sold at close-shaved margins, anyway, it would seem unwise to dwell too much on lowness of price. It is at this point that clever ad. writing asserts itself. It cannot be denied that in the majority of cases the grocer who

T. S. ANNANDALE
Our Grocer

WE have received direct from Ceylon a large shipment of our Famous Special Ceylon Tea in 3 and 10 lb. boxes.

$1.00 and $3.00 per Box

This is New Season's and particularly fine quality.

WEST END GROCERY
D. W. Gilchrist, Mgr.

advertises low prices does a big business, and that the ad. which talks on the lowness of price is very effective. The clever ad. writer is the man who can bring the people into his store without resorting too frequently to the low-price argument. He is the man who can bring the people in on the ground of quality and good service, or, for any other reasons than mere price. And it is largely in that light that I judge the ads. that come in to this department—or, rather, I should say, the ads. which I would like to see flowing into this department, because altogether too few of them have been arriving lately.

* * *

A rather odd advertisement, is that of "Dan McClean, the Kash Grocer." Phonetic spelling has evidently struck hard at Owen Sound. This ad. is an undoubted eye-catcher, and we would like to know how it worked out in selling goods.

Another coffee ad., drawn up in a more conservative style, is that of D. MacLachlan's grocery, Chatham, N.B. This ad. is a good specimen of sane advertising and has all the elements of business building ability. The headline attracts, and the opening sentence fosters the interest of the reader by introducing his mind to a familiar and comfortable scene. Then the article is briefly described, and a moderate price attached. This combination certainly ought to bring people in to sample that coffee. The rest of the ad. suffers a little from indifferent set up. The "Pickling Pears," in different type, with one capital serving both words, seems to be out of tone with the rest of the ad. It would probably have had a more harmonious appearance if the words, "Nova Scotia Pickling Pears" had been set in a straight line. The ad., as a whole, might have been improved by leaving out the rules dividing the sections, or using lighter ones, and by having the heavy rules at top and bottom only.

* * *

The ad. of T. S. Annandale is a neat little announcement, and looks well in its position at the top left-hand corner of the newspaper page. Brevity is one of its good points. It only takes a second or two, to glance through it, and in that second or two the mind is left with a definite impression of the fact that Annandale's west end grocery has a special Ceylon tea in 3 and 10-pound boxes, at a dollar and three dollars a box.

* * *

We reproduce another of Bradley & Son's ads. It is particularly good. The talk in this ad. seems to have that personal, "I don't mind telling you" quality about it. It feels like a personal message.

TRADE NOTES.

S. Atkinson, general storekeeper, of Haileybury, has assigned to R. Tew.

M. J. Cote, grocer, of Cap Sante, Quebec, has assigned to V. E. Paradis.

C. F. Baker, general storekeeper, of Prince Albert, Sask., is selling out.

Jamieson & Co., bakers, of Ottawa, are advertising their business for sale.

John Sadler, who has been conducting a general store in Dundas, is succeeded by Chas. Durrant.

Richards & Pearce, grocers, of Crystal City, Man., have dissolved partnership.

R. J. Thompson, general storekeeper, of Gunton, Man., has assigned to F. Reimer.

Norman Smith, confectioner, of Collingwood, has assigned to G. E. McLean.

J. O. Anderson, meat and provision dealer, of Hardisty, Man., has sold his business.

W. J. & J. V. Good, of Emerson, Man., have taken over the Star Cafe and confectionery business in that town.

J. Sauviat & Cie, general storekeepers, of L'Islet, Que., have assigned during the week.

McLeod & Pirie, general storekeepers, of Fillmore, Man., have disposed of their general stock.

Hilbert & Loemen, general storekeepers, of Lavenham, Sask., have sold their business to Mr. Rosner.

Doctor Bros. & Kennedy, grocers, of Moose Jaw, Sask., have assigned to W. E. Seaborn, of that town.

Campbell Bros. who have been conducting a general store at Yellow Grass, Sask., have sold out.

Bradleys' The Store that's Talked About

Friday, Oct. 4, 1907.

Special Blend Coffee
25c per pound

Better than any other coffee you have ever used that costs the same price.

A far-reaching statement, we admit, but true nevertheless.

Prove it by ordering a half pound of this coffee. The flavor will speak for itself.

It's a Bradley blend—we know it is good—that is why we recommend it.

Canned Fish

Ready to serve—handy to have a supply on hand to provide for the unexpected guest.

With salmon higher in price, we suggest some other splendid canned fish qualities. Note these :

Finnan Haddie, per tin	.10
Fresh Herring, per tin	.10
Kippered Herring, per tin ...	.10
Herring in Tomato Sauce, tin	.10
Mackerel, per tin	.12

Try any of the above. We deliver to Thorold every Tuesday and Friday.

Bradley & Son

St. Catharines, Niagara Falls and Chatham, Ont.

Henry Bros., of Lavenham, Alta., have taken over the general store business of W. Perkins.

The assets of the Manitoba Canning Company, of Grande Pointe, Man., are advertised for sale.

The Borden Trading Co., who have been conducting a general store at Borden, Man., have dissolved.

The assets of S. De Morasse, general storekeeper, of St. Pierre les Becquets, Que., are advertised for sale.

Williamson & Torrance, grocers, of Hamilton, have dissolved partnership. J. A. Torrance continues the business.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

BARRIE.

Barrie is the most thriving town of its size north of Toronto, the best business and all round commercial centre, and the county town of Simcoe, with a population of between 9,000 and 10,000.

Its twenty-six grocers find that this year, so far, has been as good, and, in some instances, especially the tourist trade, a little better than others.

Not one failure in two years, speaks well for the town, doesn't it?

The merchants, now over their summer rush, are turning their thoughts to the Christmas trade, and are now buying freely for the same.

* * *

Few changes have taken place lately, the most noted being Hohley Bros., who for the past twelve years have carried on a most successful business in high-class groceries, who have sold to Sargeant & King, a new firm of furriers and gents' furnishings, who bought the stock in order to get the store, the stock being sold out privately.

* * *

Harry Calaghen, a young grocer, who has carried on a business for about three years, has sold out to W. Wainwright, late of the Grand Trunk Railway offices at Allandale.

* * *

Chas. Strange, one of Barrie's business and political leaders for fifteen years, has been appointed gaoler at the Barrie gaol, but at present is undecided as to what he will do with his business.

Mr. John Clayton, who has been with J. C. Irwin for some years, has joined the forces of the London Pant & Overall Co., London, Ont.

* * *

Barrie's commercial travelers, who are actual residents of the town, number eighty-four. Six of these represent grocery houses, viz.: Gren. Calwell, with Perkins, Ince Co., Toronto; John Jamieson, with H. P. Eckhardt & Co., Toronto; L. Fraser, with Balfour, Smye & Co., Hamilton; F. Grazley, of Lucas, Steele & Bristol, Hamilton; Wm. Matley, of Thos. Long & Co., Collingwood; Mr. Boyde, Telfer Bros., Collingwood.

L. Fraser, with Balfour & Co., Hamilton, who has been a resident of the Queen's Hotel for the past two years, has decided to take up housekeeping again, and has secured one of James Vair's houses on Mary street.

* * *

Barrie market which is, and has been, considered by all farmers and produce dealers one of the best paying markets for farmers in Ontario, has been very brisk the past week, for this time of the year, the prices of butter running from 28c to 30c per pound, with eggs from 20c to 22c per dozen; 1907 chickens brought 10c to 15c per pound, while old fowl went at 8c to 9c, and spring ducks at 75c to $1 per pair.

CHATHAM.

The local branch of the Retail Merchants' Association last week bestirred itself, and enthusiastically inaugurated the work for the coming year. The meeting on Oct. 1 was the best attended since the branch was formed here. With a view to making future meetings interesting and attractive, a committee, comprising Messrs. Poile, Westman and Winterstein, was appointed to draft a programme. It is the intention to secure capable speakers to talk on subjects of interest to the merchants. President Cowan also brought up the suggestion of an annual banquet in December; and though no definite action was taken at the time, the way in which the suggestion was received leaves little doubt that it will be acted on at the next meeting.

Ald. Westman brought up the matter of a Dominion Day celebration for 1908. The celebration has an economic side which should appeal particularly to merchants, since at present Chathamites—and their bank rolls—go out of town for the glorious first. Judging by past experience, the previous autumn is not too soon to agitate for a Dominion Day celebration.

* * *

The association took a much needed step forward when it ruled against the indiscriminate purchase of tickets in aid of churches, charities, concerts, and other affairs. Chatham is peculiarly blessed with charitable ladies who are forever and aye evolving something in the way of a concert or tea meeting in aid of this, that or the other, more or less deserving charity. The merchants on King St. are the most convenient victims, and the toll has in the past proven a heavy one. Just a day or two before the meeting, your correspondent chanced to enter a store as a lady canvasser passed out. The lady was smiling, but the storekeeper didn't smile. "There ought to be a law against that sort of thing," he declared vehemently. In the absence of a law, the R.M.A. put a stringent and positive resolution on their books, which should do considerable toward abating the evil. Last April a resolution was passed "That no member of the association shall advertise on any printed card or program, nor permit his or their firm name to appear on any subscription list for charitable institutions." An amendment, "Nor purchase tickets for concerts, raffles, socials or excursions," was proposed; but the association wisely decided to leave no room for ambiguity, and merely added, "Nor purchase tickets."

The resolution, if steadfastly carried out—and there is no reason why it should not be—will save the average merchant ten times his annual fee in the association.

* * *

A well attended meeting of the council of the Board of Trade was held on Friday evening, when W. R. Landon was elected secretary in place of C. H. Mills, who has removed to Berlin. The securing of connections with the M.C.R. via the electric railway, the lack of accommodation on late Wabash trains and the interchange of Wabash and G.T.R. tickets between Chatham and Detroit were discussed, while a variety of routine matters were dealt with. The executive committee have secured Hon. Adam Beck to address the Board of Trade and the citizens in general on Monday next on the subject of "Hydro Electric Power." Other speakers will be secured for subsequent meetings.

* * *

The Triangle Grocery, at the corner of Thames St. and Gradn Ave., has once more changed hands, Clifford Morrison, who purchased it last May from W. H. Marshall, having sold out to D. J. O'Keefe. Mr. O'Keefe took charge last week, and has signalized the new management by a number of improvements indicative of erengy and progressiveness. New and striking signs are already up, and a telephone installed. Mr. O'Keefe has also entered the ranks of the advertising grocers, and is making some attractive announcements in the columns of the local papers.

* * *

W. J. Radley, formerly of Detroit, has purchased from Ald. Jas. N. Nassey the stock and good will of the grocery at the corner of Murray and Prince Sts. He took charge on Thursday, Oct. 3, and reports business decidedly encouraging. Mr. Radley intends to inaugurate a system of delivery to all parts of the city, and to make extensive improvements to his place of business.

* * *

Ex-Ald. John Edmondson, the well-known St. Clair St. butcher, who, after many years' service in the city council, went down and out last January, is an aldermanic possibility for the forthcoming election. Mr. Edmondson has many

friends, and his defeat last January was an unpleasant surprise to a good many people.

* * *

L. A. Cummings, the new proprietor of the West End Grocery, on Lorne Ave., is making a specialty of fresh vegetables and meats, in addition to his regular lines. Mr. Cummings is advertising aggressively, and seems determined to bring his business to the front.

* * *

Mrs. Cooper, demonstrator for the Pure Gold Manufacturing Company, was at H. A. Andrew's grocery all this week, demonstrating that company's baking powder, jellies, salad dressing, milk cocoa and other preparations. The demonstration proved quite a business getter, many housewives dropping in to sample these excellent lines.

* * *

Last week the stable and barn of R. P. Adams, the Tilbury butcher, were burned to the ground, with contents, including three horses. Loss, $1,000, partly covered by insurance.

* * *

Arthur Cowley is in charge of F. Lee's butcher business at Tilbury, during Mr. Lee's illness.

* * *

The Tilbury Canning Factory established a new record on Friday of last week when 17,000 cans of tomatoes were put up. The output this year is already 200,000 cans, about double last year's output, and large quantities are still coming in.

* * *

John Brennan, who has been conducting a small grocery on Queen St. for a couple of years past, has been compelled by financial difficulties to discontinue. D. S. Perrin & Co., of London, are understood to have charge.

* * *

Another industry has just been added to Chatham's large and growing list. It is the Chatham Carriage Co., the charter for which was recently granted, the incorporators being chiefly men associated in the past with Wm. Gray & Son's carriage company. The new company have purchased the premises on William St., formerly occupied by McKeough & Trotter's launch works, and are rapidly installing their machinery. They will probably commence active operations in a few days. The concern will go in for all classes of high-grade carriage and automobile body work, as well as gears. The officers are: President and manager, Ira Teeter; vice-president, Arthur Cooke; associate manager and secretary-treasurer, F. E. Fisher; directors, J. P. Rutherford, M.D., and W. A. Hadley.

* * *

Grocery travelers were as the sands of the sea this week, so far as Chatham was concerned. No sooner did one vanish than another seemed to appear. The return of the knights of the grip marks the active beginning of the fall trade.

* * *

Another matter dealt with by the R.M.A. last week was the unfair competition from the market auctioneers. The latter make use of their spaces on the market to auction off new bankrupt stocks, secured at a low figure, as second hand, thereby cutting largely into the Saturday trade of the regular merchants. There is scarcely a retail line that isn't injuriously affected; whilst the goods sold are declared to be pretty generally of an inferior quality. The R.M.A. claim that the practice is contrary to the bylaw and should be stopped—or that if it isn't, it is unfair, and the bylaw should be amended to prevent its continuance. Some months ago the matter was brought before the city council, but was overlooked. The R.M.A. at their last meeting passed a strenuous resolution, and, as a result, the question is now in the hands of the civic property committee, with instructions to consult the city solicitor and find out where the city is at.

Barrie, which is represented for the first time in these pages, tells of excellent trade conditions in that town.

The Montreal Grocers' Association have not yet taken any definite steps to form an association of their own—as distinct from the Retail Merchants' Association.

A novel banquet was held in Ingersoll the other day. Incidentally it proved a paying advertisement for a certain widely-consumed article.

The Toronto correspondent this week takes up conditions as they are in Toronto Junction.

The Winnipeg Retail Grocers' Association is doing excellent work in securing reliable information about slow-pay customers. Read how it works out.

London seems to be suffering from an epidemic of high prices.

Chatham merchants have taken a strong stand against the hold-up system of ticket buying for fairs, church functions, etc., practiced by too many customers.

In Quebec, the matter of grocers selling milk is being discussed.

GALT.

The grocery trade in Galt is rather brisk at present, the dull mid-season period having been passed. The local grocers are well pleased, although the sad memento of the fruit crop season's failure still lingers with them. Grapes are now in season, and despite the enormous crop, the price still remains at the average. The market on Wednesdays and Saturdays is deluged with the fruit, but the price has not yet dropped below 25c per basket, and Hugh Walker, of the Red Front, gave it as his opinion today that there would be no further reduction. The law of supply and demand certainly does not apply in this case, as the supply is far in excess of the demand. The lowest quotations yet received here are 17 cents on board at Hamilton. When the freight or express has been paid it is impossible to sell the fruit at less than 25 cents per basket.

* * *

I take much pleasure in welcoming Pembroke to the ranks of The Grocer correspondents. His article on the cash system is certainly concise and comprehensive, but I would, with all due respect to him, like to remark on the question of the farmers not having ready money. The farmers in the vicinity of Galt are regarded as about the only people having ready money. In a manufacturing town like this, the householder generally has his wages spent before they are received, but the farmer, especially at this season of the year, is generally flush. Nevertheless, your correspondent can see no reason why a cash business should not be conducted in the grocery trade. It appears to be merely a custom, which, while it may take many years, can finally be rooted out.

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Allan Deans, of the Red Front, is spending a short holiday in Stratford.

* * *

The clerks in Hespeler made an effort to have early closing continued throughout the year, but their efforts were unsuccessful.

* * *

Pautler's grocery, in Preston, still continues to grow in popularity, and is spoken of favorably in this vicinity. Mr. Pautler is an up-to-date grocer, and a firm believer in the advisability of organization.

* * *

The Retail Merchants' Association of Galt will hold a banquet at the Iroquois hotel on Tuesday evening, October 15th. The executive committee has the program in hand, and it is expected that prominent speakers will be present, and deliver addresses relative to the aims and objects of the association. Invitations will be sent to the association members in Berlin, Preston, Hespeler, Waterloo, Paris, Guelph and surrounding towns, and it is expected that about one hundred guests will be present. In all probability the event will result in much benefit to the association.

* * *

The Galt market continues to grow and has assumed city-like proportions. For a time the market was practically demoralized, owing to the inroads of the hawkers, who each and every day made a house to house canvass with produce. When the Retail Merchants' Association came into being one of its first movements was to secure the passage of a by-law prohibiting the above practice, and as a result the market is regaining its own.

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The remarks of the Guelph correspondent in last week's issue certainly apply to Galt, and they are hereby recom-

mended to Galt grocers for consideration.

* * *

The rumors of a shortage in the banana market have not reached Galt as yet, and a local dealer stated that in his opinion the winter market would not vary in price from that of former years. Peaches are moving very slowly, owing to the high prices, and many a cellar that has formerly contained a goodly supply of this luscious fruit, will be empty this season, at least in respect to preserved peaches.

GUELPH.

On Friday night I walked into one of our up-to-date stores, and found all hands busy tying up sugar, etc., for Saturday's trade. I thought they must do a great trade to have to work at night to get their goods up. I walked into the same store to-day and found all hands loafing, sitting around on boxes and sleeping over the counter, and I at once saw the reason for those fellows having to work on Friday nights. The boss was out of town, and they could not work. The reason on Friday night was, too busy in the day time. The reason to-day was, the boss was away. The real reason was one of the greatest secrets of the grocery business of to-day. That is, when a quiet day comes, which is sure to come once in a while to us all, then is the time to get busy with those very things which we know need doing, and which we hate to leave when we are at them to wait on a customer coming our way. We all seem to forget that our business is to sell, not to fix things. Remember, we have to fix things also, and in the best possible, saleable shape, and it requires a lot of attention to watch a stock and keep each line of goods in a marketable condition.

* * *

Just now is a good time to fix up those old prunes and figs which you have been neglecting all summer. Prunes and figs are going to be in good demand this year on account of the scarcity of other fruit. Of course, some grocers will tell you they don't believe in selling prunes or figs dressed. That is all in your eye. There is no grocery store that handles them that doesn't have some left over from each year, and some grocers buy old ones and fix them up, and make money out of it. I saw a grocer this week turning over 10 boxes of old prunes, and complaining that he did not know they were in his stock. I told him to dress them. Just take a quart measure and fill it with hot water (be sure its hot), and put enough molasses in it to color it, and stir well. Then take the prunes and loosen them up and rub them well, and no matter how white and sugary they are, it will bring them back to themselves again. Some people use a bag or barrel to shake them in, and it works all right at that, but any grocer who is too honest to dress figs or prunes had better look out. He is too honest to live.

* * *

At Mrs. Lee's grocery store the other afternoon an auction sale was going on when the floor gave way at one end and quite a number of people were slid into the cellar. The floor was overloaded, and the joists at one end rotten. Now, don't you think Guelph ought to have a building inspector, as there are hundreds of floors in our city that are overloaded, and, for all we know, or care, till an accident happens, the joists may be rotten also.

* * *

M. P. Card's Chutney has been a staple line in grocery stores for some years, but the last of it is on the market now, as the executors are closing up the estate. Mrs. Card the manufacturer, died some time ago.

* * *

Business on Saturday on our market was not up to the usual standard, and for some reason the amount of produce offered was not up to the mark. Potatoes dropped back from $1.25 to from 80c to 90c a bag, while grapes, at from 18c to 20c, were good sellers. Butter is very scarce at from 27c to 30c a lb., while eggs are also up, as high as 25c being paid.

* * *

Flour in Guelph advanced 10c all round to-day, and it is about time some of the clerks' wages were going also, as it is really clerks and others who get stated salaries that feel the pinch when prices go up. Coal is $7.25 a ton here also. I tell you what, don't you think the clerks ought to get more money? Think it over.

* * *

Green root ginger is not often seen in grocery stores, but there is getting to be quite a demand for it, and it can be got all right. It is used mostly in preserving citron and other fruit.

HAMILTON.

Owing to the beautiful weather of the last few weeks the canners in this vicinity have been rushed to their capacity to handle the stuff coming. An abundance of plums and pears, with a fairly good supply of peaches, is tending to make the outlook better for the canning industry here. The late tomatoes have turned out fine and while not as plentiful as some years, they are a pretty good crop, and as the quality is tip-top, you can safely buy new goods that have either a Hamilton label or that of any factory in the Niagara district. This has been an off year for the man who contracted with the factories to sell tomatoes at 25c a bushel, as the market has never gone below 60c, and a steady demand at that figure.

* * *

The grocery trade here received quite a jolt when it was announced that C. H. Peebles had retired from the Peebles-Hobson Co. He has been connected with the grocers so long and so actively in all their association and other work that his old friends were shocked to hear of his retirement.

Starting twenty-seven years ago in the grocery business he is one of the very few in this city to make it a financial success. He has worked long and faithfully and has now retired—not a millionaire—but with a fortune not to be sneezed at. He has been before the public for a number of years as a member of the Board of Health, and also as a prominent politician, and it is quite within the bounds of probability that he may end his days in the civil service.

* * *

Trade is very good in Hamilton just now, although the prices of most commodities have advanced. The grocers make no effort to get better profits, but sit calmly down and let the manufacturers dictate to them a four or five-cent profit on all cereals, cocoas, etc. Gentlemen, organize, organize. You can't do it too soon.

INGERSOLL.

A novel and very pleasing social function was held in St. Paul's Church one night last week, being a shredded wheat banquet, provided, it is understood, by the manufacturers of the shredded wheat, and given under the auspices of the King's Daughters of the town. The event must have been a money-maker for the society, as over two hundred were in attendance, and the admission fee was fifty cents.

As an advertisement for shredded wheat, the method adopted in this instance would be hard to beat. Extremely artistic menu cards, depicting several tempting dishes that may be prepared with shredded wheat, and also the company's large factory, were laid near each plate, together with a generous sample of shredded wheat biscuits, which, in every instance, were carried home. The menu was one which demonstrated the various forms in which shredded wheat may be served. The banquet was brought to a conclusion with a splendid toast list, and while shredded wheat was firmly impressed upon the minds of all present, and the King's Daughters realized a handsome sum for sweet charity's sake, everyone had an enjoyable evening.

* * *

John Lenihan, who has been in the merchantile business here for many years, returned home last week from England and Ireland, where, with Mrs. Lenihan, he spent four weeks sight-seeing. One thing with which Mr. Lenihan was particularly impressed while in England was the small cost of fruit and vegetables. While he was there plums were selling at a cent a pound, and five pounds of potatoes could be obtained for four cents. This statement will certainly make many a Canadian turn with envious eyes to the Old Country, as the paltry sum will not go very far in preparing a meal in this

country at present prices. A loaf of bread is about all that it is good for.

* * *

The Ingersoll Retail Merchants' Association, at one time a very aggressive and enthusiastic organization, seems to have lapsed into a Rip Van Winkle state. Several weeks, if not months, have rolled by since the public last learned of any activity on the part of this organization. It surely cannot be that there is no work for the merchants to consider. It is at this particular season of the year, with the Christmas trade drawing nigh that there are many important matters to be discussed. The merchants should certainly meet regularly as long as they are organized, and it really seems that the time has arrived for some one to shout, "Wake up"!

* * *

Grapes and peaches have been arriving in rather plentiful quantities during the past week. The former were placed on the market at thirty-five cents a basket, and the peaches, which earlier in the season were selling at $1.75 a basket, have dropped to $1.35, although it is understood that they are not first quality, being known as "seconds."

* * *

The most of the local merchants had large consignments for the Saturday trade, of both peaches and grapes, and the resulting competition was, no doubt, the means of lowering the price. One firm announced early that they would have three hundred baskets of grapes, which would be sold at twenty-five cents a basket, and, of course the other dealers were quick to follow their example.

* * *

A fat pocketbook is essential if one is going to make extensive purchases on the market these days. On Saturday the local market was well attended by buyers and sellers, but the demand was not as keen as in previous weeks, owing to the general advance in prices. Spring chickens were selling from 60 cents to a $1 a pair; eggs brought as high as 23 cents per dozen, while ducks sold at $1 and $1.20 per pair.

* * *

Reports from the various surrounding districts state that the potato crop is a good one. The yield is large and the quality better than usual. The potatoes are now being marketed, and many citizens are laying in their supply. The ruling price is one dollar a bag, but there are some who are confident that the price will drop to seventy-five cents in a short time.

* * *

In conversation with one of the leading apple exporters of this section, your correspondent learned that as high as $1.75 a barrel is being paid for choice apples for export shipment. The exporter was particular to point out, however, that this was by no means the ruling figure, as to command this price the fruit must be absolutely triple XXX. Taking the crop, as a whole, in this section, it will likely average up at about $1.25 a barrel, which is considered a very fair price. Although not as large as in some previous years, the apple crop this season is thought to be superior in quality. This, the exporter stated, was especially true of the Northern Spy.

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A matter of much interest to the citizens of Ingersoll, and also of considerable interest to the public at large, is the movement here to abolish manual training and domestic science, departments which were introduced into the Ingersoll schools three years ago. There has been considerable opposition to these departments for some time, and the climax was reached last week when the matter was fully discussed at a meeting of the Board of Education. It was generally known that a motion dealing with these two departments would be introduced. A number of prominent citizens waited upon the Board and urged that the departments be not discontinued, and the mothers of the town sent in a petition with the same request. The outcome of the discussion was that a resolution was passed in which the Board disapproved of the departments, and asked that the Council take a plebiscite on the question at the elections in January.

Several merchants have received letters during the past few days which they regard as an attempt to swindle them. The letters, which are typewritten, state that by the death of a relative of the same name, as the party receiving the letter, he has been left five shares of Canadian Pacific Railroad stock. The writer, who, in each case, gives the name of Leonard B. Drummond, states that the shares are in his charge and will be forwarded to the person entitled to them upon receipt of his counsel fee of five dollars. The letters are undoubtedly frauds, and, as far as is known, the business men of Ingersoll were too wise to bite. Strange to say, the initial of the "deceased" in each of the letters is "L," and another suspicious feature is that while the letters give a New York address, they were sent out from Montreal. Merchants generally should be on the lookout for this plausible gentleman.

LONDON.

All stories relating to the local food and foodstuffs market just now are of the hard-luck variety. The scarcity, and consequent high price of fruits, have already been referred to in The Canadian Grocer. Now it is concerning butter that a tale of woe is told. It is predicted that the price of that commodity, which has been unusually high all the year, will advance to 40 cents in the near future, as owing to the character of the past summer, there is very little fodder on hand and already the farmers have started to feed from their winter's supply. In the vicinity of Westminster several of the dairymen are slaughtering the milch cows for beef, as owing to the scarcity of grass and other food they cannot afford to keep them through the winter, even with butter at the unusually high prices which rule at present. Local restaurant keepers are figuring on doing a big business the coming winter, as owing to the high price of meat, poultry, butter, eggs, etc., the number of business men dining down town every day is greatly increasing.

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Specially gloomy is the outlook as to fodder, many people hereabouts wondering where they are going to get feed for their cattle. Middlesex is more fortunate than many of the other counties, because no matter how bad the drought may be it can always be taken for granted that Middlesex will be better off than most of its neighbors. With hay at $16 to $16.50 a ton, liverymen are not optimistic over the outlook. The big fellow does not view the situation with such alarm, but the man who does not rent hacks or coupes will be hard hit by the heavy prices..

* * *

Nor are matters in the least improved by the wheat situation, but rather the reverse. On Friday last the price took a jump to $1 a bushel, and while the farmer is happy, the consumer of flour, the price of which has not been affected, is in anything but a cheerful mood. "There was no wheat coming into the city," said J. I. A. Hunt, of Hunt Bros., in explanation of the advance, "so we decided to give the farmers a dollar straight to see if they could not be induced to market their wheat. It is simply a case of supply and demand. We could not get the wheat and we had to raise the price to see if it could be obtained. The farmers have been holding back their grain. How long the price will remain at a dollar, of course, I do not know. It will depend on the way the wheat comes in. The millers have to have the wheat and it does not seem to be coming in to meet the demand, so we had to raise the price." Mr. Hunt then contrasted the present condition of affairs with that of many years ago. Then there was a car of wheat a day shipped out of London, after the millers had an abundant supply. Then there were grain dealers who used to do nothing else than handle grain. That day was gone. There were no longer grain dealers. And now the millers could not get enough wheat to keep them going. Wheat last reached the dollar mark in March, 1905. A bad crop and short supply was the cause of the high price. The Russo-Jap war also contributed to the high price.

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"Talk about soaring prices," said Ed. Ryan, of Ryan & Russell, this morning. "These men," pointing to Clem Garvey, of John Garvey & Co,, "are enough to drive any grocer out of business. Just fancy ! A week ago I paid $2.30 a sack for rolled oats, and I considered that high. To-day they are asking $3.10 for the same stuff, an advance of 80 cents in a week. If this sort of thing continues, people will find it cheaper to pay funeral expenses than buy food." And he looked longingly at a passing undertaker's wagon.

As yet there has been no advance in prices among retailers, but at a meeting of the association to be held to-morrow night the matter may be taken up.

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With retailers, trade is a little quiet, the short preserving and pickling season having ended. Wholesalers, however, find business holding out well. The first arrival of new crop raisins was delivered to wholesalers on Monday and Tuesday. Brokers report prices of these goods for import to be very firm. The same may be said of currants, and to all appearances present figures are likely to hold. Tapioca is somewhat easier, and rice is firmer. Teas, coffees and sugars are unchanged, though raw sugars in New York are rather firmer. The first of this season's canning of kippered herring is coming in, prices abeing about the same as a year ago, and with continued cool weather, the demand for finan haddie increases, and in a few days they will be coming in more freely.

MONTREAL.

Despite all that was said to be forthcoming at the Retail Grocers' Association monthly meeting, that affair, when it did come off, was not so very exciting. Great things were anticipated, and there were some who were not going to be surprised if two or three bombshells burst.

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It was thought that some definite action would be taken in the question of whether the Grocers' Association should cut loose from the Retail Merchants' Association, but there was really nothing done. The attendance at the meeting was a mere handful, and those who had been to the fore in speaking about separation at the September meeting, were, with one or two exceptions, nowhere to be seen.

* * *

It was distinctly understood at the September meeting that this important matter would be up for discussion at the October gathering, and that the members did not turn out in greater number does not prove their interest in the affairs of the association to be of the highest order. All but one of the officers were in attendance.

* * *

Explaining the absence of the majority of members, one of the officers stated that probably many did not expect the return of J. A. Beaudry, provincial secretary of the Retail Merchants' Association, from Europe so soon, and as they wished him to be present when the discussion came up, they did not think it worth while attending, presuming that the matter would be left open until the November meeting.

* * *

A few words were spoken about the misunderstanding which exists between the Association and the Federation, and there was a short discussion. J. D. Boileau, second vice-president, stated that he most emphatically objected to the Grocers' Association being run as he understood it was to-day. He believed that the association should be run primarily for the benefit of the grocers, then, anything it could do to help on the Retail Merchants' Association, well and good. His suggestion that the officers of the association hold a private meeting and discuss what had best be done, is a good idea, and should be acted upon. Then the officers who are entrusted with the welfare of the association by their brother grocers could report what conclusions they had come to at the next monthly meeting.

* * *

Provincial Secretary Beaudry's explanation of the St. John incident did not seem satisfactory to all the grocers. The opinion is that since the grocers form the greater number of the Montreal Branch of the Retail Merchants' Association, they should play a part as important at least as that of other branches of the federation, in what is done by the larger body.

* * *

Mr. Beaudry received a warm welcome home from his many friends. He returned a little earlier than most people thought he would, but was none the less welcome for that. He is very popular with the trade in Montreal. While in Europe he attended the food fairs held in London and Paris, and also had the opportunity of studying conditions at retail in European countries. His observations will be embodied in an address he will deliver before the grocers, who will assemble at a special meeting. What he has to say will be awaited with interest.

* * *

When newly elected second Vice-President Boileau took his seat beside the the president he was loudly cheered, and blushingly (?) told the grocers that he would serve them well in his official capacity.

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While speaking of the meeting, it might as well be stated that President Laniel has been wrongly taken up by many, and his actions incorrectly interpreted. His stand at present regarding the relations of the Grocers' Association and the Retail Merchants' Association does not indicate his approval of the separation idea. What he wants is a satisfactory explanation of the present misunderstanding between the two bodies. As a grocers' association he believes that the society should be run by the grocers, for the grocers and their interests, first, last and all the time; then the members may consider what course they shall pursue in questions interesting the federation as a whole. President Laniel stated to The Canadian Grocer that he did not favor separation at present. He wants explanations. If they are forthcoming, and satisfactory, and if arrangements are made whereby the grocers will have more to say in what interests them and their society, he sees no reason why the grocers should form a separate association of their own.

City police are having their work cut out for them by burglars. Every week lately robberies have been reported from some section of the city. A couple of daring sneak thieves have been operating lately. The scheme they employ is, if nothing else, original. One dresses as an employe of the corporation and pretends that he has been sent to take measurements. Meanwhile his accomplice sneaks into the store and robs the safe or the till. A confectioner on Notre Dame Street lost $90 in this way, while the Rock City Tobacco Company, on Jacques Cartier Square, was robbed of $150. A Centre St. storekeeper suffered to the extent of $54.

PEMBROKE.

Business still keeps pretty brisk in our flourishing little town, and seems likely to continue. There has been a fairly large influx of mechanics from the Old Country, who, finding good work and wages, seem likely to settle down in town with their families, helping to swell the consumption of the good things kept by the trade.

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Prices on the market for potatoes, tomatoes and other vegetables still keep about the same, but butter has advanced another 2c, bringing up the price to 30c a pound, and eggs are brisk at 20c a dozen.

* * *

The large quantity of fowls brought on the market sent the price down to 40c to 50c a pair, which same were quickly bought up. Imported grapes still sell briskly at 40c (6-quart basket), and local-grown apples, of which the supply is scarce, fetch 30c a patent pail, crab apples selling for 20c to 25c a pail. Some cranberries were also brought in to market, but were not in the pink of condition, being rather on the unripe side, and the price (75c a pail) being too high, did not find a ready sale.

* * *

Say, Mr. Editor, do you think your Guelph correspondent would oblige me with the names of those two careful grocers he mentioned last week who go playing round coal oil tanks with matches? I should like to get out an insurance policy on their lives, as a bit of speculation; but, perhaps, on second thought, I had better not, there might not be enough of them left to hold an inquest on, and the companies might refuse to pay up. Still, some mothers do have awkward children, don't they?

* * *

What a pity it is that the wholesale houses and jobbers do not exercise a little more care in the matter of giving credit. One sees some little store open up on little or no capital, and in charge of some one with little or no experience, and it is small wonder that after a year or two of trading the creditors receive, perhaps, the grand sum of 7c or 8c in the dollar. They should follow the example of the Old Country wholesalers, who usually require first-class trade references from all new customers.

QUEBEC.

Business is reported active in the grocery trade. Wholesalers are well satisfied with the present state of things. No change is noticed in prices, which are very firm. They are still receiving good orders from the country, and a good trade is being done in canned goods. Collections are satisfactory. Retailers report a brisk trade.

* * *

Fresh fish are very scarce for this time of the year, and a great many changes are noticed in the market quotations this week. Fishing is reported bad. We cannot get herring for less than $7,25, $1.50 per barrel dearer than last week. Salmon also advanced 50c per barrel, and is quoted :: No. 1, $17.50 ; No. 2, $16.50 ; No. 3, $15.

* * *

Trade continues brisk in local fruits. The demand is steadily increasing and collections are reported satisfactory. Prices are well maintained, and supplies are fairly large. The only changes noted are for Jamaica oranges, which show a decrease of a dollar per box. They are now priced at $5. Blue grapes, which were priced at 30c per basket, are quoted at 25c.

* * *

Butter shows another advance this week. Dairy is higher, owing to its scarcity. Dealers are asking fully a cent more than they were a week ago. The demand is very good. Choice creamery is quoted at 26½c to 28c per pound ; fresh dairy butter, 23c to 25c. Prices remain firm for cheese, with business only fair. Eggs are very firm at prices ranging from 23c to 25c. Maple sugar had another advance of a cent and is priced at from 9c to 10c per pound.

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At the last meeting of the civic health committee, a couple of days ago, the question of grocers and others selling milk was brought up by Dr. Cotellier, secretary of the committee. Should they pay the same license as milkmen ? The matter was referred to the city attorneys.

* * *

In honor of the completion of his fiftieth year in business, the employes of W. McWilliam, the well-known local confectioner, assembled at the St. John street store and presented him with a handsome illuminated address and a signet ring. Mr. McWilliam made a feeling response to the good wishes of his employes, who later, to the number of fifty or more, sat down to a sumptuous banquet, at which song, speech and sentiment helped to pass a very enjoyable evening.

REGINA

Regina retailers are having a prosperous Fall. Perhaps no town in the West is growing faster than Regina, in none are more municipal improvements being made, and the retailers are sharing in the general prosperity. On the whole, the crops in the Regina district are good, although some of the district to the south-east has suffered. However, with high prices now prevailing, this year's crop should be worth practically as much as last year's.

Regina is rapidly becoming a wholesale centre of importance and it is confidently expected that a change in frenght rates is about to be made which will place Regina and several other western cities in a more favorable position as regards freight rates.

* * *

The latest wholesale change of importance is the purchase by Campbell Bros. & Wilson, Winnipeg, of the wholesale grocery business of the H. W. Laird Co. This purchase is merely another sign of the times. If the Winnipeg wholesale houses desire to retain and strengthen their hold on the entire west, they must establish branches in the western cities. The country is too big to be supplied from Winnipeg alone. This movement is now well under way and Regina expects to get her share of new branches started in Saskatchewan.

* * *

Cameron & Heap are a new wholesale firm in Regina, having been established only this summer. S. C. Burton is the manager in charge, Messrs. Cameron and Heap being in charge of the parent business in Kenora, Ont. This firm have a substantial brick warehouse with track accommodation on two sides. They are already doing a large business in Saskatchewan.

* * *

Honeyman, Haultain & Co have dissolved partnership and have formed a limited liability company known as the General Storage and Transfer Co.

* * *

A new wholesale produce company has recently been formed in Regina. It is known as the Drummond Produce Co. and has good business ability behind it. The president is R. H. Williams, the manager Jas. Drummond, and the secretary Jas. McLachlan. This firm are open to handle butter, eggs and poultry on commission.

* * *

The Young-Thomas Soap Co. is the latest addition to Regina industries. This company have a large three-storey brick factory and they are commencing to turn out a very high-class line of toilet soaps and washing powder. Their brands are "Young Tom" washing powder, Young's "Elite" toilet soap, "Prairie Flower" toilet soap and "Uncle Tom" tar soap. The officers of the company are: J. M. Young, president; J. W. Thomas, vice-president; and S. Young, secretary-treasurer. The new firm start business with every prospect of being able to build up a substantial business.

ST. CATHARINES.

The recent rains have improved the land and mellowed the soil so that farmers can plow and be prepared for next year's operations. The extreme dry weather that prevailed for so long prevented needed work on the farm. Last Saturday, though wet and cold, saw one of the biggest attendances at market for a good while. Hay, of which there were a good many tons, sold readily at $14 and $15 per ton. Potatoes have dropped to 80 cents per bushel. Tomatoes are fast coming into the canneries, the employes working long hours to keep pace with the business.

* * *

The article published in The Canadian Grocer regarding the Niagara canneries, was republished in the Standard on Monday, thus bringing The Grocer into prominence among the general public. The article appears to have given satisfaction, and has restored confidence in the canneries.

* * *

Mr. and Mrs. Ellis, who recently embarked in the grocery trade here, though doing a lucrative business, concluded to close up and have sold their goods. Mr. Ellis has returned to his trade as a painter.

* * *

Speaking with W. H. Merriman, one of our wholesale grocers, the question was asked: "How do you find business?" His reply was, "Never better." "You seem to be busy?" "Yes," he replied, "from early morning until late at night we are busy, in fact, we are always busy, and have hardly time to take a glance at the newspapers."

John Ross, the other principal wholesale grocer, speaks about in the same way. Mr. Ross is a good deal of the time on the road, looking after and for business. Both of these stores are fully packed with necessaries for the grocers' trade.

* * *

A recent heavy windstorm blew down a large quantity of fruit from the trees. The damaged fruit could be used by the housewife immediately, but was unfit for shipping.

* * *

Among the busy men one of the the busiest ones is Mike McGuire, who conducts a grocery and general jobbing business on St. Paul street west. He, at first confined himself to the grocery trade, then he added a meat stall, and later on went into jobbery, dealing in ready-made clothing, stoves, hardware, furniture, and has a second-hand store, so that he meets the customer in the various lines of trade.

* * *

All branches of trade appear to be on the increase, and as the population of St. Catharines has increased between five and six hundred during the past year, with mechanics, artisans, laborers and others busy at work, there is no cause for complaint from any quarter. The continuation of street paving was not resumed this year, owing to the stringency in the money market, the Council deciding to delay the work until 1908, when the city debentures might bring a higher value. In this decision they were supported by a good many of the property-owners along certain

streets, but this view was not concurred in by others. The curbing on Ontario street has been laid, one of the preparatory works towards excavation and paving.

EDMONTON.

Business in Edmonton is rather quiet at present, due partly to the financial stringency and partly to the partial failure of the crops in this vicinity. Grocers report, however, that things are picking up somewhat and it is expected that in another month business will be as brisk as ever. Real estate, that has been rather too high during the past two years, creating something in the nature of a boom, is very slow now and things are gradually getting on to a sounder basis.

* * *

The formation of a local lodge of the Retail Clerks' International Protective Association is contemplated in this city, and active steps are being taken towards that end. The association embraces all retail clerks employed in the shoe, drug, grocery, dry goods, clothing, furniture and hardware stores in the city. This will include a large part of the young men in Edmonton, and the formation of such a lodge, where they can meet regularly, should be of great benefit to the trade generally. A meeting of all the retail clerks will be held in the Mechanics' Hall next week for the purpose of organization.

* * *

On account of the scarcity of wheat all over the world flour and bread have been largely increased in price during the past few weeks. In flour there have been three advances in price within the past month and a half. It is now selling at $2.70 per hundred pounds wholesale, and from $2.90 to $3 per cwt., retail. As a consequence, the bakers have been forced to increase the price of bread. A pound and a half loaf now sells at 16 loaves for $1 loose, and 18 loaves for $1 wholesale. This makes but little difference to the consumer, as he will still get four loaves for 25 cents, as formerly. There is strong probability that there will be another increase in the price of bread before long.

* * *

Edmonton is in the throes of a fight to make an early-closing by-law stick. The fight has been going on for some time and there is no immediate prospect of a settlement. Over six months ago the city council decided that the time was ripe for the introduction of an early closing by-law. Petitions from the retail section of the Board of Trade and from the Trades and Labor Council urged that such a law should be passed. Some of the smaller merchants on the outskirts of the city, "pioneers of the city's expansion," as one of the aldermen called them, petitioned against such a by-law, but in spite of this opposition the early closing by-law was finally passed. In a short time the police summoned some offenders for violating this law. The case was brought up before the Police Magistrate and was dismissed because it was not properly advertised. The city officials once more set to work and again the by-law was passed. Recently two small shop keepers were summoned for keeping open after the prescribed hours, and the magistrate fined them $10 and costs. The case has been appealed on the ground that the city has no power in the charter to pass such a law. The appeal will be heard in the Supreme Court at the fall assizes in November, and the decision is being awaited with interest by all parties.

* * *

R. J. Gay, representative of the MacLean Publishing Company, was in the city recently on a business trip. Mr. Gay had been on a trip out to the Pacific coast and was on his way east. He reported everything as being in first-class condition in the parts of the west through which he had traveled, and business generally was good, considering the conditions.

TORONTO.

Things are booming in the grocery business out in Toronto Junction. With the growth of the town in population and industries, the demand for foodstuffs grows also, and the numerous stores in the district are pretty nearly all of them doing a lively business. Nor is this all. One or two are branching out just now in a way that evidences prosperity and good business.

For instance, J. H. Rowntree, of Rowntree & Co., who have been running an active business near the centre of the town, has opened a new store further west on Dundas street, and is making a strong bid for business in that locality.

R. A. Carter, who has a busy little store that you can scarcely turn round in, because of the large stock carried, on Dundas, just east of Quebec street, has evidently been making some money. He has let the contract for a first-class new brick and stone store and dwelling on the southeast corner of Dundas and Quebec streets. The building, of which the foundation is already finished, will be 60x25 feet, with store and warehouse on the ground floor and household apartments and a couple of offices on the floor above. The building promises to be a credit to the corner.

* * *

Just a little east of Quebec, there are a couple of stores not yet occupied. These, a grocery, with meat shop adjoining, were built by T. Stewart, with the idea of selling or renting them. Lately, however, the owner has changed his mind and expects to occupy these stores himself in a short time.

* * *

Rowntree & Co., in one of the windows of their store on a prominent corner on Dundas street, have an attractive display of tea in long tin boxes, lithographed with their own name. This is one of the firm's specials, a line which they say pays remarkably well. The tea is a special blend, made particularly for them, and packed this way in tin boxes of halves and pounds it keeps its qualities better than most of the package teas. The tins are lithographed in three colors to distinguish the different grades, and on the pantry shelves of their customers must be a mighty good advertisement.

* * *

Grocers in the Junction have their troubles, too, with the roads. Dundas street, where most of the traffic is carried on, is in a most disgraceful shape. When it rains the roadway is nothing more nor less than a series of mudholes, and it's pretty sticky mud at that. When it dries things are not a great deal better, for then the dust is very bad. Between the two extremes it's almost impossible to keep a passably respectable looking delivery wagon. Just now conditions are worse than usual, for with the building of the new sewers, banks of clay are being built up all along the sidewalk and roadway on Dundas street. The other streets are not quite so bad, but a heavy rain puts any of them into poor condition.

This, combined with the distance covered, makes cost of delivery rather an important item out in this district. In the course of half a day, for instance, a wagon may have to travel from Lambton, on the west, to the Prospect cemetery district, in the east, and from St. Clair avenue down almost to High park on the south. This, with muddy roads, takes a good deal of time.

* * *

Toronto Junction is in a peculiar position in another way, in regard to telephones, the district being blessed, or otherwise, some people say, with two systems. To be able to cater to the general trade, the grocer has to have connection with both.

The independent system has been steadily growing, till now, with between four and five hundred subscribers, it covers the town fairly well. It has no city connection, however, and to be really in touch with business at the wholesales and the city markets, one has to fall back on the Bell system.

* * *

Down in East Toronto and at the Beaches there are a number of as up-to-date groceries as will be found anywhere in the city. They're doing a mighty good line of business, too, in this district that is rapidly growing up down in the east end.

* * *

Patterson Bros. have just gotten into their brand new store across the railway bridge in East Toronto and are smilingly happy over the ease with which they are doing business under up-to-date conditions. The new store is certainly a great improvement over the old one and is attracting a good deal of favorable comment, and, incidentally, some new business, from the surrounding district.

* * *

The grocers down in this section have in one way, an advantage over their brethren of the scales and scoop nearer the city. Many of them waylay, by perfectly fair means, of course, the farmers on their way to the city and get the best of the produce that's being taken in. Getting it in this way, they have considerably more choice than city grocers who do a produce business, and this may be one reason for their success.

* * *

Down around the corner of Queen and Lee Avenue, there are two or three stores that are doing a rattling business. Just now a new brick building is being put up on the northwest corner for Pizer & Smith, who now have a

tidy, though crowded, little store, a few doors further west.

* * *

One difficulty run against every day down in this district is the task of keeping delivery wagons clean. Roads are not to be spoken of as such at any time, and everyone knows just how muddy it usually is on Queen Street after a rain. Delivery means a good deal down here, too, for the district to be supplied is as wide—from the lake shore north to no one knows where, and from Scarboro west to the eastern parts of the city—as one regularly cares to cover. As the district fills up, this will be cut down considerably. One redeeming feature is that the people served here are altogether of a pretty satisfactory class. Some remarkably good business is done by one or two men with the Hunt Club and some of the large houses on the Kingston Road.

WINNIPEG NOTES.

The W. H. Stone Co. have moved into their handsome new store on Main street. This building, with its fixtures, cost $40,000, and it is undoubtedly one of the finest stores in Canada. A formal opening was held one evening not long ago, and the customers and friends of the firm were sent special invitations to attend. An orchestra discoursed sweet music, and the function was a big success, several hundred people attending during the course of the evening. Next week's issue of The Canadian Grocer will contain an illustrated description of this store.

* * *

A. Hendry informs The Canadian Grocer that his business is increasing by leaps and bounds since his enforced removal to new quarters on Portage avenue. He has doubled his staff of clerks, and although his new store is very much larger than the old one on Notre Dame avenue he is already crowded for room. All of which goes to show that Portage avenue is about the best retail street in the city.

* * *

A leading Winnipeg grocer, in conversation with a Canadian Grocer representative the other day, expressed his hearty appreciation of the work being done by the Winnipeg Retail Grocers' Association.

"The most useful work the association is doing," said he, "is the securing of reliable information about slow-pay customers. We grocers might not give it to each other, but we don't mind telling the secretary that certain of our customers are into our books for certain amounts. You see its like this: Suppose Mrs. Jones has been dealing with me three months and owes me $100. She hasn't paid me and I begin to shut down on giving her any goods. She must have groceries, and so she goes to Smith, the grocer across the street. Smith is doubtful about her and he rings me up, knowing that she has been a customer of mine. Now, I know perhaps that Mrs. Jones is going to Smith for credit, because she wants to settle with me. If I tell Smith she is slow pay, he will refuse her credit, and I can't get my money. The temptation is too strong for most of us grocers—we are only human and selfish.

"But it's quite another thing for us to give the secretary of our association a confidential list of our bad customers. We are all doing it now, and the secretary can give us information about anyone in town."

* * *

Winnipeg grocers are insisting pretty strictly now on a system of monthly accounts, and, in fact, a great many are getting pretty close to a strictly cash system of business. There has been a general movement in this direction during the last few months.

WOODSTOCK.

Woodstock doesn't get the condenser factory, we confidently expected. A letter from the Borden Condensed Milk Company put an end to the hopes of the city to secure the new industry. It declared that the company was disappointed in the quantity of milk they were able to get promised during the canvass, and did not believe they were warranted in making the heavy expenditure to erect a plant, when there was no assurance that the milk supply would be sufficient, so that it might be operated at a reasonable profit. The company is negotiating with Tillsonburg, and the people there are confident that they will get the factory. It is said that the company got a sufficient guarantee of milk there, by buying out the supplies of several of the cheese factories.

* * *

"Why is it that the medical health officer does not get after the Italian fruit vendors who sell rotten bananas to children?" said a local physician to your correspondent the other day. He added that fruit which was in a state of decay was absolutely dangerous, and liable to cause cholera morbus and other serious disorders. There is no question but that a considerable quantity of such fruit is disposed of to those who are unable to discriminate between what is healthful and what is not. Dealers naturally do not like to have a lot of fruit spoil on their hands, and so they cut prices, which bring it within the reach of the boys and girls.

* * *

A suggestion came from a merchant the other day that an endeavor should be made to get all the merchants and business men to agree to close their stores and places of business one afternoon each week, all the year, instead of just during two or three months in the summer. Lots of arguments may be found for the proposal, but it is not likely that it will come very soon. It is a comparatively new idea, and it will take just as long to work it out as it did to bring people to realize the advantages of a weekly half-holiday in the summer. But if a weekly half-holiday is good for employers and employes in three months, it is surely good for them all the year; if such action proves in the end no detriment to trade for three months, it would surely work out the same way if continued all the year. It is a suggestion which business men all over the country might do

NEWFOUNDLAND NOTES.

J. Messervey, of Prince Edward Island, has been in the city the past week and has placed a large quantity of P.E.I. produce for fall shipment. Mr. Messervey is well known in this colony.

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Job. Roberts, the representative for Nectar Tea, drove the shore line of Conception Bay recently, in company with W. Hussey, representing Webster, Smith & Co., the crockery house, of Halifax. Both report good orders.

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J. A. Dolan, of Lynch Bros. & Dolan, left for Sydney after a good business trip. This was Mr. Dolan's first trip to the colony, but he made himself very popular while here and carried away a large number of orders. Jas. Urquhart will represent and carry a full stock of their goods in this market.

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F. Fitzpatrick has sold out his grocery business to P. Duffy and has not decided at present what he will do.

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R. Fennell, one of our Duckworth St. grocers, has recently fitted up a fine office. Mr. Fennell does a large business.

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T. J. Edens is advertising special values in teas, etc. Mr. Edens carries a fine stock of fancy goods.

* * *

C. P. Egan's two stores are busy these days. Mr. Egan is a thorough grocer and carries one of the finest lines in the city. By strict attention to business and square dealing, he has built up an enviable business. He carries an exceptionally fine line of imported biscuits, fruits and vegetables.

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Thos. Smyth Co. are to-day doing a larger business than ever. Their fruit trade at this time of year is immense. They import most of their fruit from the Annapolis Valley.

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H. Tupper, of the Union Grocery, is receiving large quantities of plums from P.E.I. and is making some very attractive prices on them.

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Dealers are already placing their fall orders for poultry from P.E.I. Prices promise to be high this fall.

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D. J. Curtin, the grocer, returned from a vacation trip to the Old Country. To say Dan had a good time is drawing it mild. If he could be prevailed upon to write up his trip for The Grocer, it would make interesting reading. Dan can sling the pen for fair.

MONTREAL GROCERS' ASSOCIATION UNDECIDED AS TO FUTURE COURSE

Small Attendance Precluded Definite Action Being Taken at Monthly Meeting —Explanation of St. Johns Incident—J. D. Boileau Speaks Out—Over One Hundred New Members.

The Montreal Retail Grocers' Association still forms a part of the Retail Merchants' Association.

On Thursday evening of last week the monthly meeting of the former association was held, and although the question as to whether separation was advisable came up, and was discussed more or less freely, no definite action was taken.

To tell the truth, the attendance was very small, and those who were to the fore at the last meeting of the association, and who were looking for explanations from the federation, were not present in number.

President Laniel occupied the chair, while First Vice-president J. A. Dore and Secretary A. Sarrazin were there also, and Second Vice-president J. D. Boileau took his seat for the first time since his election.

After some routine business, President Laniel broached the subject of the misunderstanding which existed between the Retail Grocers' Association and the Retail Merchants' Association, of which the former is a part. He commented on the publicity which had been given the separation idea in the press, and intimated that discussion of the question would be in order.

J. A. Maynard spoke about the advantages of being connected with the Retail Merchants' Association, and could see no reason why things should not go on as they had in the past.

The president raised the question of the St. John incident. He felt that a grave injustice had been done the grocers, who were admittedly the most powerful body in the Montreal branch of the Federation, in not having them represented by a delegate at the convention in St. John.

Mr. Beaudry Explains.

Provincial Secretary J. A. Beaudry of the Retail Merchants' Association, who has just returned from Europe arose to explain the reason of the grocers' non-representation at St. John.

According to what Mr. Beaudry said in July last there was held at St. Johns, Que., the annual meeting of the Provincial Board of the Retail Merchants' Association. There are supposed to be delegates at this meeting from all the branches in Quebec Province, Montreal, Quebec, Three Rivers, Sorel and other centres. Five delegates are chosen annually to represent the Montreal branch. These men are chosen from the officers and ex-officers of the various trade sections comprising the Montreal branch, and they are nominated at a meeting of the officers and ex-officers which is called for the purpose.

In June this year the meeting was held, as usual, and the nominations resulted in the following gentlemen being sent to St. Johns: J. O. Gareau, W. U. Boivin, Dry Goods Association; J. G. Watson, Boot and Shoe Dealers' Association; Jean Lamoreux, Butchers' Association. J. A. Beaudry was the fifth delegate. Mr. Beaudry explained that President Laniel was not at this meeting, though there were several grocers in attendance. Ex-President Daoust was nominated to represent the Grocers' Association at the convention, but he explained that while he had been able to attend the year before, he would not be in a position to go on this occasion. As a result, the grocers were not represented at the convention at all, except by the provincial secretary of the Retail Merchants' Association.

Mr. Beaudry further stated that the grocers, being in the majority in the Montreal Branch of the Federation, naturally had more ex-officers to choose a representative from, and there was no reason why they should not be well represented.

All said and done, however, this explanation did not seem to satisfy all the grocers at the meeting. They were of the opinion that the Grocers' Association should have had a delegate to look after their interests at the provincial convention.

Before concluding, Mr. Beaudry said he was very sorry that any misunderstanding should exist. He spoke of the benefits of a thorough system of organization among the retail merchants of the Dominion. He made little of the St. Johns incident after his explanation, and pointed out that the Grocers' Association had always been represented in delegations which had gone to Ottawa, Quebec or elsewhere to interview the Government or others on subjects of interest to the retail trade of the country.

J. D. Boileau Wants Changes.

J. D. Boileau, 2nd vice-president, said that he certainly did not consider the manner in which the Retail Grocers' Association was being run at present at all satisfactory. Things were not going as they should, and there ought to be a general clean-up; explanations and rearrangements. He thought it a good idea for the grocers to be affiliated with the Retail Merchants' Association for the purpose of working hand in hand with the other sections of the trade in questions of common interest, but he did not think that the Retail Grocers' Association should continue in its present course.

In his opinion, it was all right to pay a certain amount into the funds of the Federation, but there was no sense in pouring into their coffers as much as the grocers are now doing. Let the grocers themselves run the Retail Grocers' Association, all the while maintaining friendly relations with the Retail Merchants' Association, as he already stated, for the good of all the trade.

A Good Suggestion.

He suggested the officers holding a private meeting, when they might discuss the pros and cons of the situation, and decide upon what would be the best course to pursue. They could then report at the next monthly meeting of the association.

This was all that happened in this connection, and the question of the association's future rests practically where it was.

A resolution of condolence was passed and a copy sent to J. A. Dufresne, one of the members of the association, on his recent bereavement.

One hundred and sixteen new members were proposed and accepted for membership. This brings the membership of the Grocers' Association up to nearly seven hundred.

President Laniel regretted that attendance at the monthly meetings was not larger. Questions of the utmost importance to the grocers of the city, such as taxes, licenses, etc., were taken up and dealt with at these meetings, and by attending them the grocer was serving his own interests and the interests of the retail grocery trade at large.

PETERBOROUGH.

Travelers for local wholesale grocery establishments report business as exceedingly brisk at the present time. The retail men are laying in their goods for the Christmas trade, and the representatives of the wholesale houses are having no difficulty in securing orders. They state that business is better than it has been for several months.

* * *

The Peterborough Board of Trade is considering the feasibility of holding a banquet in the near future, the intention being to have some prominent commercial man from an outside point give an address. Geo. A. Gillespie, of the firm of White & Gillespie, grocers, is one of the most prominent members of the Board, and is president of the Board of Trade Council.

* * *

American apple buyers have been through this district buying apples. The crop in the county is a plentiful one this year, and good prices are being paid. Apples are also being shipped from here to Glasgow.

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J. E. Pollard & Sons, of this city, have purchased the bakery business at 104 Sherbrooke street, formerly conducted by Mr. J. B. Cuncannon. The new proprietors intend making extensive improvements to the premises, and developing the business in other respects.

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The amount of cheese boarded on the Peterborough Board this season, to date, totals about 1,000 boxes less than for the same period last season. The output of cheese in the district is considerably below that of last year, the pasturage being poor for several months, while the scarcity of labor has made it impossible to keep as many cows as formerly.

R. B. Nowell, Montreal, who looks after the Canadian interests of Lamont, Corliss & Co., New York, American agents for Peters' chocolate, Nestle's milk chocolate, and X-Ray stove polish, is in Toronto this week. An active sampling canvass of X-Ray stove polish is in progress in Ontario.

PRINCE EDWARD ISLAND ANTICIPATES BUMPER CROP

All Prices Firm—Egg Receipts Light and Quotations High—40,000 Barrels of Apples for the English Market—P.E.I. Crop Outlook.

(Special Correspondence of Canadian Grocer.)

Halifax, N.S., Oct. 10.

All the markets are very firm and prices rule high. There is only a fair business passing at present, and jobbers are a little puzzled over the market conditions, the uncertainty of prices having a bad effect generally.

There is a considerable movement of crops in Nova Scotia, the fruit growers in the Annapolis and Cornwallis valleys being particularly busy. In Prince Edward there is likely to be a big crop of potatoes and oats, and some of the farmers in Nova Scotia will also have very large stocks of potatoes. On one farm in Colchester county, owned by a Halifax man, will be harvested one thousand bushels of potatoes, whereas the yield was not expected to reach more than five hundred bushels. They are of fine quality, and notwithstanding the unfavorable weather for growing, there is very little rot in the potatoes. The large crops of potatoes will be welcome to the farmers this season, who will use part of the crops to feed their cattle, owing to the high price of hay.

* * *

The butter situation shows very little change as regards prices or receipts. Dairy in tubs is worth from 22 to 25 cents and creamery from 26 to 27 cents. During the week one Halifax commission firm received four hundred boxes of butter from Montreal. He purchased this butter last June and had it stored in Montreal until the end of September, and he will now reap a handsome profit on his holdings. Cheese is firm at 13 cents for large and 13½ cents for small.

* * *

The receipts of eggs are very light and they are quoted at 23 cents. The demand is not very heavy, as most of the stock marketed is not to be depended upon.

* * *

The flour and feed markets are very firm and prices continue their upward tendency. Prices of flour are from $1.30 to $1.50 per barrel higher than they were at this season last year. Cornmeal is about $1.75 per bag, and $3.50 per barrel.

* * *

The total apple shipment from Halifax last week was the largest of any week so far this season, nearly forty thousand barrels being sent to the English market. The Furness liner Shenandoah took 27,000 barrels; the Elder-Dempster liner Melville 3,000 barrels for South Africa; the Allan line Numidian, for Glasgow, took 4,000 barrels, and other shipments aggregate about 4,000 barrels.

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The West India liner Sobo is landing 7,000 packages of sugar, besides a quantity of lime juice, molasses and rum.

* * *

Prince Edward Island anticipates bumper crops this year. The farmers all over Prince county are now putting in their oats, which is one of the best crops on record. Notwithstanding the abundant crop, the prices will be good. New potatoes are about ripe, but the later varieties are still green. The prospect of a good yield was never better, although some rot is reported in the lowlands. The other root crops are magnificent, wheat being especially good.

MRS. DICKIE'S GROCERY.

Herewith is shown the photograph of a grocery store conducted for many years past by Mrs. L. J. Dickie, at South Oshawa, Ont. Mrs. Dickie has been successful in building up an excellent trade in her district, and, as well as carrying a full stock of groceries, conducts a provision business and a small crockery and glassware department. Her turnover amounts to about $12,000 a year. She gives only one week's credit, and says that during the last six years she has not accumulated more than $50 worth of arrears. In place of the dwelling shown in the photo, Mrs. Dickie has erected a two-storey brick building, in which is now installed the South Oshawa post office, which Mrs. Dickie attends to in connection with her other duties. Unfortunately, of late years Mrs. Dickie has felt the work to be growing too much for her, and this, in conjunction with ill-health, has decided her to sell the business. We are glad, incidentally, thus to be able to bring to the notice of our readers an opportunity of acquiring an old-established and growing business at a very reasonable figure. Any inquiries should be addressed to Mrs. L. J. Dickie, South Oshawa P.O., Ont.

Mrs. Dickie's Grocery at South Oshawa.

BUSINESS NOTES.

Scott & Co., bakers and confectioners, of Moose Jaw, Sask., have assigned.

Charles Pearson, general store keeper, at Sayabec, Que., has assigned to V. E. Paradis.

John Horton, of Windsor, manufacturer of soda water, has sold out to Geo. W. Edwards,

Henry Baynton, baker and confectioner, of Parkhill, has sold his business to F. W. Rowbotham.

The McCurry Co., of Toronto, manufacturers of drug and grocers' sundries, has assigned to H. Dickenson, and the business has been closed up.

The business of Williams & Co., pickle manufacturers, Toronto, has been sold to Geo. Williams, who will continue as Williams & Son.

The general store at Dublin, Ont., which has been under the control of the James Canning estate, has been taken over by Peter Dill.

A GROCER FOR 25 YEARS.

One of Toronto's oldest grocers, James Duff, who has carried on a business at 21 Howard St. for over a quarter of a century, died on Monday after a lengthy illness. Mr. Duff was born in Niagara in 1838; was in his earlier years a boilermaker, and a government steamboat inspector, and later ran a flour and feed business in Yorkville. In 1882 he opened the store at 21 Howard St. and has done steady business during the growth of that section of the city. He is survived by two daughters, Mrs. W. F. and F. Britton. The funeral was held on Wednesday to St. James cemetery.

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RURAL MAIL DELIVERY.

R. L. Borden, leader of the Opposition in the Dominion House, has selected rural mail delivery as one of the planks of his platform. It looks very nice, everyone will admit, but beyond the ornamental quality its usefulness is nil. The delivery of postal matter through the rural districts would be a splendid thing, but the people of Canada need not expect the convenience of such a service for a few years yet. The scheme is not practicable, and we believe that Mr. Borden must know it. At any rate, he has never attempted to go into details regarding the probable cost, and the method of operation. He simply points to last year's surplus of $1,000,000, in the Post Office Department, and promises that if he were at the head of the Government it would be spent in the manner mentioned above.

Suppose Mr. Borden were Premier of Canada, and had that million dollars. How would he dispose of it to the best advantage? Certainly not in establishing rural mail delivery. Our postal facilities require improvement far nearer the foundation of the system than that. In 1906 there were 347 post offices opened, the greater number in the West. From this new country come a multitude of complaints regarding the inefficiency of the mail service. The surplus, and a good deal more along with it, should be spent in remedying the present unsatisfactory conditions there. The first step in this direction must take the form of better remuneration to postmasters. That is where the fault lies. These men are generally merchants as well and it cannot be expected that they will give the proper amount of time and attention to the work if they do not receive proper salaries for doing so. The existing state of affairs cannot be charged to the railway companies; they are giving good service. The blame belongs to the Post Office Department alone, and a portion of that million dollars would go a long way toward setting matters right.

The catalogue houses will exert themselves in support of rural mail delivery, just as they are doing with respect to extension of the parcels post service. Both may come in time, but not while present conditions prevail in the Canadian retailing system.

Across the line rural mail delivery has been operated in several States. For a long time the expense of maintaining it was very heavy, and it is only now that a few sections have attained a position where they do not show a big deficit. Then the service has always been used for the production of political capital by the party in power.

LESS ADULTERATION.

Dominion Analyst McGill's latest report, which deals with his analysis of maple sugar collected from every part of Canada, cannot fail to interest and encourage all makers and likers of pure maple goods. Of 257 samples collected, 185 were genuine, 57 adulterated, 10 doubtful, and 5 mixture. This is a good showing, 71.98 per cent. pure. The result of the test of maple sugar samples collected in Montreal and Quebec could hardly be more satisfactory, as not one lot was found to be adulterated. Such an improvement in the purity of maple goods must be attributed largely to the Government's new ruling with regard to the labeling of packages. Under the old regulations there were many lines of supposedly pure goods offered for sale, which were out-and-out mixtures of adulterations. As it is to-day, the manufacturer comes out flat-footed and everybody can see for himself whether the contents of a package are pure or adulterated. Such reports as that just issued cannot fail to carry great influence with Canadian trade, if they are circulated freely in the right quarters.

MUST KEEP ON FIGHTING.

The annual report of Sears, Roebuck & Co., Chicago, which has just been published, emphasizes the continued growth of the retail mail order business and the great place it is coming to hold in the distribution of merchandise. It appears while during the calendar year 1905 the company's net sales were $27,604,253, and in 1906 were $37,943,472, that for the year ending June 30 last they were $50,722,839. There is thus an increase in the volume of business for the year covered by the report of more than 80 per cent. over that of the calendar year 1905. These figures enforce the seriousness of the competition which the regular merchants are called upon to meet and the need for unrelaxing efforts and increased enterprise and energy in their conduct of business.

There is also brought up anew to wholesale distributors and manufacturers serious problems in regard to the effect of the mail order business on the regular distribution of merchandise. In this condition of things, which does not promise to become more favorable for the marketing of goods in old channels, the Iron Age points out that it may be that the manufacturers and jobbers will have to see to it that the retail merchants of the country obtain their goods on something like as advantageous terms as do the catalogue houses.

CAR SHORTAGE AGAIN.

Once more the period for the annual shortage of cars and the immense transportation difficulties entailed has rolled around. The effect of the increased demand on the railways has been felt for the past couple of weeks, and several instances might be cited showing how goods shipped three weeks or a month ago have been delayed three weeks and a half beyond what they should have been. The grocery trade is likely to feel keenly the shortage in several ways. The movement of the western crops will call into requisition thousands of cars which are usually employed in hauling merchandise in eastern and central Canada, and this shortage, apparently, the railroads cannot overcome, try as they will. The situation in Canada, however, to be optimistic, might be worse, but across the line they are experiencing great difficulties. California packers are at their wits' end to secure cars for shipment of their dried fruits. In one instance, packers are reported six hundred and fifty cars short. In Canada there are hopes of improvement. The Grand Trunk Pacific is nearing completion, and once it is operating its entire length the situation will be considerably relieved. The States, however, appear to be at the end of their tether. Just the other day no less a personage than James J. Hill stated that railroad building had reached its climax there, and all that remained to relieve the situation was to improve transportation facilities by water. This, he thought, would permit of better conditions being realized in the railway world.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Raisins—Firmer.
Flour—Advanced 20 cents.
Beans—Advanced.
Currants—Strong.
Honey—Firmer.
Dairy Produce—Advanced.

Montreal, Oct. 10, 1907.

Recent advances in cereals form the feature of the grocery markets this week. Flour was advanced on Monday 20 cents a barrel, making prices higher than they have been for a long time. Rolled oats are high, while pot barley, and other such lines, are either advanced or very firm. Valencia and Sultana, as well as California, raisins continue firm. Buyers are not coming forward as usual, however, apparently waiting for lower figures. Bosnia prunes are being offered locally. Nuts are firm all round, and there are some advances. New date prices are expected any day. No prices have been issued as yet by the canners, who are still packing their tomatoes and corn. Quebec factories are through for the season. Teas continue exceedingly scarce, and firm markets rule on all grades. Syrups are in demand, but molasses is quiet. Beans are strong, and have been advanced. If present indications are correct, still higher figures will be demanded in the near future. Sugars are steady at unchanged prices. Coffees and spices are moving as usual. Honey is firmer. Dairy produce is higher, particularly butter. The increased domestic demand for butter is causing somewhat of a surprise in the trade, since the Old Country, as a rule, has taken Canada's butter in the past.

Fall importations from the Old Country are now being received. From what can be learned the lumber trade this season will not be up to the average year. The lumbermen will not begin operations as early as usual, and in consequence will not require such a quantity of supplies.

SUGAR—A steady consumptive demand is reported, but there is no excitement, nor special interest displayed in the refined article. Quotations have been stationary for the past while, and do not show any likelihood of changing at the time of writing.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Syrups continue in strong demand, but molasses is quiet at old prices.

Barbadoes, in puncheons	0 27	0 32
" " fancy	0 32½	0 33½
" " extra fancy		0 35
" in barrels	0 31½	0 33½
" in half-barrels		0 34
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—All teas continue exceedingly scarce and firm. Japans, Ceylons, Indians, all varieties, are as firm as they have been for the past couple of months. Buyers are looking for cheap teas, but find it impossible to secure anything that will interest their customers, unless they pay the price. Showing how teas have advanced, Japans, which sold two years ago at 10 cents, are now being quoted at 18 cents, an advance of 80 per cent., but even at present prices people are glad to get hold of anything offering.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 20	0 22
Common	0 19	0 20
Ceylon—Pekoe Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20½
India—Pekoe Souchongs	0 16½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Prices have not been changed lately. Business is fairly brisk.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 08¾	0 09
Santos	0 09¾	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS AND NUTS—There appears to be an all round firm feeling in dried fruits. Of late prices on Valencia and Sultana raisins and currants have been advancing, and the tone of the market is quite firm. Valencias are 1s. 6d. to 2s. above lowest figures, and the feeling in the market is anything but easy. Buyers, however, are not coming forward, preferring to hold off in expectations of lower prices, which certainly do not appear to be in sight to-day, for fruit required for the holiday trade. Sultana raisins are being quoted all the way from 9 cents to 13½ cents, to the retailer. New Sultanas are due here toward the middle or end of next week. There is considerable speculation as to how the market will hold, as it is known that while the crop of Sultanas was some 10,000 tons, at least 6,000 tons were rain damaged, and much of this fruit will find its way onto the market, and may have the effect of hurting the sale of the 4,000 tons of good raisins. Latest advices quote Sultanas up 2s. Since last week there has been little change in the Californian situation. Some fear is expressed about delay in deliveries. Both raisins and prunes are very firm. Lots of Bosnia prunes are now being offered, at prices ranging from 7 to 10 cents. Currants are up 1s. The first direct steamer, now on its way to Montreal, carries 1,160 tons of currants, equal to 25,000 cases, and 1,500 tons Valencia raisins, meaning about 100,000 boxes. This is the heaviest cargo she has ever brought to Montreal. New crop dates are expected by the first direct steamer to New York, which will arrive about the end of the month. Prices are likely to be made any day now. Owing to the short crop of Hallowees, prices will be about ½-cent. above last year. Figs have been advanced, owing to the crop not coming up to expectations. October shipment goods are 2s above September shipment. This is equal to about ½-cent a pound advance. The market for Tarragona almonds has been considerably excited of late. Prices dropped 5s. and have recovered 2s. At present dealers are quoting around 12 to 12½ cents. Prices are out on new crop walnuts, but are exceedingly high, showing a cost for Grenobles, of 14 cents; Marbots, 12 cents, and French, 10½ cents. Business is not brisk at these figures, as old crop walnuts are selling 3 cents lower. New pecans are being sold 2½ cents below old prices, which were around 17 cents. Filberts have not changed.

Valencia Raisins—		
Fine off-stalk, per lb		0 06½
Selected, per lb		0 07
Layers, "		0 07½
Dates—		
Hallowees, per lb		0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ½'s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		013
Choice seeded 1-lb. pkgs	0 12	0 13
Loose muscatels 3 crown	0 10½	0 10½
" " 4 crown	0 11½	0 11
Prunes—		per lb.
30-40s		
40-50s		
50-60s	0 08½	0 09
60-70s		0 08½
70-80s		0 07½
80-90s		0 07½
90-100s		0 06½
Oregon prunes (Italian style), 40-50s		0 07
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07
" " 90-100s		0 06½
" " 100-120s	0 05	0 04½
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases		0 07½
" " cleaned		0 07½
" " in 1-lb cartons		0 08
Finest Vostizzas "	0 03½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 [illegible]
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown		0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs " " box	0 25	0 30

EVAPORATED APPLES—Nominal quotations on spot stock are around 10

cents, but transactions are few. New goods are quoted at 9½ to 10 cents. Wholesalers expect, from present indications, to sell this year's output at 11 cents.

SPICES—Brisk business is being done at old prices. Advices from the primary markets do not report any particular features.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

BEANS—Beans have advanced materially since last report, and nothing can be secured to-day under $1.80 or $1.85. Even at these figures the market is very firm, and further advances would not surprise anyone. Peas are also strong, though quotations have not changed.

Choice prime beans	1 80	1 85
Soup peas, whole, bag 2 bushel	2 50	2 60

MAPLE PRODUCTS — Quotations given are nominal. Business is slight.

Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 08½
Beauce County per lb	0 09	0 09½

CANNED GOODS

MONTREAL—The new prices on corn and tomatoes, which have not yet been issued, are promised for this week, or at least some news of the pack has been promised the wholesalers. Quebec packers are through for the season, but, of course, their output is small, being hardly more than ten per cent. of Canada's pack. They pack chiefly tomatoes and some corn. Deliveries of canned salmon are now being made. Canned fish of other kinds and canned meats are selling fairly well.

TORONTO — New prices on corn and tomatoes will probably have been given out by the time this is in print. Everyone looks for high prices and short deliveries, opinions being graded according to temperament and natural pessimism, or the reverse. A representative of the Canadian Canners called on the trade on Wednesday and said that probably from 60 to 75 per cent. of deliveries on present orders would be made by the company. All fruits, with the exception of plums, which will be a fair average, are very short. The tomato and corn pack is now practically at an end.

A Maryland firm say of the general outlook for the tomato pack on the other side :

"As reports continue to come in from various packers, almost without exception, the advices are the same : 'Cancel order for last car of cans. We will be fortunate in filling cans on hand, as the rain last Saturday put an end to tomatoes on the vine.' Nearly every large house is making its final run, while it may be possible here and there that a small factory may obtain a few tomatoes—remnants from the large houses—to keep running for a week or more. The tomato packing season of 1907 is practically over and the shipping season will now begin in good earnest, for it has been next to impossible to load and ship while the rush was on; it was impossible to secure enough help for packing, much less shipping, consequently, many buyers have been kept waiting, when the packer wished that things would be otherwise, but he could not, as he did not have the help sufficient to make shipments. One packer writes that, 'where we were losing tomatoes last week we are paying 16 cents per basket to-day.' Others report that the stock coming in is too poor to justify keeping their houses open longer. The west is buying tomatoes; as the market advances, they follow the advance promptly. Reliable reports indicate that the western packing season also began late. If the west should have frost, even though they may have escaped the two serious flooding rains experienced in the east, the market would probably bound from 2½ to 5 cents per day until the dollar mark or over is reached."

ONTARIO MARKETS.

POINTERS—

Canned Goods—Prices expected daily.
Sugar—Steady.
Plmus—About done.
Potatoes—Market improved.

Toronto, Oct. 10, 1907.

The subject around which interest has centred during the week under review, is canned goods. The Canadian Canners are supposed to have had a meeting on Tuesday, of this week, and to have continued the session on Wednesday, but no prices have been given to the trade up to the time of writing. A representative of the Canners, in conversation with The Grocer on Wednesday, stated that the company would be in a position to deliver a larger percentage on corn and tomatoes than was generally expected. He put the figure at from 60 per cent. to 75 per cent. It is, of course, in the interests of the canners to do a little extra hustling, with a view of avoiding the rebate which is due from them on all deliveries under 60 per cent., but the impression among the trade here has been that this season the crop has not been large enough to admit of a pack sufficient to cover more than half the orders booked. Sugar remains steady, with a declining consumptive demand, due to the closing of the fruit preserving season. Tapioca is selling remarkably well under stiff prices. All stocks of teas are very light, and no new shipments have arrived on the market during the week.

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Oct, 10.

BUTTER—Market featureless.

CHEESE—Steady market.

EGGS—Tone of market firm. Business fairly brisk.

PROVISIONS—No change in situation. Lard continues firm.

Business, as a whole, while not remarkable, has been satisfactory. The chief difficulty experienced by the majority of wholesalers is in getting the goods to fill orders. Even at the general high prices prevailing, the inquiry has been very strong, this applying especially to all canned goods. The shortage on these latter seems only to accentuate the demand.

TEA—Stocks of all grades are lower than they have been, certainly, for many years, and, in the opinion of some wholesalers, since the first grocery store started business in Toronto. There are some Ceylon greens on the way, which are to take the place of Japans, and some Ceylon blacks and Indians which were bought some time ago, before the present crisis. These are expected on the market in about ten or fifteen days.

Mail advices from London, under date of Sept. 26, say:

"The possibility of a shortage in the total Indian supplies for this market has had a stimulating effect on the demand for low priced tea, with the result that the quantity of leaf obtainable at 6½d. has been smaller than last week. At the moment, it seems as if this tendency would continue, for although there is a good deal of common tea printed for next sales, orders are already plentiful, while the fairly extensive shipping enquiry for leaf under 7d. is a factor to be taken into consideration.

"The details which we publish, giving the imports of tea into Russia during the first six months of the year, throw an interesting light on the position of Indian and Ceylon tea in that country, for it is evident that the high market ruling has not resulted in a return to the use of China sorts. The increase of British growths shipped during the period, as given in our circular recently, amounted to six millions, while the Russian imports of all kinds were five millions heavier than last year, thus leaving a further one million lbs. of China displaced by India and Ceylon. The use of no less than 12½ millions more Brick tea is a noteworthy feature and accounts for the high prices realized for Dusts in Calcutta and Colombo."

COFFEE—The world's visible supply on Sept. 1, of this year, was 16,004,313 bags; on Aug. 1, 1907, 16,075,812, and on Sept. 1, 1906, 10,756,653. Stocks of all kinds in the United States amounted to 3,862,690 bags on Sept. 1 of this year; to 3,933,190, a month ago, and to 3,190,701 on Sept. 1, 1906. The situation, locally, is quiet and unchanged.

Willett & Gray, New York, say of the crop situation:

"The movement of the crop continues to run below the average for this period, in crops which gave about 10,000,000 bags, and the receipts for the first three months of the season have heretofore given a fair idea of the outturn of similar crops. Some cables have been received here predicting that receipts will decrease somewhat, but,

judging from former years, the October receipts have usually ranged about the same as in September, so that any sensible reduction may not be expected until November.

"Messrs. N. M. Rothschild & Sons, London, have just issued the £3,000,000 sterling Valorization Loan for the Federal Government of Brazil at 95, as foreshadowed in this report last week.

"The country continues to buy coffee from hand to mouth only, and in every conceivable way appears to be urged to continue the policy. Newspapers that are entirely remote from the coffee market, print editorials giving their opinions inimical to the article, and similar circulars to those issued from the beginning of the year still continue to spread disparaging views that betoken prejudice, to say nothing of misstatements.

"The San Paulo Government undertook the Valorization operations for the purpose of equalizing supplies from an extremely large crop with those from two or three successive small crops, the former being about as much above the requirements of consumption as the latter are below. It was not intended to make a speculative venture further than the cultivation of coffee, the principal industry of the country. But through the continued hostility of the trade and the possibility of much smaller crops than required for consumption, the Government may be enabled to obtain for its coffee a price far in excess of original expectations and bring about results in every way to justify its course.

"The Government is financially abundantly able to carry the consignments until the trade needs them, and the probability to-day is that the trade will not claim the coffee until the market is very materially higher than now.

"Santos coffee is commanding a considerable premium over Rios, as the competition in buying in Santos is so much greater than the purchasing power in Rio."

SUGAR—Business, locally, is rather quiet, the consumption having declined noticeably since preserving has come to an end. Prices are unchanged, and are regarded as fairly steady. An unusually long period has elapsed since the last alteration was registered, and a change now would not cause much surprise to anyone. A falling off in refined has also made itself felt in the New York market.

Willett & Gray say of the situation in raws:

"The moderate business of the week has been on the previous basis of 3.95c per lb. duty paid for 96 degree test centrifugals. Unsold stocks of Cuba and Porto Rico sugars are very small, and are firmly held. Java sugars afloat are the only ones that show any depreciation in sellers' views, these now being offered at 10s. 4½d. c., f. & i., 96 degree test, equal to 3.95c landed, against 3.93c last price paid.

"Europe made its usual weather fluctuations from 10s. to 9s. 7½d. to 9s. 9d. for prompt beet, closing firm and rather dearer with May contracts 10s. 0d. after 9s. 11½d. during the week. These contracts look promising whenever below 10s.

"The notable feature of the week is the completion of the Cuban crop, and the final outturn of same given by Messrs. Guma & Mejer as 1,427,673 tons, against 1,178,749 tons in previous year.

"In our issue of June 13, we made our final estimate of 1,425,000 tons, and added:

"'The long-continued favorable weather enabled those estates still having cane to grind to remain at work and produce a surplus of crop beyond recent expectations.

"'The record of the Cuba crop as it progressed through this season is a confirmation of the frequently expressed opinion that it is extremely difficult to make close crop calculations regarding Cuba until after the first of May. The weather conditions appear to influence crops in Cuba more than elsewhere, probably for the reason that more cane is left in the fields unground at the usual normal closing of the crop than could have been ground by the Centrals, and when, as this year, the weather conditions were abnormal and scarcely a day of work lost during the entire campaign, and with a sufficient supply of laborers working under improved political conditions, the final outturn reaches a high point that could not possibly be anticipated early in the season.'

"These unusually favorable conditions for grinding have left in the fields no surplus cane for early grinding of the coming crop, which will be a later crop than usual, and this absence of surplus cane, in connection with several other disadvantageous conditions, will result in less production than last season. The decrease cannot be closely estimated now.

"For several weeks past the weather conditions in Europe have been favorable for the maturing beet crops, which indicates an outturn safely above the minimum estimate given by Mr. Licht, although, perhaps, not up to his mixi-mum."

Paris lumps, in 50-lb. boxes	5 15
" in 100-lb. "	4 85 5 05
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 45
Berlin granulated	4 40
Phoenix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES — Molasses is quiet, but there is a steady demand for corn syrup. Prices are unchanged.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35

DRIED FRUITS—The damage done to the Malaga raisin crop by the recent very heavy storms and floods, has been estimated by one shipper at 15 per cent. This was about the first definite information that came to hand. Later cables have since been received, quoting prices 6d. to 1s. higher than those named a fortnight ago. Most of the quotations, however, have been on October shipments, and were altered from the first half to all October. Spot currants are fairly quiet and steady, but after the advance of 2s. in two days, noted last week, the market in Greece has been in such an excited condition that satisfactory business has been made well-nigh impossible.

	Per case.
2 lb Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03½
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 2 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07½
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 03½
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½0 1b
" Fancy	
" Extra fancy	
Valencias, selected old	0 05
Valencias, new	0 07½ 0 08
Australian	0 08½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz. packets, choice	0 11
" 12 oz. " "	0 09

Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairs	0 04	" choice	0 08½
Domestic evaporated apples			0 09 0 09½

NUTS—The market, locally, is featureless. Prices are unchanged.

Almonds, Tarragona, per lb	0 15
" Formigetta	6 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—Very little business is passing, at unchanged prices.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cinnamon	0 35
Nutmeg	0 30 0 75
Cloves, whole	0 30 0 50
Cream of tartar	0 19 0 25
Allspice	0 20 0 22
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 60
" ground	0 25 0 50

RICE AND TAPIOCA—Surprise has been expressed by more than one wholesaler at the way in which tapioca is moving out. Despite the high price, retail demand continues very strong, and the probabilities are that the present stocks will no more than suffice to meet it until the next shipment arrives.

	per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 06
Japan	0 05½ 0 06½

Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 08	0 08½
Carolina rice		0 10
Tapioca, medium pearl		0 08

BEANS—Prices are higher than last week. It is now difficult to get anything like beans at less than $1.85, though some houses are quoting $1.80.

Beans, hand picked, per bush	1 75	1 80
" prime No. 1, "	1 75	1 80
" Lima, per lb		0 07

EVAPORATED APPLES—The price continues around 10c, but the market is very strong, and is likely to advance at any time.

Evaporated Apples	0 10

HIDES AND WOOL—The situation in hides is unchanged from last week. The outlook is for lower prices. The tanners on the other side are doing a little more business, but there is no increased activity among Canadian factories.

Hides, inspected, cows and steers, No. 1		0 07½
" " " No. 2		0 06½
Country hides, flat, per lb., cured	0 06	0 07
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	0 65	0 75
Horse hides, No. 1	2 75	3 00
Rendered tallow, per lb	0 05½	0 06½
Pulled wools, super, per lb		0 23
" " extra		0 25
Horse hair, per lb		0 30
Wool, unwashed	0 12	0 13
" washed	0 22	0 23
" rejections		0 16

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday Oct. 10, 1907.)

Business is more active than for some weeks and wholesale houses are rushed with orders. A few districts are in a bad way, owing to heavy frosts destroying the crops, but, taken as a whole, the situation is much better than was expected two months ago, and there is a more optimistic feeling among the trade.

CANNED GOODS—The trade are still much perplexed over the canned goods situation as it is evident that in many lines the canners cannot begin to fill their orders. Retailers are finding it hard to advance their prices sufficiently to compensate them for the big advance in wholesale prices. New season prices of plums will be noted below. We quote:

SUGAR—Quoted as follows:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
Icing sugar in bbls	5 60
" in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	6 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—There has been no change in price since the recent advance in corn syrups. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 60
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—Whole green Rio is quoted at 8¾c and roasted at 11¼c. Ground roasted sells at 12¼c.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

CHOCOLATE AND COCOA—There has been a general advance in chocolate and cocoa. Bakers' chocolate now sells at 44c and cocoa at 50c.

SALT—Prices are now quoted as follows, f.o.b., Port Arthur and Fort William:

Salt, 3's per bbl	2 50
" 5's "	2 40
" 7's "	2 35
" 10's "	2 30
" 20's "	2 20
" 50's cotton bags each	0 32
" 50's jute "	0 25
Ordinary fine in bbls., per bbl	1 10
" coarse "	1 10
Rock Salt, per ton	14 00

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 08½
Sultana raisins, bulk, per lb	0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ¼-lb. packages per package	0 10½
" " fancy seeded in ¼-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 13½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 11½
Nectarines, choice	0 16

PEELS—Prices are lower this year than last. Quotations are:

Lemon	0 10½
Orange	0 11½
Citron	0 18½

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10½ to 11c per lb., and dried at 9¾ per lb.

HONEY — Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-doz. case	4 80
" 5-lb. tins, 1-doz. case	8 40
" " 10-lb. " ½-doz. "	10 80
" " 60-lb. " per lb	0 14

RICE, TAPIOCA and SAGO—

Japan rice, per lb., cwt. lots	0 04½
" 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna "	0 04½
Tapioca, per cwt	8 00
Sago, per lb	0 04½

OLD GROCER IN NEW STORE.

James Kennedy, who was for over twenty-five years with Davidson & Hay, Toronto, has opened one of the finest and best-equipped grocery stores in the west end of Toronto. The location, at the corner of Arthur and Crawford Sts., is an ideal one, being on the outskirts of a rapidly-growing section. Moreover, it is picturesque, overlooking the beautiful Bellwoods park ravine. The stock carried is one of the best, and in keeping with the tastes of the residents of the district. Mr. Kennedy's experience and training are such that his customers can depend upon getting everything right. Before severing his connection with the Davidson & Hay his fellow-employes in warehouse, sampleroom and offices presented him with a handsome antique oak roll-top secretary. Lieut.-Col. Davidson, president of the company, made the presentation on behalf of himself and Mr. Kennedy's fellow-employes. The Grocer wishes him all success.

TEA ADVANCED.

A cable just received states that the London market has advanced ½d. on India and Ceylon teas.

Webber & De Pender, confectioners, of Manitou, Sask., have dissolved partnership.

Tenders

Will be received by the undersigned up to the hour of five o'clock p.m. on the 16th day of October, 1907, for the purchase en bloc of the entire stock in trade and fixtures belonging to the estate of Charles W. Stewart, insolvent.

Stock lists can be inspected and stock seen upon application at the office of W. H. Gillard & Co., Queen Street, Sault Ste. Marie, Ontario.

Dated this fourth day of October, 1907.

CHAS. A. LEANEY, Assignee.

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One-half case with Five cases of Malta-Vita
One case with Ten cases of Malta-Vita

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MALTA-VITA PURE FOOD CO.

TORONTO, CANADA

WHAT OTHERS SAY

Extracts from letters received within a few days. One from a merchant in Quebec, the other from Nova Scotia.

"I have decided to keep in stock only Red Rose Tea. For the past few years I have sold many brands, but have found out that customers like Red Rose better than any other. You can always count on your traveller receiving a good order from me every time he calls."

"I have never handled an article that has given more uniform satisfaction than Red Rose Tea, and I have never been more courteously treated by any firm than by yourself."

ONLY RED ROSE—That Quebec merchant who has decided to keep only Red Rose Tea in stock won't carry any dead stock and his customers will get tea that is always the same quality, exactly the same to-day that it was a year ago.

He will Carry Less Stock
Sell More Tea
Make More Money

WORTH THINKING ABOUT—We have hundreds of customers who are selling only Red Rose, and the list has increased more this year than ever before. **If you are not already selling Red Rose Tea, may I send you a case?**

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Toronto Branch, 3 Wellington St. East
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Winnipeg Branch, 315 William Ave.
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$ 10 $

One cent invested in a post card to us will bring you information about how we can start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy the more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

NO MONEY REQUIRED ***WE FURNISH CAPITAL***

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

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F.O.B. Two Hundred Miles Away

means that you have to pay a big freight charge every time you give such an order. No need to do it, Mr. Eastern Townships Grocer. Place your order for

Staple and Fancy Groceries, Dried Fruits, Fish, etc.,

with a Sherbrooke House of national reputation. We pay the freight as far as Sherbrooke, and our prices compare favorably with Montreal prices. If you are doing business in the Eastern Townships **YOU CAN SAVE MONEY—LOTS OF IT**—by placing your orders with us.

T. A. Bourque & Co., Wholesale Grocers **Sherbrooke, Que**

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Gold Standard

BAKING POWDER

sold in Western Canada than any other one brand. And there are reasons for this—good ones. The first is GUARANTEED quality; the second, our advertising; and lastly, the large percentage of profit you (the dealer) make by selling it. Let us tell you about our plan, and how we help you sell GOLD Standard Products.

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We are now making Mince Meat, and will have it ready to ship at the end of the week. We use nothing but fresh beef, finest fruits and spices in making up our Mince Meat. We can recommend it to you as pure, wholesome food, and reasonable in price.

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Mr. Grocer, about the

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The Corona Brand sells itself by sheer force of merit. It keeps on selling itself, because the quality never deteriorates. Moreover, it only sells itself **through the retail trade,** as we have no retail stores to compete with you.

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is a paying line in the grocery business. You would realize this to be a fact if you were to stock the

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

It is now becoming a weekly duty to record an advance of ¼c or less in cheese prices. Montreal dealers have been paying more in the country for cheese of late, and they have been forced to advance their selling figures.

Finest Ontarios now sell from 13c to 13¼c, while Townships cheese command 12⅞ to 13c. Quebecs are selling from 12¾ to 12⅞. These prices are high, but as a matter of fact they are interesting Old Country buyers more than the figures which ruled two or three weeks ago. Inquiries from the other side are more numerous than they have been for some time past, and, unlike recent cables, they are leading to good sales. As will be noticed, exports last week were much larger than they have been the average week of late. If demand from England continues, export figures are likely to pick up considerably before the close of navigation.

Locally, dealers are not selling a great deal, though the trade is taking some cheese. It is upon the Old Country that holders are depending for sales. It would appear that there has been a great deal of talk on the other side about the tremendous increase in the English make, which has not been warranted. Also there has been reported a falling off in the consumption. Recent orders received by Canadians would not lead one to believe that there was very much in either of these rumors.

Since October began many factories have changed their make from cheese to butter. This will result in a falling off in the make of cheese, which has not been made in the usual quantity this year. During September the make was by no means as large as it was for the same month a year ago. Favorable conditions may make possible an increase in the make during the fall and early winter, but it is improbable that receipts this season will equal last year's figures.

Receipts of cheese last week were 57,708 boxes, against 74,492 boxes for the previous week, and 76,767 boxes for the same week last year. Total receipts since May 1 amount to 1,696,751 boxes, against 1,884,708 boxes for the same period in 1906,

Last week 100,537 boxes of cheese were exported, against 74,438 boxes the previous week, and 105,667 boxes the same week in 1906. Since May 1 exports have been 1,548,345 boxes, against 1,787,069 boxes for the same period last year.

Butter continues extremely high, record prices being asked by dealers. The feature of the butter situation this year is the lack of demand from the other side. Despite the fact that no business is being done with England, however, prices are as high as ever they have been at this season. Home consumption has increased remarkably within the past few years, particularly in the west, where the population has been increased by thousands of souls.

Large orders for creamery are being received from various points in western Canada. They are coming in so freely that dealers feel independent of English buyers. It is apparent that western Canada is depending upon the east for its supply of butter this winter. Everything points to a continued trade. On the other hand, the east is receiving large quantities of Manitoba dairy. Locally, stocks are very slight, the make in the east not amounting to much.

If present demand continues, it is quite likely, as previously stated in these columns, that Australian and New Zealand butter will be brought into Canada from England, after the make from these countries has been placed on the latter market.

Prices quoted by dealers are: Townships, September make, 26½c to 27c; Quebec, 26c to 26½c.

Receipts of butter last week amounted to 9,369 packages, against 11,428 packages for the previous week, and 13,064 packages same week a year ago. Since May 1 there have been received 336,885 packages, as against 524,470 packages during the same period in 1906.

Shipments last week amounted to but 33 packages, against 494 packages the previous week, and 12,261 the same week last year. Total exports since May 1 amount to 65,788 packages, against 339,191 for the same period in 1906.

THE PROVISION SITUATION

Live hog prices continue about on the same basis as last week, but the situation is not improved, most of the packers feeling that in view of the unfavorable outlook in the Old Country they should be getting their hogs at a lower figure. Receipts at present quotations, however, are light, though improving, and lower prices at this season of the year would be inclined to make the farmers curtail deliveries. As it is, the packers are getting about all they want, and are making preparations for the usual fall rush of hogs, which is about due to start.

Danish deliveries to the Old Country are heavier than they have been for some time and increasing weekly. Last week they were about 36,000; the week before, 31,000. A prominent Canadian packer said to the writer recently: "The Danes are proud of their hog-raising business. We seem to be ashamed of ours. The Canadian farmers seem to have convinced themselves that there is an organized conspiracy of the packers to beat down prices and further their own interests at the expense of the farmers. And the situation is growing worse yearly, instead of improving. The Danes expect to reach 50,000 a week in their deliveries to England before the winter is out. I should be ashamed to say what the corresponding figures from Canada are likely to be."

American shipments have been slightly below normal for last week. The average quotation for bacon in England is 55s.

The domestic situation is about unchanged. The unreceptiveness of the Old Country market, due to the heavy deliveries of Danish and Irish for many weeks past, is, perhaps, having the effect of sending more pork into Canadian cuts, but business as a whole, is very quiet.

Receipts of hogs in the States have been light, and the packers have sold rather than supported, products. The Journal of Commerce, in their weekly review of the situation, say:

"The past week has witnessed a little more speculation in hog products, but very little change in prices, though receipts have been moderate enough to advance their prices without much effect on products. This is believed by some in the trade to be due to the action of the big packers in holding down prices, either for effect on the hog market or to enable them to buy futures. This view is not entertained by all, however, as more believe that the packers have really been selling the futures on improved corn crop prospects and fear of a further stringency in the money market. There has been little activity, however, as the public are afraid of these trust-controlled markets. But there has been a little buying of January stuff for long account by outsiders. The volume of the business, however, has not been large. There has not been as much export business in lard as last week, but prices have been firm with very little offering at the seaboard from the Middle West, as interior family consumption is absorbing the bulk of production outside of the big packing centres. The only other activity has been in skinned hams for delivery up to January in this market, and there have been over 60 carloads sold to come here from the West the latter part of the week. Spot meats remain as dull as ever, though supplies of bellies are still light here. The supply of hogs cut here is still small and hardly up to the local demand for fresh meats for the city trade, and this has kept the price of hogs here very firm, as well as at the West. There has been little change or activity in beef products and no new feature."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Pure lard is firm, but otherwise there is no change in the provision situation. Smoked meats are in fair demand, while heavy lines are inquired for more freely by lumbermen. Bacon is also in demand for the same class of trade.

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FINE and COARSE SALT
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Prices Right
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Hamilton and Winnipeg

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Lard, pure, tierces	0 11¼	0 12
" tubs	0 11½	0 12¼
" 20-lb. pails, wood	0 12¼	0 14
" cases, 10-lb. tins, 60 lbs. in case	0 12	0 12½
" " 5-lb. "	0 12½	0 12¾
" " 3-lb. "	0 12¾	0 13¼
Lard, compound, tierces, per lb.	0 09½	0 11¼
" " tubs	0 10½	0 11¾
" " 20-lb. pails, wood	0 12¼	0 12½
" " 20-lb. pails, tin	0 09½	0 10¾
" " cases, 10-lb. tins, 60 lbs. in case	0 10¼	0 11¾
" " " 5-lb. "	0 10¾	0 12
" " " 3-lb. "	0 10½	0 12¼
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	21 50	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl	14 00	15 00

BUTTER—The butter market is very firm, prices having been advanced another ½c to 1c. Demand locally is strong while dealers report inquiries from all parts of the west, where there seems to be a scarcity of creamery. Dairy is firm. Export business is practically nil.

Creamery, choice, boxes	0 27	
" " pound prints	0 27½	
Dairy, tubs	0 22	0 24

CHEESE—Cheese is firmer this week, with higher prices. Many factories are now making butter instead of cheese, and the make of cheese has not increased to any extent in consequence. Export business is much better than it has been for some time past.

Cheese, old	0 15	0 16
" new, large		0 13½
" " twins	0 13½	0 14

EGGS—Eggs are firm at prices a shade higher than ruled last week. Receipts at present are not very good, having been held too long in anticipation of higher prices. These eggs, however, are disposed of for what can be secured, and the market is not seriously affected by their arrival, as it is mostly storage stock that is being used.

Selects		0 26
No. 1		0 22
Seconds	0 19	0 20

HONEY—Honey is firmer, owing largely to the fact that there will not be any more marketed this season. The yield of buckwheat proved considerably greater than was expected. One firm is asking as high as 16c to 18c for white clover comb honey.

White clover comb honey	0 13½	0 14
Buckwheat, extracted		0 10
Clover, strained, bulk		0 12

TORONTO.

PROVISIONS—Firmness continues in the local market, with good demand. Butter and eggs continue to climb even above last week's prices, a couple of cents increase in most lines being noted. Lard and pork are firm and backs are exceedingly scarce.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15½	0 16
Roll bacon, per lb	0 11	0 11½
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams, per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	0 17	0 18
" pea meal		0 18½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12¾
" pails "	0 12¾	0 13
" compounds, per lb		0 10
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	0 08½	10 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 08	0 09½
Lamb	0 09	0 10½
Hogs, street lots	8 25	8 75
Veal	0 09	0 10½

BUTTER—A large demand and continued scarcity of supply have hoisted butter prices even a cent or two above last week. The fact that practically no butter is being shipped from Canada, and that the supply is hardly sufficient for the demand, even at present prices, shows how scarce the product is. Prices may show further increase before the end of the week.

	Per lb.	
Creamery prints	0 27	0 30
Creamery solids	0 26	0 27
Dairy prints, choice	0 24	0 26
" " ordinary	0 21	0 23
" tubs choice	0 22	0 23
" tubs, ordinary	0 20	0 21
Baker's butter		0 21

EGGS—High prices of feed and unusual demand have raised egg prices during the week. Dealers tell us that people have been eating eggs in preference to meat this year, thus increasing the demand. Limes are having some call even this early in the season and are now quoted :

Eggs, candled	0 24
" selects	0 27
" limed	0 23

CHEESE—The market continues firm with prices unchanged.

Cheese, large	0 12½	0 13
" twins	0 13¼	0 13½

HONEY—Prices are unchanged.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—The supply of chickens is abundant, though the quality is not so good as last week. A year ago farmers placed a good deal of their poultry in cold storage, but did not realize as expected on this, and this year are shipping them in direct. Turkeys are beginning to arrive, though the quality is not particularly good. Last week's prices continue without change.

Live Weight.		
Spring chickens, per lb	0 08	0 09
Old fowl	0 06	0 07
Ducks	0 08	0 10
Dressed weight.		
Spring chickens, per lb		0 12
Old fowl		0 10
Ducks		0 12
Tom Turkeys		0 21
Hen "		0 20

NEW BRANCH OF THE C. C.

A Canadian Club was formed in Moncton, N.B., on Sept. 30. The organization starts out with a membership of over 100. All the leading merchants have joined. Following are the officers : Hon. president, Hon. C. W. Robinson ; president, Fulton McDougall ; senior vice-president, Judge Wells ; junior vice-president, J. A. Bourque ; treasurer, Hugh F. Hamilton ; secretary, R. W. Hewson ; archivist, W. A. Cowperthwaite ; executive committee, S. L. Shannon, Hon. F. J. Sweeney, F. A. McCully, Thos. Williams, J. A. Bourque, Mayor White, L. C. Daigle.

Broddy & Porter, general storekeepers, of Uxbridge, have dissolved partnership, Broddy continuing the business.

There is Only One
FLY PAD

THAT'S WILSON'S. Three hundred times more effective than sticky paper, and vastly superior to any other fly poison.
ARCHDALE WILSON, - HAMILTON

Ever Relied Upon

When the housewife knows her grocer carries an assortment of **Clark's Canned Meats** she is never in fear of being caught short of provisions at meal time. Clark's goods are dependable, and there is such a variety that all tastes can be satisfied. You should carry them.

86 A1 LINES

SECURE OUR CATALOGUE

WM. CLARK - MONTREAL

O'MARA

Send your orders here if you want to increase your trade for

Fresh Pork Sausage
Liverwurst
Weiners
Head Cheese

Write for prices.

JOSEPH O'MARA

Pork Packer, PALMERSTON

O'MARA

A LONG STORY IN FEW WORDS

Reliable — TRURO QUALITY BRANDS — Preferable

Saleable — TRURO QUALITY BRANDS — Profitable

Truro Condensed Milk Co., Limited
TRURO, N.S.

By Royal Warrant Purveyors To H. M. King Edward VII

There is only **one**

BOVRIL

Do not be persuaded to load your shelves with inferior Fluid Beef preparations which can only be sold as "substitutes" with much trouble and loss of time.

Bovril is a standard line which never varies in quality. It will always please your customers and do you credit.

BOVRIL Limited, 27 St. Peter St. Montreal

CEREALS AND CONFECTIONERY

Under Small Amount of Raw Material Offering, Coupled With Heavy Domestic Demand, Rolled Oats Have Again Advanced—Confectionery.

Millers report business excellent, but the small amount of wheat offering makes it almost impossible for them to begin to fill up on orders. In cereals it is the same. One large manufacturer stated the other day that he was oversold on rolled oats for the next ninety days.

Speaking of the high prices which rule for rolled oats, Col. A. E. Labelle, local manager of the Ogilvie Flour Mills Company, Montreal, said that the chief cause of the recent advances lay in the fact that there was not in sight any really good Manitoba oats, that is, of the kind which could be made into oatmeals which would satisfy the trade. So far, the tests which have been made of new crop oats have not turned out at all satisfactory, from a rolled oats standpoint, and unless something better turns out prices are likely to remain high, if they do not advance still further, as stocks held by millers are not large enough to bear the demand there will be between now and the crop of 1908. Ontario oats do not seem to please the miller for making into rolled oats, hence the importance of there being a good yield of first-class oats in Manitoba.

Export demand is good in both wheat and oat products, but domestic consumption is too heavy to admit of any shading of prices on the part of Canadian millers.

Confectionery.

It may seem a nuisance to be obliged to look after trifling little purchases of candy when your time, or so it seems, could be spent to so much better advantage in some other way. But children's wants are worth catering to, if you are prepared to do it in the right way. They appreciate politeness, very often, more than adults, and their custom is a channel through which much profitable trade may be secured.

MONTREAL.

FLOUR—Prices have once more advanced, this time 20c, and the market is very firm at the higher figure. Millers report an abundance of orders locally, and good export trade. Importers of Canadian flour have been steadily following the millers' advances and have been regularly calling for further shipments.

Winter wheat patents		5 80
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household, bags		6 10
Glenora		5 50
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10

FEED—Feed is very firm, but prices have not changed since last report.

Ontario bran	22 00	23 00
Ontario shorts	24 00	26 00
Manitoba shorts	26 00	28 00
" bran		23 00
Mouillie, milled	27 00	30 00
" straight grained	28 00	34 00
Mill feed	1 50	1 55

ROLLED OATS—A firm market rules at unchanged prices. More or less stock is being bought up, but prices are high for many grocers.

Fine oatmeal, bags	3 15	3 20
Standard oatmeal, bags	3 15	3 20
Granulated " "	3 15	3 25
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags		3 05
" 80-lb. bags		2 75
" bbls		6 20

TORONTO.

FLOUR—Prices are very firm, due partly to the heavy demand and partly to the light offerings of wheat. Latest reports from the west state that the frost has got in some damaging work and that in some sections it has been responsible for considerable wholesale destruction. These reports, however, are of a variable character, and cannot be accepted without question, as representing the true condition of affairs. Prices are unchanged from last week, and are as follows :

Manitoba Wheat.

60 per cent. patents	5 25	5 50
85 " "		5 25
Strong bakers	4 55	4 75

Winter Wheat.

Straight roller	4 60	4 70
Patents	4 85	4 95
Blended	4 50	4 55

CEREALS—Rolled oats have advanced slightly, and a further increase is almost hourly expected. Export demand is reported excellent. Prices are as follows :

Rolled wheat in barrels, 100 lbs	3 05	3 25
Rolled oats, in wood, per bbl		6 25
" " in bags, per bag 90 lbs	3 00	3 25
Oatmeal, standard and granulated, per bbl		6 65
" " " " in bags, 98 lbs		3 30

FLOUR COMPANY'S GOOD YEAR.

For the Lake of the Woods Milling Company 1906-07 was a very satisfactory year. The annual meeting of shareholders was held at the Montreal office last week. Net profits for the year were $618,473. In comparison with the figures of the previous year, $375,152, the latest returns must be very gratifying. Mention was made at the meeting of the company's new mill at Keewatin, which is capable of turning out 5,000 barrels a day. It was in operating shape August 1st. Last year's directors were re-elected, as follows : Robert Meighen, F. H. Mathewson, Hon. Robert Mackay, Abner Kingman, R. M. Ballantyne, Robert Reford, Jas. W. Pyke, W. W. Hutchison, G. V. Hastings.

At a subsequent meeting of the directors, the following officers were elected for the ensuing year : Robert Meighen, president and managing director ; Hon. Robert MacKay, vice-president ; G. V. Hastings, general manager ; W. W. Hutchins, eastern manager ; F. E. Bray, secretary ; F. S. Meighen, treasurer ; R. S. Neilson, assistant secretary ; Geo. H. Kelly, general superintendent ; W. A. Mathewson, manager wheat department ; R. S. Thomson, local manager, Portage la Prairie ; W. R. Breen, manager flour department at Winnipeg ; R. J. Cherry, local manager, Keewatin.

FLOUR IN JAPAN.

According to the Trade Register of Seattle, the Oriental millers appreciate gluten in flour ; although for more gluten, as in the Canada product, they do not show any disposition to pay more money. According to this authority, "the Japanese millers are extracting every particle of gluten from the grain, and their bran is of poor quality, but it is being offered at such a low figure that a return shipment is feared in California." Practical men in the trade, however, give the assurance that "the fear expressed, that by-products of Japanese milling will cut into the American market, should not be taken seriously. The double freight rate that must be paid more than offsets the difference in wages. Despite the fact that Japanese millers are introducing American machinery, Japanese business men engaged in the export trade from Seattle declare that the Japanese mills have not yet become efficient, and that their operations are not extensive. The Japanese flour importers are in touch with the development of the trade in their home country, and they hold that the Orient will continue to be a buyer of flour, instead of becoming a seller of bran to America. Flour milling is a very interesting business, but is done largely upon a rather narrow margin of profit. This circumstance will operate seriously against milling in Japan, which does not afford a market for milling by-

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

48 Highest Awards In Europe and Americ

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

"MIGHTY GOOD STUFF"

That's what grocers and others say about our lines of

TWINE, PAPER, BAGS, JUTE GOODS and STATIONERY

We aim to satisfy, both in quality and prices. Write us about 'em.

A. M. THORNE & CO., Toronto

Phone M. 5548. 77 Front St. East

Do you usé Cream of Tartar

or Tartaric Acid in your Baking Powder or Self-Raising Flour? If you do, you are not using the best up-to-date materials.

You should use our

Calcium Acid Phosphate

Better for health and cheaper to use. Write for samples and quotations.

CHARLES C. BRYCE & CO.

43 and 45 Great Tower Street,

LONDON, E.C., - ENGLAND

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

products proportionate to extensive milling.

Manchurian grain-growing has not reached an advanced stage; and, so long as the crude methods employed are continued, Pacific coast millers have no fear from that market. The shipment of wheat from the United States and Australia to Japanese and Chinese mills is heavy, but it does not interfere with the market for American flour in the Orient. As a matter of fact, the coast millers cannot supply the flour demanded in the Oriental markets.—Alexander MacLean, Japanese commercial agent.

TO SELL SPICES.

Here is a good spice advertisement that any grocer might use with profit. It was originally got up in the form of a four-page folder, which, among other matter, contained the following:

List of Spices.

AND SOME OF THEIR ADULTERANTS.

Allspice—Spent cloves, clove stems, cracker dust, ground shells, charcoal, yellow corn.

Cayenne—Rice flour, salt and ship stuff, yellow corn, tumeric, mineral red.

Cassia—Ground shells and cracker crumbs, tumeric.

Cinnamon—Cassia, peas, starch, mustard hulls, tumeric, minerals, cracker dust, burnt shells, charcoal.

Cloves—Spent cloves, clove stems, minerals, allspice, roasted shells, wheat flour, peas.

Ginger—Cereals, tumeric, mustard hulls peas.

Mace—Cereals, starch, buckwheat, wild mace.

Nutmeg—Cereals, starch, wild nutmeg.

Pepper—Refuse of all sorts, pepper dust, ground crackers, rice, mustard hulls, charcoal, cocoanut shells, beans, bran, yellow corn.

Mustard—Cereals, starch, tumeric peas, cornmeal, gypsum.

There are several ways of detecting these adulterations, but the easiest and equally sure way to avoid weak or impure spices is to use only those tha are ground by a house of established reputation, whose commercial honor is staked upon the genuine quality of its goods, and which simply cannot afford to place upon the market any article that is mislabeled or otherwise misrepresented.

CONFECTIONERY NOTES.

S. S. Andrews, baker and confectioner, of Toronto, has sold out to Geo. Waller.

The firm of H. Kotsonas & Co., confectioners, of Montreal, has been dissolved.

Normandy & Weil, bakers and confectioners, of Hamilton, have assigned to W. E. McGivern.

Kenneth K. Munro, Montreal, Canadian representative for W. & R. Jacob, Dublin, Ireland, biscuits, etc., was in Toronto this week. Fall import orders are very satisfactory. Mr. Munro will visit the larger western Ontario business centres before returning east.

POPULARITY--

lasting popularity—and

PERFECTION

go hand in hand. The wise grocer knows this to be a sound commercial fact. He accordingly stocks

MOONEY'S

Perfection Cream Sodas.

From your standpoint, perfection is made up of four things: Making, Baking, Packing and Selling.

Mooney's Perfection Cream Sodas are made right, baked right, packed right, and sell right.

How is your stock?

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., ,,
A. P. Tippet & Co. ,,

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

We were among the Pioneers

in the Cocoanut Industry in Canada. Our brand "White Moss" was the only one with this or any similar name.

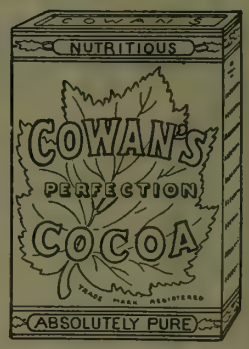
Liberal terms to the Grocer, too.

Canadian Cocoanut Co.
613-619 Lagauchetiere St. W., Montreal
J. ALBERT McLEAN, Proprietor

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

COWAN'S
Cocoa and Chocolate



has never been equalled in flavor, and no other brand on earth is purer. We make this statement knowing full well that it cannot be successfully denied. The flavor of

COWAN'S

is obtained by a secret process which does not in the least injure the purity of the Cocoa or Chocolate.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

"It's always best
when it's
Mott's"

Pin your Faith to
"Diamond" and "Elite" brands of

Chocolate

For cooking and eating, they hold your trade.

All jobbers sell them.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

PLACE YOUR ORDERS NOW!

We are in a position to serve you and fill your orders **well** at **advantageous prices for the buyer,** in all our different lines of goods.

Choice Pastes

We have been able to secure the sole agency for the **Food Pastes** of Blanc & Fils, of Valence on the Rhone (France), whose products are made from the choice of the best Russian wheat. These pastes have a high record of quality throughout Europe. They shall also be great favorites with the Canadian trade. The assortment is tremendous. We have over thirty varieties in stock :

Macaroni
Vermicelli
Spaghetti
Alphabets
Ringlets
Celery Ribs
Egg Shells
Egg "Nouillettes"
Nile Pearls Nouilles

and 20 others.

"VITA" The **famous French Pasteurized Fluid Beef,** with **extracts of fresh vegetables**. Invaluable wherever good cooking is desired. It is the standard of the real French "Consomme," so precious to those who praise select food. It is instantaneous. It is surely the best fluid beef to be had. It has the advantage of being seasoned.

Canned Goods, Fruits, Vegetables, Meats, Fish

We carry all the known brands made in Canada and the best of those of French and Belgian manufacturers. We never had so **large** and **varied** a stock as now.

Our prices attract the attention of practical buyers. Our products are strictly choice, well prepared and packed They are good sellers and bring repeated orders from the consumers.

WHITE CASTILE SOAPS

We have secured the agency of two brands of White Castile Soap, made by an old reliable firm.

The brand "LA MOUCHE" means pure Olive Oil Soap, highly superior to all that has been so far imported in Canada in Castile Soap.

The brand "LA VERTU" is equal to all the best brands of Castile Soap now on the market.

Do not buy before having seen our goo ls and prices. For all information, write phone or wire to

LAPORTE, MARTIN & CO., Ltd.

Wholesale Groceries, Wines and Liquors

MONTREAL

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

AGENTS WANTED.

TRAVELLER, working general store and groceries, Toronto and the Soo, is open to accept an additional agency. Must be first class line and a ready seller. Apply Box 163, CANADIAN GROCER, Toronto. (41)

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GRO ERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

FOR SALE.

FOR SALE.—Well established grocery business and dwelling. West end City of Toronto. Seven rooms and conveniences. Price $5,500. Owner selling through sickness. Apply Box 160, THE CANADIAN GROCER, Toronto. [41]

ONE new National Cash Register, six drawers, latest improvement, will be sold cheap. Apply to R. H. Benson & Co.

TWO shares Oshawa Canning Company's stock, price, $50 each; shareholders get 10 per cent. trade discount. Apply to Box 164, CANADIAN GROCER, Toronto. [41]

SITUATIONS VACANT.

GROCERY TRAVELLER WANTED—Must have good connection in Cobalt, Northern Ontario and Manitoulin Island; Good salary to right man. Address Box 161, THE CANADIAN GROCER, Toronto. [41]

WANTED.

WANTED—Groceries, sundries and confectionery on commission. Somerville & Paul, 66 Anderson St., Ottawa.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

Davenport, Pickup & Co.

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

AUSTRALIAN ONIONS.

Exports to Canada Are Increasing—Average Yield 20,000 Tons.

D. H. Ross, commercial agent for Australasia, says that Australia is coming more and more to look to Canada as the best market for the variety of onion known as the Australian Brown Globe.

"The Brown Globe variety of onions," he says, "is chiefly grown in sandy soil in districts quite close to Melbourne, within a radius of 20 to 30 miles, and is marketed between the months of November and February. They are grown in fairly large quantities and are of fine quality, being suitable in the early part of the season—from November to January—for export. After January they rapidly skin and are seldom fit to carry any distance. In appearance the Brown Globe much resembles Italian onions, being round in shape and large in size. They are of a soft nature and are not favored for export to oversea countries, because, generally speaking, they have only one outside skin and are thus liable to become easily bruised. This variety has, however, been exported to America and South Africa in cases, but it is only through using extreme care in their selection and obtaining good handling in transit that shipments can be made successful. While primarily grown for early local and interstate consumption, large quantities are exported in bags to New Zealand and the distant states of Western Australia and Queensland.

"Brown Spanish onions are only grown in Victoria, so far as Australia is concerned, and they differ very materially from the Brown Spanish of European production in being much better skinned, generally having five outside skins, or envelopes. This has been achieved by special cultivation in crossing the seeds of various varieties, with the result that one of the finest onions in the world is grown. In appearance they are inclined to be flat, the idea being to create a kind of dome on top so as to throw off rain and thus bring them to perfection at maturity. On account of the climate and soil of this state being adapted to the growth of this superior product, the industry is rapidly extending. The total production this year is estimated to be between 25,000 and 30,000 tons, while the average yield for some years past has been over 20,000 tons. In many places the crop this year has been from 8 to 10 tons per acre. Brown Spanish onions commence to be marketed in Melbourne about the middle of February, and are fit for export about the first week in March. If the season is favorable for their growth, they continue in sound condition for export up to the end of October.

Exports to Canada.

"For many years Melbourne produce merchants have been exporting Brown Spanish onions—in the reverse season—to San Francisco, but it is only in recent years that shipments have been made to Vancouver and other points in Western Canada. When the excellent quality of Australian onions is better known in Canada a large export trade, which is being carefully fostered in Melbourne, is looked for. The cost of casing is about 30s ($7.30) per ton, and exporters complain that steamship companies insist on freight on the gross weight, which, after allowing for the weight of the cases, makes the freight about 20 per cent. higher than if the onions were shipped in bags. Experimental shipments have, this year, been made in bags to Vancouver, and the onions arrived in splendid condition, besides considerably reducing their landed cost. There is certainly some element of danger in shipping onions in open gunny bags to Vancouver — but apparently not a serious one—when large quantities are on board one steamer, in which case if stacked more than three bags high, sweating might take place, whereas onions in cases are relieved from pressure and consequent injury from other cargo. The Commonwealth trade returns show that 3,322 cwts. of onions, valued at £1,589, were exported to Canada in 1906, and 8,195 cwts., valued at £2,786, to the United States."

TRADE NOTES.

Sullivan Bros., grocers, of Winnipeg, are selling out.

Eric Faulkner, grocer, of Ottawa, has sold his business.

Bishop & Williams, grocers, of Calgary, have sold out.

Thos. Montgomery, Montreal, spent a few days in New York this week.

Duchesneau & Frere, general storekeepers, of St. Tite, Quebec, have assigned.

Filion & Gravel, grocers, of Notre Dame des Neiges, Quebec, have dissolved partnership.

Edward Graf, of Sunnyslope, Alta., has bought the general store business of Colin McArthur.

A. Handley, who has been conducting a general store at Valley City, Sask., has disposed of his business.

The Dunn Pork Packing factory was offered for sale by auction on Saturday, but was withdrawn at $3,850.

J. E. Foster, who has been conducting a grocery and general business at Salisbury, N.B., suffered serious loss by fire on Wednesday, Sept. 25.

The H. W. Laird Co., wholesale grocers and manufacturers' agents, of Regina, have sold their wholesale grocery business to Campbell Bros. & Wilson.

Wm. Kearney, late owner of the Oxford Hotel, Montreal, has given up that venture to go into the wholesale tea and coffee business in partnership with his brother, Peter Kearney, of the firm of Kearney Bros.

A very attractive hanger, advertising Gold Dust Washing Powder, is being distributed to the trade by the N. K. Fairbanks Company, Montreal. Their window cut-out is also something nice, about as good a piece of window advertising as has been used locally of late.

E. B. Goodacre, of Watt, Scott & Goodacre, Montreal, is leading the grocery trade in modest benevolence. The Grocer, quite accidentally, stumbled upon the fact that he had donated a very choice selection of books from his own library to the public library at Newington, Ont., to help on the good work that local institution is doing.

"the only original and genuine."

Mr. Grocer: When you've got an especially good reputation for some particular specialty of your own you hate to have a competitor rob you of the fruits of your brain and labor, don't you? Well, the same idea should provoke you to refuse substitutes of

LEA & PERRINS'

Worcestershire Sauce

This is **the Sauce**—after Lea & Perrins' comes no other.

J. M. DOUGLAS & CO., MONTREAL

Established 1857 **Canadian Agents.**

The makers of **"Gillett's Goods"** started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.
Gillett's Cream Tartar.
Gillett's Perfumed Lye.
Royal Yeast Cakes.

Good Goods with a Reputation.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Merchants should recommend food products that are produced in **clean** factories.

APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

STRANG BROTHERS

Commission Brokers and Manufacturers' Agents

233 Fort Street, - Winnipeg

Correspondence Solicited

FRUITS, VEGETABLES AND FISH

Canadian Fruits Scarcer—Potato Situa tion Much More Encouraging Under Better Crop Reports—Fish Somewhat More Plentiful.

The active conditions of the fruit market continues this week under excellent demand. Shipments of Jamaica oranges are coming freely and these, with Bahama grape fruit, is filling the place of the California fruit. Canadian fruits are still hanging on and in some cases prices are easier than last week. Vegetables, also, continue to arrive in quantity, though several lines will be closed out shortly by frost.

The potato situation seems to be rather more encouraging. Recent shipments of New Brunswick Selares are in much better condition, and the outlook for the Ontario crop seems to be particularly good.

Fish are slightly more plentiful than last week, though an excellent demand keeps prices up at the top notch.

MONTREAL.

GREEN FRUITS—Owing to the large supply of domestic small fruits, heavy fruits have been rather inactive lately, the weather also being against the transaction of good business. The first of the new season's Nassau grape fruits have arrived. Prices are high, but will likely be lower next week. Jamaica oranges are arriving a little more freely, and quotations are lower in consequence. Florida oranges have not yet begun to arrive, though Florida grape fruit, first shipment, has been received. Lemons are in poor demand, around $4, for new Verdillis, while old stock is neglected. New Cape Cod cranberries, early blacks, are quoted this week, but prices are high for the average grocer. Apples are moving freely. The Americans are taking large quantities, Chicago and other centres in the west are buying freely. New dates are expected about the middle of next week. Large shipments of new Almeria grapes are expected here about the 20th.

Dates, per lb		0 06½
Bananas, fine stalk	1 50	
" jumbos	1 75	2 00
Cocoanuts, per bag		4 00
Lemons	3 75	4 00
Jamaica oranges, bbl	5 50	5 75
Figs, per lb	0 08½	0 12
Nassau grape fruit, box	4 50	5 00
New Florida grape fruit, box		7 00
Limes, crates		1 00
California peaches, box		1 75
" plums, box		1 75
" grapes, crate	2 75	3 00
Almeira Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	9 50	10 00
Apples Gameuse, bbl	3 50	4 50
" other fall varieties, bbl	2 50	3 00
Crab Apples basket	0 30	0 40
Canadian Pears basket	0 40	0 75
" Plums, "	0 35	0 60
" Peaches, "	1 25	1 50
" Grapes, "	0 25	0 35

VEGETABLES—Horse radish, rhubarb and beans are no longer quoted, while several other lines are becoming more and more scarce, and prices are becoming firmer, in consequence. Turnips, beets, carrots, cucumbers and green peppers are now quoted by the bag, 75 cents being asked for all except the last mentioned, for which $1 is demanded. The potato situation shows some improvement, though there are still some of the poorer quality goods offering, which keep prices from being around 75c and 80c steadily. Sweet potatoes are easier.

Parsley, per doz. bunches		0 10
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
Turnips, bag		0 75
Celery, doz	0 25	0 75
Water cress, large bunches, per doz	0 40	0 50
Lettuce, per doz	0 30	0 75
Radishes, doz	0 10	0 15
Spinach, per box		0 75
Green peppers, bag		1 00
Cucumbers, bag		0 75
Potatoes, per bag	0 55	0 80
Sweet Potatoes bbl		3 50
Sweet Potatoes, basket	1 75	2 00
Beets bag		0 75
Carrots, bag		0 75
Tomatoes, box, 30 lbs		0 75
Corn, doz	0 10	0 15
Onions case, small or large	0 65	2 00

FISH—Demand is good for smoked and salted fish, and for what fresh lines are offering, but the great scarcity of fish generally makes business difficult to transact. Stormy weather is responsible for the shortage of haddock. Haddies are by no means plentiful, and supplies of mackerel are not at all large. Market cod and halibut are selling freely, and lake fish of such lines as are now obtainable, are easily disposed of. Prices all round are firm. Kippers, bloaters and green cod are arriving in larger quantities. Oysters in bulk are coming in freely.

Fresh and Frozen Fish.

Haddock, express, per lb	0 07	0 07½
Halibut, express, per lb		0 10
Mackerel, " "		0 10
Dore, "	0 10	0 12
Pike, lb	0 07	0 08
Weakfish, lb		0 10
Market cod, lb	0 05	0 06
Steak cod, lb	0 08	0 09
Lake trout, lb	0 09	0 10
Whitefish, lb	0 07	0 10
Gaspe salmon, lb		0 19
B.C. salmon, lb		0 16
Flounders, lb		0 10
No. 1 Smelts, lb		0 08
Dressed Bullheads, lb		0 10
Smoked and Salted—		
New haddies, boxes, per lb	0 08	0 09
Smoked herring, per small box		0 14
Yarmouth bloaters, box		1 25
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 07
Boneless fish, 20-lb. boxes, bricks		0 06
Boneless fish, 25-lb., boxes, per lb		0 05
Shredded cod, 2 doz., per case		1 80
New Kippered Herring, box	1 10	1 25
Oysters—		
Standards, bulk, per imp. gal		1 40
Standards, Imp. qt. tins, sealed		0 40
Selects, bulk, gal		1 60
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Pickled fish—		
No. 1 Labrador herring, per bbl		5 50
" " " per half bbl		3 00
No. 1 N.S. herring, half bbls		2 75
No. 1 Mackerel, pails		2 00
No. 1 sea trout, 100 lb. kegs		5 75
No 1 sea trout, 2.0 lb. bbls		10 50
No. 1 Green cod, per 200 lbs		7 50
Small " " " "		6 00
Large " " " "		8 00
No. 1 Green haddock, per 200 lbs		6 00
Labrador Salmon, bbls		13 00
" ½ bbls		7 00
Salt sardines, bbl		5 00

TORONTO.

FRUITS—The gradual falling off of Canadian fruit in the local market is noticeable, though peaches and pears are still coming in freely, and grapes are plentiful enough to be easier in price. Jamaica oranges are quoted for the first time this week, and shipments of Mexicans are expected early in November. Bahama grape fruit made its first appearance in Toronto this week. Late California Valencias are still quoted, but are obtainable only in odd lots, there being no material supply.

Oranges—		
Late Valencias (California), extra fancy, 96's		5 00
" " " 126's	5 25	5 75

Jamaicas, per bbl	....	6 00
Lemons, California, 240, 300, 360, 420	5 00	6 00
" Verdellis (new crop), 300's, 360's	4 25	5 00
Bahama grape fruit, 54's 80's, 96's	....	4 50
Apples, per basket	0 40	0 50
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, s hands, green	1 25	1 35
Cantaloupes, per case	1 25	1 50
Limes, per box	....	1 00
Peaches Canadian per basket	0 75	1 75
Plums, per basket	0 75	1 00
Grapes Canadian	0 18	0 25
Pears, Bartletts, per basket	0 75	0 85
Pears, Canadian per basket	0 40	0 60

VEGETABLES—Vegetables continue to be fairly plentiful, though the frosts are expected to interfere seriously with the supply immediately. A particularly good demand is felt for cranberries, which will strengthen the prices shortly. Local potato dealers are quite optimistic in regard to the Ontario crop, which promises to be better than for a year or two at least; recent New Brunswick arrivals are more satisfactory.

New Brunswick Delawares, per bag	....	0 90
New potatoes, Canadian, per bshl	0 85	0 90
Sweet Potatoes (Jersey), per bbl.	4 50	5 00
Onions, green per doz	....	0 15
Onions, Spanish, per case	....	2 50
Cabbage, Canadian, per bbl	....	1 50
Beets, new, per doz. bunches	0 25	0 30
Carrots, Canadian, per doz. bunches	0 25	0 30
Lettuce, Canadian leaf, per doz. bunches	....	0 25
Radishes, Roseland, per doz	....	0 25
Cucumbers, Canadian, per bask	0 30	0 35
Cauliflower, per doz	....	1 50
Tomatoes, Canadian, per basket	....	0 30
Parsley, per doz	....	0 25
Egg plant, per basket	....	0 30
Corn, new, per doz. (green)	....	0 15
Celery, Canadian, per doz	0 35	0 40
Celery, imported, per doz	....	0 50
Vegetable Marrow, per doz	....	1 00
Green Peppers, per basket	0 35	0 40
Red " "	....	0 8
Cranberries, per bbl	....	9 00

FISH—Shipments of British Columbia salmon have relieved the local situation somewhat, though nearly all lines continue scarce. Oysters are coming in somewhat more freely and lake fish are in fairly good supply.

Perch, large, per lb	0 08	0 00
Blue pickerel, per lb	0 08½	0 09
White fish, Georgian Bay, per lb	....	0 12
Whitefish, winter caught, per lb	....	0 10
Haddock, fresh caught, per lb	0 07	0 08
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb	....	0 10
Sea salmon, per lb	0 20	0 25
British Columbia salmon, per lb	....	0 12
Trout, fresh, per lb	....	0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl	....	4 75
Halibut, fresh caught	0 08	0 10
Shredded cod, per lb	....	0 08
Shredded cod per doz	....	0 95
Halifax fish cakes, case	....	2 40
Acadia tablets, per case	....	4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb	....	0 07
Mackerel mediums, each	....	0 12
" large	....	0 23
Finnan Haddie, per lb	0 09	0 09½
Oysters, per gal	....	1 85
Shell oysters, blue points, per 100	....	1 50
Bloaters box	....	1 75
Kippered Herring	....	1 75

APPLE EXPORTS SHOW DECREASE.

Up to Sept. 28, this year, apple exports from Canada show a decrease of 11,038 barrels, as compared with last year's shipments. To the date mentioned 55,167 barrels of apples had been shipped from the country, as compared with 66,205 barrels in 1906. Some of these apples were distributed as follows: Liverpool, 23,291 barrels; Glasgow, 12,954 barrels; London, 138 barrels; Bristol, 460 barrels; South Africa, 326 barrels. The shipments up to the end of September, this year, are away behind the exports for the like period in 1905, when 119,825 barrels had been sent away, while even 1904 exports for that period were greater, 83,177 barrels having been shipped to various points.

The English market has not received Canadian apples in large quantities this

CRANBERRIES

Finest Quality Cape Cods; every barrel neatly labelled. Each barrel contains advertising matter to educate your customers.

Season Has Opened

Send in your orders.

Sweet Potatoes, Oysters, Finnan Haddie

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

TORONTO and HAMILTON

FATAL FANCIES

You look at the quotation card and you fancy some other mentioned brand is cheaper than "St. Nicholas'—it's purely a "Quotation Card" illusion. You'll say so when you see the stock. If you judge by the quotation card, "The Poor (Lemons) you'll have always with you."

W. B. STRINGER & CO., Sole Agents, TORONTO

The Dawson Commission Co.

handlers of all kinds of Fruit and Farm Produce. Apples and Poultry are specialties of ours. Get in touch with us. We have the selling of about 20,000 barrels of apples. Consignments solicited.

THE DAWSON COMMISSION CO., - TORONTO

Fancy Jersey Sweet Potatoes

FINE QUALITY

Fancy Valencia Onions Cases and Half Cases

PRIME CONDITION. PRICES LOW

Just arrived—

Fancy New Eleme Figs "Camel" Brand 10-lb. Boxes

Car **Fancy Cape Cod Cranberries** due in a few days

OUR PRICES ALWAYS RIGHT

HUGH WALKER & SON

Established 1861 *Guelph, Ont.*

year, but the season is young yet, and better things are expected. It is surprising to find the shipments to South Africa so low, as certain varieties of Canadian apples are in much favor there. But, here again, the same principle applies, and before the close of navigation South Africa will, no doubt, have taken its share of this Canadian fruit.

MORE FREIGHT FOR CANADIAN PORTS.

60 Per Cent. of Canadian Wheat Shipped Via American Points.

Hon. William Pugsley, Minister of Public Works, in an address before the St. John, N.B., Board of Trade, last Tuesday, spoke interestingly on the problem of transportation of western freight and the steps that might be taken to bring more western wheat to Canadian ports.

"In considering this subject," said the Minister, "I found, to my surprise, that sixty per cent. of western Canadian wheat is shipped by way of New York, Boston, Baltimore and other American ports. This ought not to be. Railroads in ever increasing numbers are bringing the grain to the western shore of Lake Superior and from there it is carried to those ports and by the roads which furnish the lowest rate. One explanation of the great grain shipment by way of Buffalo is probably the splendid elevator accommodation afforded at Buffalo, where the grain can be stored and sent to the Atlantic ports for shipment when the market suits.

"Then there is the question as to whether the I.C.R. should be extended to the eastern shore of Lake Superior or Georgian Bay. A route can be obtained almost level, whose greatest incline would be a 3-10 grade. Such a route would materially reduce the cost of transportation."

Dr. Pugsley spoke of a waterway of 22 feet depth by way of French River to North Bay as a means of cheapening transportation, and spoke of North Bay as a possible meeting place of I.C.R. and G.T.R. and C.P.R.

The Minister said that these were problems which must be met if we are going to realize the dreams of every patriotic Canadian and ship Canadian exports by Canadian ports.

SPECIAL REPRESENTATIVE.

Thos. Harling, the general steamship agent, of Montreal, has been appointed special representative of the port of Bristol in Canada's metropolis. Mr. Harling will carry on his new duties in connection with the general work he already has in hand.

The reason of his appointment lies largely in the fact that trade between the two ports has increased very rapidly of late. Two steamship lines are now running a fortnightly service from Montreal to Avonmouth and Bristol. Of the Dominion line are the Turcoman, Englishman and Manxman, and of the Canadian Pacific line, the Monmouth, Montfort, and Montcalm, and these are among the largest freight carriers on the St. Lawrence.

FIRM CHANGES.

The Codville, Georgeson Co., Ltd., Winnipeg, is now known as the Codville Co., Ltd. Mr. Georgeson has taken as his interest in the business the Calgary firm, Codville-Smith, which now becomes Georgeson Co., Ltd.

T. T. Caster, who has been conducting general stores in Aurora and Schomberg, has sold the Aurora business to Fred. Underhill.

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

We are ready with a full line of all kinds of

FISH

Fresh, Frozen, Salt and Smoked

The F. T. James Co. Limited

TORONTO

Catchers and Wholesale Distributors of Fish

Agents for the Famous Deep Sea Brand Blue Point Bulk Oysters.
Write us for quotations.

Boneless Codfish

is always a good asset in a grocer's stock, if he buys the right brand. See that each package has this trademark

if you want the best.

If you want A1 goods ask for

Brunswick Brand

SARDINES

HERRING in TOMATO SAUCE

FINNAN HADDIES

and

KIPPERED HERRING

Connors Bros., Limited

Black's Harbour, N. B.

THE PALACE CAR BRAND

of Canned Fruits and Vegetables is the best for you to handle because:

1. The goods are right to begin with.
2. They are canned right by experienced people.
3. The factory is up to date and a model of scientific sanitation.
4. They sell quickly and yield a good profit to the retailer.

HANDLE THE PALACE CAR BRAND.

St. Thomas Canning Co., Limited

St. Thomas, - Ontario

TO MANUFACTURERS' AGENTS :

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

Don't Forget

That as the chill weather of winter approaches, a pipe by the fireside is a very popular household institution. Be wise. Keep plenty of

T. & B.

in stock. Don't let the man around the corner get ahead of you in this respect. **Remember, once you get a T. & B. customer, you have him for good, because he simply won't change the brand.**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

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LOCKED UP FOR 30 YEARS—AN UNIQUE AUCTION IN NEW ENGLAND

An auction as novel as any ever seen in New England was held in Colebrook, Conn., September 10, when ex-Sheriff C. C. Middlebrooks sold under the hammer the contents of a store kept thirty years ago by John S. Wheeler. The store has been locked up for the entire thirty years and Mrs. Wheeler, its owner, who of late years lived at 47 Holmes avenue, Waterbury, Conn., refused to let anybody touch the stock or even go inside the store.

The story of Mr. Wheeler and the country store he kept locked up all these long years is one which well illustrates the eccentricity of the man. He was accustomed to stay in the store until late at night, and before locking up he had to make several trips to the cellar, descending through a trap door in the floor. He had just started down the stairs one night after his customers had all left, when he was struck on the head. He wheeled about and saw two men, evidently burglars.

The storekeeper was a small man, but a plucky one, and he grappled with the men. But they overpowered him and threw him down the cellar stairs with such force that he lay unconscious an hour or two. When he came to, he ascended the stairs and found his money all gone from the till and goods from the shelves.

Mr. Wheeler was a man of impulse. He was too well off to be discouraged at a small loss, but he was either so incensed and humiliated at the rough handling he had been subjected to or so tired of storekeeping on general principles that when he left the store and locked it up that night it was for the last time. He never went near the place again, nor would he allow anyone else to set foot over the threshold.

The goods on the shelves remained where they were. Some of them spoiled, some of them were not spoiled. The stock of clothing had gone out of style and came back in style again half a dozen times, these thirty years, and no one has disturbed them.

The cigars dried up, the extracts underwent all sorts of chemical changes. A barrel of peanuts found in the corner is one of the things to be disposed of at the auction. The purchaser will have to take a chance on getting peanuts or just shells.

All the goods were purchased at war time prices, and that is why the storekeeper refused to sell. Rather than dispose of them at a sacrifice, he chose to let them stay on the shelves all these long years. There are old-fashioned boots and shoes in stock for which Auctioneer Middlebrooks will try to get bids, as well as hose, thread, dress goods, hair oil, bustles, dried lemons, barrels of crackers, fancy cheeses as good as ever, and anything else that one might expect to find in a country store in the old days.

Mr. Wheeler, who died last spring, was a well-known figure on the streets of Waterbury, Conn.—Hartford Times.

THE CARD WRITER.

The card writer is indispensable.

Everything in the window must have a price ticket on it.

Everything you display on the floor and on the counters must speak right out, If the card writer knows his business he won't wait for copy. The manager must let him understand it.

A fly-specked or a greasy ticket is worse than none—almost.

He must pick them off and replace them without being told.

A card must be on the desk of each cashier informing people the department for which she makes change. He must have his fish bulletin ready every Thursday night.

It's his business and his privilege to follow up the ads. and the ad. man. He must be able to make a frame and cover it with heavy manila paper. A dozen of these ought to be in reserve for the Friday and Saturday specials.

He must know the elementary end of electricity; be able to rig up fifty incandescent lights for the window. That's the kind of a card writer to have.

His work must have no frills to it. The outside signs, especially, must be read at a glance by the people passing on the car and by passers-by on the other side.

Good idea to have the initial letters and the price in red; the rest black. Avoid the use of colors on the glass. Let him keep the lettering on the brass signs in shape.

If he doesn't know how, the maker of the sign will tell the firm.

Tickets on everything. That's the game. Every kind of fresh vegetable. Every kind of fresh fruit. "Numbers" on every piece of meat and every fish.

Buy your wire sign holders by the gross. They should be in charge of the sign writer. This man should never write a sign Saturday, but should keep out on the vegetable department or do relief work in other departments.—Tea and Coffee Journal.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

JOS. COTE

Importer and Wholesale Tobacconist

Established in 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes. Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street.
Office and Sample Room: 188 St. Paul St., Phone 1272
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St.
Phone 2097 - - QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

TRADE NEWS AND MARKET CONDITIONS OF NEW BRUNSWICK

Flour May Advance—Some Prices of 1907 Compared With Those Ruling Nine Years Ago—Apple Crop Below Average.

Special Correspondence of The Canadian Grocer.

St. John, N.B., Oct. 7.

Local merchants are of the opinion that flour will go even higher than at present. The retail prices now are: $6.80 cash for Manitobas, and $6.35 cash for Ontarios.

Dried fruits all continue high, with the exception of Valencia raisins, which are fairly reasonable. Evaporated apples have advanced, cheese is higher and is quoted at 14 and 14½ cents a pound.

Canned goods are very firm and the price of corn and tomatoes is expected to advance any day.

In the feed line middlings and bran advanced another dollar this week. Manitoba middlings is now quoted at $29.50 and bran $26.50. The Ontario middlings is worth from $1 to $2 a ton more than Manitoba. Regarding the price of flour one of the leading wholesale grocers said that he had received word that the mills in the west are paying the farmers $1.05 a bushel for wheat. A fair price is generally considered to be about 70 or 75 cents. If the present conditions continue, it is believed that higher prices will be asked for Ontario brands, as they are not proportionately as high as Manitobas at the present time.

Beans have gone up 20 cents a bushel and pot barley 25 cents a barrel. Tub lard has advanced ¼ cent and canned baked beans, in sympathy with the advance in loose beans, are 5 cents higher by the case.

Potatoes are held firmly at from $1.40 to $1.50 a barrel. Roll butter has advanced a cent a pound and case eggs a cent a dozen.

The fishermen at the mouth of the harbor are making large catches of sardines and large herring. During the past few days the herring have struck in, and all the boats made good hauls. On Wednesday night the sardine herring were very thick and large numbers are taken. One of the schooner boats which went out with a purse seine had so many in it that the seine broke,

A large number of Nova Scotia schooners are now in port purchasing the small herring for bait. There are also a number of schooners buying for the sardine factories at Lubec, Eastport and St. George. The prices range from three to four dollars a hogshead. A number of boats are engaged in net fishing and for the last two days they have been getting from three to four thousand large herring.

The Hon. W. P. Farris, chief commissioner for agriculture, reports that the crops throughout the province have been better this year than for many previous seasons. The weather, however, has been and is so precarious that it will be extremely difficult to save them.

Hon. James Barnes, of Buctouche, says that oats are still green in Kent county. The crops are excellent and the rot has not yet appeared in the potatoes there.

A despatch from Hartland, October 1, says:

"Busy improving the favorable weather to gather the grain crop, farmers have for the present quit digging potatoes. Fully 80 per cent. of the potato average is untouched and it is found that the potatoes do not rot so quickly in the ground as those that were dug early. It is also believed that the good ones dug later will not rot in storage. Some farmers say they hope to have half the average yield, others say they do not expect more than enough for their own use. The acreage that will not be dug at all is too small to figure on. The price is expected to go high, although at present the dealers are only paying eighty cents.

"An article in Saturday's Sun regarding the crops may have been correct as affecting the lower portion of the province, but is erroneous in stating that many hundreds of acres of hay were unharvested in Carleton county. The amount of hay utterly spoiled in Carleton county is undoubtedly less than 100 tons, while on the other hand the farmers have an immense crop of first-class hay in store.

"So with oats; while harvesting is uncommonly late there is a splendid crop. Threshers are busy and the yield is big.

"In Carleton county it has certainly been an off year. The farmers have had great difficulty in getting their crops, but now, with harvesting nearly done, it is evident that this will not in any sense be a lean year except for those who plunged wildly into potatoes. While by this crop they stand to lose several hundred thousand dollars, they still have the great hay and grain yield to save themselves with, and indications point to prices out of sight. The market prices to-day and those of the same date nine years ago are given in the following table, showing an interesting comparison. Truly Carleton county has been in a worse fix:

	1907.	1898.
Hay, loose, per ton	$8,00	$4.00
Oats, new, per bush.	.40	.18
Beans, per bush.	2.50	1.10
Buckwheat, per bush.	.40	.18
Butter. per lb.	.30	.15
Eggs, per doz.	.20	.12
Live hogs, per lb.	.06	.03

Judging from present prospects the supply of apples in the local market will be rather below the average during the autumn months. Prices of the most conspicuous varieties of early apples promise to be high. The market is in a decidedly bullish condition, and the demand is exceedingly strong. It has come to be acknowledged as a fact that the prices of apples have, during the past several years, reached a new and higher level. This condition is directly due to the fact that English and American buyers have come to be a more important factor. This year shows every sign that the new condition of things will be maintained so far as price is concerned. One firm alone has bought 3,000 barrels for export to the New England States. Many buyers from the United Kingdom and from the United States make annual visits to the principal fruit growing centres of Nova Scotia and in some cases pay prices that are almost prohibitive. Cases have been reported where purchases have been made at $1.75 to $2 for apples on the trees, the buyer taking everything. No. 1 Gravensteins have been sold as high as $3 per barrel at the orchards. In another case a lot of Gravensteins, of which it was estimated two-thirds were No. 2's, were sold at $2.50 per barrel straight.

The effect of all this outside buying is already very apparent in local trading circles. Apples are high and scarce particularly in the higher grades, No. 1's of any kind being practically unavailable at the moment.

Such small quantities of No. 1. Gravensteins as are to be had are bringing from $3 to $3.25 per barrel in large lots on board the schooner. Most of the offering in Gravensteins are No. 2's, No. 3's and "Drops." Fairly good No. 2's can he had at $2.25 per barrel. For No. 3's and "Drops" an inquirer would be asked $1.50 per barrel.

* * *

H. N. Coates, D. J. Purdy, M.P.P., Thomas A. Linton, Albert Linton, of St. John, and Thomas H. Wilson, of Fairville, are seeking incorporation as the Purity Chemical Co., Ltd., with a capital of $25,000.

* * *

On Tuesday evening last, Henry R. Ross was given a dinner and presented with a handsome gold chain and locket by a large number of the leading citizens of Sussex. Mr. Ross has been manager of the Sussex Packing Company's business for the past six years, and recently resigned, to accept the position of manager of the New Brunswick Cold Storage Company's plant in St. John, now nearing completion. Mr. Ross is a native of Belleville, Ont.

* * *

Very successful agricultural exhibitions were held during the past week at Centreville, Carleton county; St. Martins, St. John county, and at Moosepath Park, St. John county. A good class of live stock and produce was shown.

The Provincial Government has made grants of $5,000 each to Chatham and St. John for holding exhibitions next year.

* * *

Included in the cargo of the Furness line steamer St. John City, which arrived from London on Oct. 1, was 4,425 packages of tea for local dealers.

NEW WINNIPEG COMMISSION FIRM.

Strang Bros., 233 Fort street, Winnipeg, are the latest addition to the list of grocery commission firms. Campbell S. Strang and Walter E. Strang, the members of the firm, are sons of Andrew Strang, ex-president of the Winnipeg Board of Trade.

W. J. Crawford, of Ripley, a subscriber to The Grocer of many years' standing, has just returned from Montreal, where he has been laying in a supply of shoes and other commodities for his store. Mr. Crawford has now returned to Ripley.

STILTON CHEESE.

A Little History and Some Hints on Manufacture.

Stilton cheese derives its name from the village of Stilton, in Huntingdonshire, England, where it was first manufactured near the beginning of the eighteenth century. Through the process of making was considered a secret at that early date, it was not very long before the method became pretty widely known, not merely in the county of Huntingdon, but in the neighboring county of Leicester. It is the latter county which is today the seat of the largest production of this cheese.

The original secret of its successful production was the addition of a considerable percentage—from 30 to 45 per cent.—of cream to the milk. This addition of cream was long considered absolutely necessary in order to obtain the real Stilton flavor, yet nowadays excellent Stilton cheese is produced without such addition, and the secret once rigidly held as indispensable to the successful manufacture is now proved to have been little more than a mere accident in the process. There is, in fact, no one recipe for the manufacture. Every Stilton cheese maker must follow certain general methods, but given these, many individual variations in detail are carried out without in any way causing deterioration in either quality or flavor.

It is generally considered that the best district for its production is around Melton Mowbray, in Leicestershire, though excellent cheese is also produced in the neighboring districts of Staffordshire and Derbyshire.

Cheese-making, as a rule, begins toward the end of March, the 25th being held to be the earliest date on which it should be begun, and the production continues steadily to the end of September.

The milk used must be that of cows fed on good pastures, and it is on this point that the special advantages of particular localities are supposed to tell upon the character of the article produced.

The salts in the soil of Central England are supposed to have more or less mysterious effect upon the herbage there produced, and this again has an effect on the mold which gives to the Stilton cheese the particular character and flavor.

Two different systems are followed. In the one, two curds are obtained separately from the morning milk and evening milk, and the two are mixed as two different curds. In the other system only one lot of curd is produced. The latter method is more likely to produce a uniform cheese, and it is doubtless on this account that the two-curd system has fallen somewhat out of practice, for it was found that the cheese was often uneven in color owing to the earlier milk used developing too great an acidity because of the waiting necessary.

The mixing of the two curds was said to secure conditions more favorable for the development of the blue mold, but with the one-curd system these can equally well be insured by having the curd sufficiently moist.

The following are the points that should be present in a good Stilton :

1. A brown crinkled surface.
2. The cheese should give on being pressed.
3. On being cut the mold should show separate from the white, and the more numerous the veins the better the cheese.
4. The mold should have a rich taste, yet the flavor of the blue mold should not predominate.
5. It should be moist and rich, and possess good keeping qualities.—Montreal Star and Herald.

The illustration is a photo of C. D. Worthington's store on Ontario Street, Guelph. Mr. Worthington was at one time associated with his brother in the Worthington Drug Co., Guelph, and a few years ago bought out Mr. Matthews. Since taking over the business, Mr. Worthington has made a splendid success and to-day has one of those nice little money-making corner stores that Guelph is noted for.

Mr. Worthington is a chicken fancier and something of an authority on horseflesh. He owns a horse that made good time at the local tracks this year. Taken altogether, this store forms an excellent example of a combination house and shop and is well laid out for both business and domestic comfort.

NO ONE WOULD BUY.

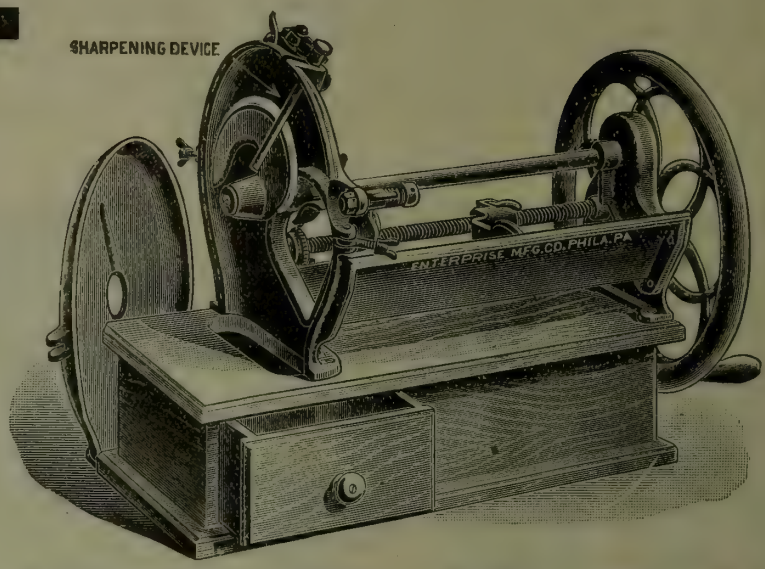
A farmer, living in the vicinity of Spring Valley, Minn., recently endeavored to market a load of produce in that town. He was known among the merchants as a strong patron of one of the Chicago supply houses. He worked hard until night endeavoring to find a buyer for his produce. No one seemed disposed to buy. Finally, one of the business men suggested that he send it to the Chicago supply house, giving the name of the supply house. The farmer went home mad, but he saw the point.

At Harmony, Minn., the merchants have an intelligent understanding regarding certain farmers who buy nearly everything they use of the retail catalogue houses. Some of the farmers who are in this class have aready been told that the Chicago supply houses should take their butter and eggs and other produce, as long as the supply houses get the most of their money. To make this sound like the real goods, the local merchants have refused to take the produce.

P. Templeman, the merchant prince of Bonavistu, lost seven valuable schooners in the severe storm of Sept. 19, 20, 21 ; also some valuable cargoes. Nothing daunted, he wired the goods to be duplicated by special car and steamer. He has the sympathy of the entire community in his hard luck.

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—

"ENTERPRISE"



The experience of all users proves that

"Enterprise" Rotary Smoked Beef Shaver

greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump and other specialties demanded by enterprising grocers.

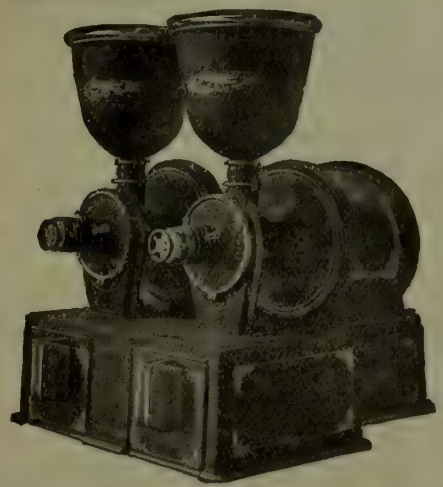
The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U.S.A.

No. 125 (with 2 blades) . . $22.50 No. 129 (with 1 blade) . . $22.50

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter, Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

STORE FIXTURES

Consider the Loss

that results each year from an untidy, unattractive and poorly-equipped store.

Consider the Saving

that may be effected by efficient and economical service, clean and well-kept stock, an attractive store that draws trade and holds it.

Walker Bin Fixtures

insure the saving at small cost.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

"Duplex"
Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
Toronto

—BUY—

Star Brand

COTTON CLOTHES LINES

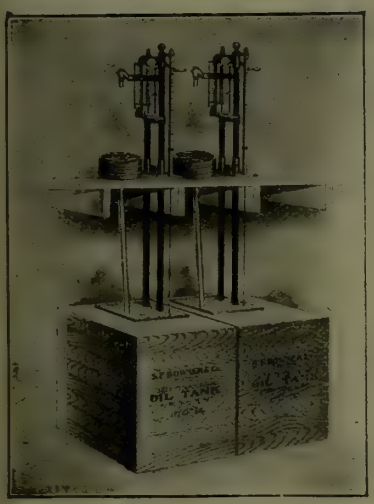
—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.



Cut 35. Double Cellar Outfit.
For two grades of oil.

Why Lamp Chimneys Smoke

Lamp chimneys smoke because the oil is dirty and generally it is the fault of the grocer selling the oil. Unless oil is handled by means of a Bowser Self-Measuring Tank it cannot be kept clean.

The Bowser keeps the oil clean, prevents dirty lamp chimneys and so makes satisfied customers. A satisfied oil customer will buy her other groceries in the same store.

The oil is kept in a dirt-proof tank, and when wanted is measured directly into the customer's can.

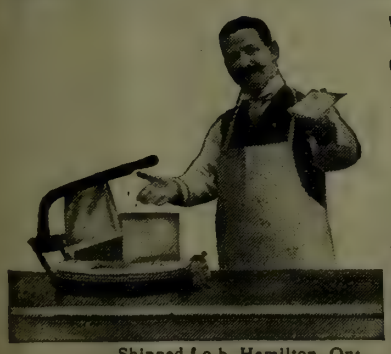
The Bowser tank is also safe, economical, clean and convenient.

S. F. BOWSER & COMPANY, Inc.

Send for Catalog B. **66-68 Fraser Ave., Toronto Ont.**

"If you have an old Bowser and want a new one, write us for our liberal exchange offer."

DELAY IS COSTING MONEY



When a Fixture Saves Its Cost the First 90 days, CAN YOU AFFORD TO WAIT?

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Send all orders to

Shipped f.o.b. Hamilton, Ont.
THE AMERICAN COMPUTING CO., Indianapolis, Indiana

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—8 doz. in case.

FANCY CHEESE

There is a demand for many of the more desirable imported Cheese, a demand which comes from the best class of customers—the people who pay. Where there is a demand you can find a sale, and a profitable one. We can do the rest. We will supply you with almost any kind of imported cheese, quality and condition guaranteed, and prices right. Among them are:

Roquefort
Camembert
Gorgonzola
Gruyere
Edam
Limburger
English Stilton
Pineapple
Neauchatel

From our own factory we are turning out

Tilsiter and Brick Cheese

made by the Swiss process. Perfection in quality at a low price. Last, but not least, we quote really fancy quality

Canadian Cheddars

Whole, twins or stiltons, colored or white, scientifically matured and specially selected for flavor and texture.

MacLaren Imperial Cheese Co., Limited

Head Office, Toronto

Branches and Agencies all over the world

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Oct. 11, 1907.

Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes	$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, " "	2 40
5-lb. " ¼ " "	14 00

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	8 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 2 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 2 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 15
Gillett's Mammoth, ¼ gross box	2 00

JAMES' DOME SLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1 lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼-lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18
London Pearl per lb.	0 25

Special quotations for Cocoa in bbls., kegs, etc

Chocolate—	
Queen's Dessert, ¼-lb. cakes, 12-lb. boxes per lb.	$0 38
Vanilla, ¼-lb. cakes, 12-lb. boxes per lb.	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s 12 lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, 2 c. size, 2 doz. in case per oz	$1 80
Perfection, 10c. size, 4 doz. in case per doz.	0 90

Icings for cake

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb.	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 34
Fry's "Monogram," ½'s, 14-lb boxes	0 34

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz. to case	per doz.,	$ .90
½ "	" 4	" "	1.40
½ "	" 2	" "	4.75
1 "	" 1	" "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 40
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 45
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 29
Caracas Sweet chocolate, ¼-lb. cakes 6-lb boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 43
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 35
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw cap cans, 10 cans in case, 42c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 42c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 42c.	
6 lb. boxes, 12 boxes in case, 1-5-lb. tins, 43c.	
12-lb. boxes, 6 boxes in case,	45c.
Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins,	35c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins,	36c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.,	38c.
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.,	38c.
Milk chocolate—	
50 5-cent pieces to box, per box	$1.75
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins,	30c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.,	26c.
6-lb. " 12 " " ¼-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
¼ and ½ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk— In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. LIPTON

	retail	wholesale
1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocca	$0 33
Damascus	0 28
Cairo	0 20
Birdar	0 17
Old Dutch Rio	0 15½

E. D. MARCHAU, Montreal.

	Per lb.
"Old Crow" Java	$0 35
" Mocha	0 27½
" Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
" in 2 lb. "	0 32
Canadian Souvenir. 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4 doz. per doz.		1 75
10 "	4 "	"	3 00
Rep. quarts,	1 "	"	6 50
Imp. "	1 "	"	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3	cents each
00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	13	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

PROTECT

your large business and retain your many customers by storing your

RESERVE STOCK

of well-known Brands of Canned Goods, Wines, Liquors and Grocers' Sundries, either Free or In Bond, in a modern

Fireproof Storage Warehouse

where Insurance Premiums are the lowest in Canada, and from which goods are promptly distributed by close connection with all Railroads and River and Ocean Steamship Lines. **RESERVE SPACE** for your autumn shipments at the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL

It is now only a question of our being able to fill orders. The consumer is satisfied that

Borden's Brands

are the "always reliable."

Ask your jobber for

"EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM

(Unsweetened)

27 Front St. East, TORONTO

WM. H. DUNN, Agent

394-396 St. Paul St., MONTREAL

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

		Per case.
Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	20 " " 1 "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c. packets, $3 per box, or three boxes for $8.40.

Infants' Food.

binson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 [illegible]

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
3-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
3-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 5 pails in crate per lb.	0 07½
30-lb. wood pails..... "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09	0 13

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	.....$0 10½	
½-bbls.	.... 0 11½	
Tubs, 60 lbs	.. 0 11½	
20-lb. Pails	.... 2 28	
20-lb. tins	..... 2 18	
Cases 3-lb.	" .. 0 11½	
" 5-lb.	" .. 0 11½	
" 10-lb.	" .. 0 11½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 42
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box...	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
2 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins..... .....per doz.	$1 40
"	½-lb. tins ..... "	2 50
	1-lb. tins ..... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F. D	½-lb. tins.....per doz.	0 85
"	1-lb. tins..... "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins.....per lb.	$0 25
¼-lb. tins..... "	0 23
1-lb. tins..... "	0 23½
4-lb. jars.....per jar	1 20
½-lb. jars ..... "	0 25
Old Crow," 12-lb. boxes—	
½-lb. tins..... .....per lb.	25
¼-lb. tins..... "	0 23
1-lb. tins ..... "	0 23½
4-lb. jars .....per jar	0 70
½-lb. jars ..... "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....		$2 75
No. 2,	" 120 ½-lb. "	2 75
No. 3,	" {30 1-lb. " 60 ½-lb. " }.....	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish.....	"	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons.....	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box	1 50 to 3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons. boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3

IT'S THERE

Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—

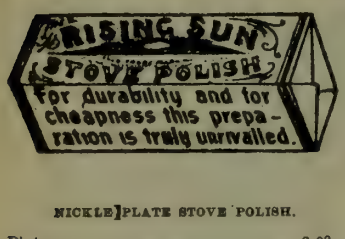
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 3-5 family pkgs., 48 lb	0 08
" 1-lb. fancy, 20 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Akrun Gloss 1-lb. packages 40-lb.	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.	3 00

Stove Polish.

	Per gross.
Rising Sun, 3-oz. cakes, ½-gross boxes	$2 50
Rising Sun, 5-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24, pts.	2 90
Cases 12, ½-gal	5 10
" 1, 5-gal	4 50
Cases, 24 qts.	5 40
" 6 gals.	4 80

54 lots prepared up to 40c. rate.

Empire Golden Syrup—

Cases, 24—2's	2 75
" 12—5's	2 65
6—10's	2 60
3—20's	2 40
Bbls, per lb.	0 03½
½-bbl. "	0 03¾
Kegs "	0 03½
Pails, $1.25 and $1.75	

Usual freight allowance on 5 case lots.

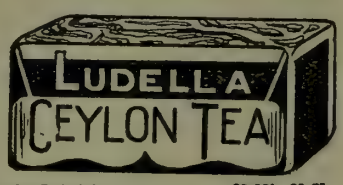
ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb.	1 25 each
3 " " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 28	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60



Blue Label, 1's	$0 18½	$0 25
Blue Label, ½'s	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 19
" " ½-lb. " "	0 20
Blue Label, retail at 30c	0 23
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 56

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s	0 20	0 25
Crimson " 1's and ½'s	0 22	0 30
Green " 1's and ½'s	0 25	0 35
Blue " 1's, ½'s, ¼'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s	0 36	0 50
Gold " 1's, ½'s, ¼'s	0 44	0 60

All grades, either black, green or mixed.

Teas.

MOTHER'S FAVORITE MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale.	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs, ½s & ¼s.	0 30	0 40
" " 1 lbs. & ⅛s.	0 2½	0 38
" " ½ lbs.	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s and ¼'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 80 ½-lb.	0 35
" " 120 ¼-lb.	0 36

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan 1s	0 19	0 25

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 30-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.	....
"Condor" IV 30-lb. "	....
" V 30-lb. "	....
" XXXX 30-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 30-lb. "	....
" XXX 30-lb. "	....
"Condor" XX 30-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½
"Condor" Ceylon black tea in lead packets	....
Green Label, ⅛, ¼ and 1s	
60-lb. cases retail,	0 20 at 0 25
Grey Label, ⅛, ¼ and 1s,	
60-lb. cases retail	23 at 0 30
"Condor" Ceylon black tea in lead packets	
Yellow Label, ⅛ and 1s,	
60-lb. cases retail	0 26 at 0 35
Blue Label, ⅛, ¼ and 1s,	
50-lb. cases retail	0 30 at 0 40
Red Label, ⅛, ¼ and 1s,	
50-lb. cases retail	0 34 at 0 50
White Label, ⅛, ¼ and 1s,	
50-lb. cases retail	0 40 at 0 60
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 22
No. 5 "	0 18

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retai
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb caddies. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 48
" Amber, 6s. and 8s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 48
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 50
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana P. Finos, 1-20	75 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ¼-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 [illegible]
Condor, pure distilled	0 30
Black Swan	0 27½
Old Crow	0 22½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

These are some of the reasons for its popularity.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

PATERSON'S
WORCESTERSHIRE
SAUCE

sells quickly because of its great merit. It affords the dealer a good profit—what more do you want?
Have you enough in stock?

ROSE & LAFLAMME
Agents, Montreal and Toronto

Have You Any
Riverdale Brand?

is the question invariably asked of grocers by everyone who has ever tried the Riverdale Brand of Canned Fruits and Vegetables. There are several reasons for the unparalleled excellence of the Riverdale Brand.

In the first place, every piece of fruit or vegetable used in Riverdale Brand is selected by experts for its particular goodness. Then, it is canned by experts, aided by the most improved scientific appliances, in the most sanitary and up-to-date factory in the Dominion.

The Lakeside Canning Co., Ltd.
Wellington, - Ontario

Biscuits Pernot
(Dijon, France)

Every grocer desirous of offering to his customers something good, something new and great of its kind, for the Christmas trade, should secure a stock of

Pernot's Biscuits

We have them in ¼, ½, 1, 2, 4 and 9 lb. air-tight tins.

FANCY BISCUITS
IN
FANCY BOXES

Just what you want for holiday requirements.
Our success is based upon the quality of our goods. That is why our lines will win and hold new customers for you.

Leon Fontanel & Co.
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20 Reamur St., Paris (France)

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Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

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Kops' Breweries, London, S.W.

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Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
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Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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Lakeside Canning Co., Wellington, Ont.
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MAPLE SUGAR.
MOLASSES.
CONFECTIONERY
SPECIALTIES.
CANDIED PEELS
&c.&c.

CANNED FRUITS.
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&c.&c.

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STONEWARE JARS

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Special shapes to order.

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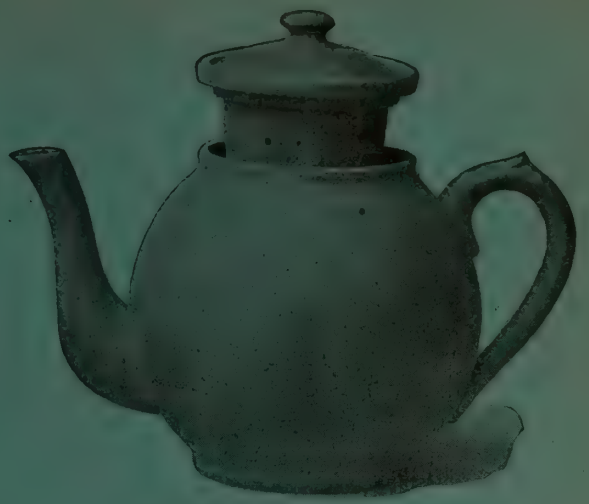

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We make seven sizes of this, also The Champion Tea Pot. Send for price list.

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HAMILTON POTTERY
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are what your customers want.

Have you got this line in stock?

Every day you are without this Mince Meat you are losing profits you might just as well have.

It is a ready seller.
It is a steady seller.
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It sells when other brands do not sell.

All Jobbers. **3 doz. to a case.**

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"EMPIRE" Brand

A Coffee Bargain

People are drinking more coffee now than ten years ago; there is better coffee sold. The superiority of our coffees has helped the increased consumption. We offer you a bargain this week. Take note of it. Write or ask our travellers.

We have a special line of Ceylon Black Tea we are offering at a tempting price.

4 free phones
USE THEM.

Ask our travellers to quote you on

Japanese Sardines

they are beautiful goods.

LUCAS, STEELE & BRISTOL,
Wholesale Grocers,
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Twenty First Year
NUMBER 42

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Price 25 Cents

Fall Number

October 18th 1907.

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CROWN
BRAND
REGISTERED
PURE
TABLE SYRUP
WE GUARANTEE THIS
TABLE SYRUP
TO BE PURE AND WHOLESOME.
MANUFACTURED BY THE
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CIRCULATES EVERYWHERE IN CANADA

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, OCTOBER 18, 1907. NO. 42.

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Robinson's Patent Barley

is known as a food of superior value —especially necessary as a health-food for children.

Keen's Oxford Blue

needs no recommendation from us— it has had the consumers' confidence for over half a century.

For Sale by all Grocery Jobbers

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Canada's Standards in STARCHES are

Benson's "Prepared" Corn (the original yellow package), for cooking purposes.
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With these two brands on sale you can satisfy the most particular trade.

Table Syrup

"Crown" brand Corn Syrup

Pure, rich golden color, delicious flavor, it is a seasonable and healthful table necessity.

Order "Crown" Brand.

EDWARDSBURG STARCH CO., Limited

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1706 ═══ 1907

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"Purveyors to the King"

an appointment held to the late Sovereign from the year 1837.

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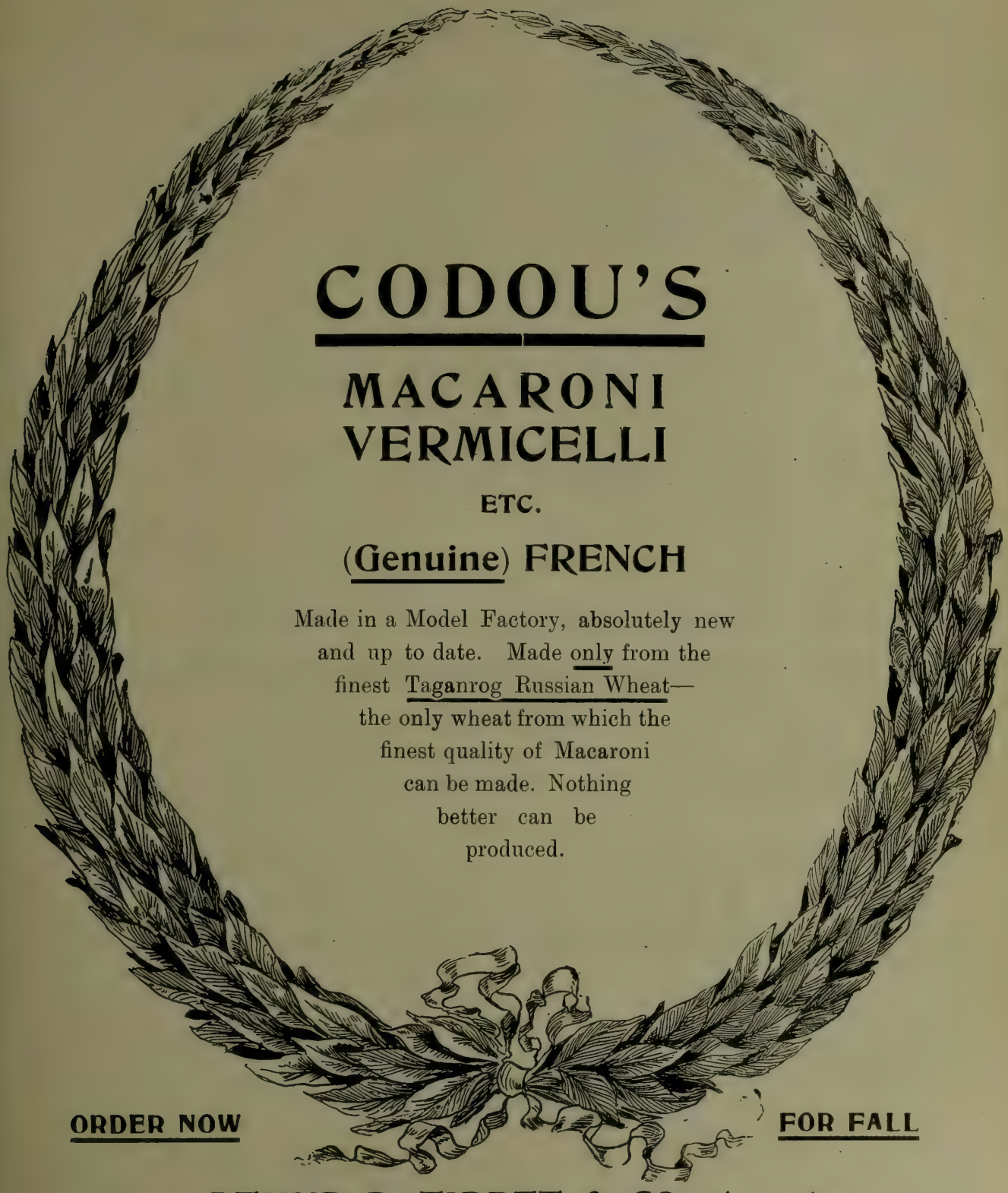

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(Genuine) FRENCH

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ORDER NOW **FOR FALL**

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The Baking Powder it Pays to Handle

Is the one so well advertised that it sells quickly, and so high-grade that it pleases your customers and brings them back for more.

That's Blue Ribbon, exactly

How's your stock?
Mail orders filled direct from the factory.
Write for latest Price List.

Blue Ribbon LIMITED Winnipeg

Purest and Best

Windsor Salt

In order to avoid delays incidental to car shortage, we beg to suggest that orders be sent as soon as possible.

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Manufacturers of the finest high-class Confectionery in the British Empire.

Barley Sugar, Golden Maltex, Satinettes, Prulines, Mint Bull's Eyes
in fancy glass bottles.

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Whose goods have a world-wide reputation and are universally acknowledged the finest preserves in the world.

Raspberry, Strawberry, Apricot, Green Gage and Black Currant Preserves, Red Currant Jelly, Jelly Marmalade, Orange Marmalade, ¼s, 1s and 2s.

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Who have a world-wide reputation as manufacturers of the finest French Macaroni.

Macaroni, Vermicelli, Alphabets, Spaghetti
16 ounces net weight packages. Made from the finest Taganrog wheat.

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Packers of the finest preserved fruits, fish and vegetables.

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We have a full stock of all these lines—Nothing finer for first-class trade.

The EBY, BLAIN CO.

LIMITED

Wholesale Grocers and Importers TORONTO

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Jams, Jellies, Marmalade

are made by Canadians for Canadians

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UPTON'S

UPTON'S

Our name on the label is the grocer's safeguard. During all the years we have been in business we have stood behind every bottle of our products—we are doing so to-day—and will ever do so.

YOU ARE PROTECTED

when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction; because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade on Canadian lines.

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"THE HOME OF QUALITY."

GREIG'S WHITE SWAN BRAND

Stands for all that is PRE-EMINENT for EXCELLENCE in

Coffees Spices Baking Powder

Jelly Powders Cake Icings Flavoring Extracts

Cream of Tartar Prepared Cocoanut

Flaked Wheat Rolled Oats

Buckwheat Flour

Flaked Peas Flaked Rice Barley Crisps

Graham Flour Whole Wheat Flour Gluten Flour Rye Flour

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We are always busy but can do MORE. TRY US.

Prompt shipment. Careful and courteous attention to all orders and enquiries.

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TORONTO

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Do you sell these high-quality, reasonable-priced, profit-producing preparations?

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A popular seller. Six assorted flavors to a box. Retails 25c.

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A glossy, rich starch, very suitable for the house laundry.

Bee Borax
A necessity in every home. 99% pure. Retails 5c, 10c, 15c packages.

Bee Ammonia Powder
A great adjunct to household cleaning. 5c and 10c packages.

Bee Baking Soda
Noted for its high-class quality.

Bee Baking Powder
We guarantee the results from this Baking Powder equal to any manufactured.

Bee Coffee
Our own blend. We are sure your customers will appreciate it.

Bee Extracts
Triple strength. Absolutely pure. All flavors. 1 oz. to 16 oz. bottles.

Bee Cornstarch
A high-grade article in a specially attractive package.

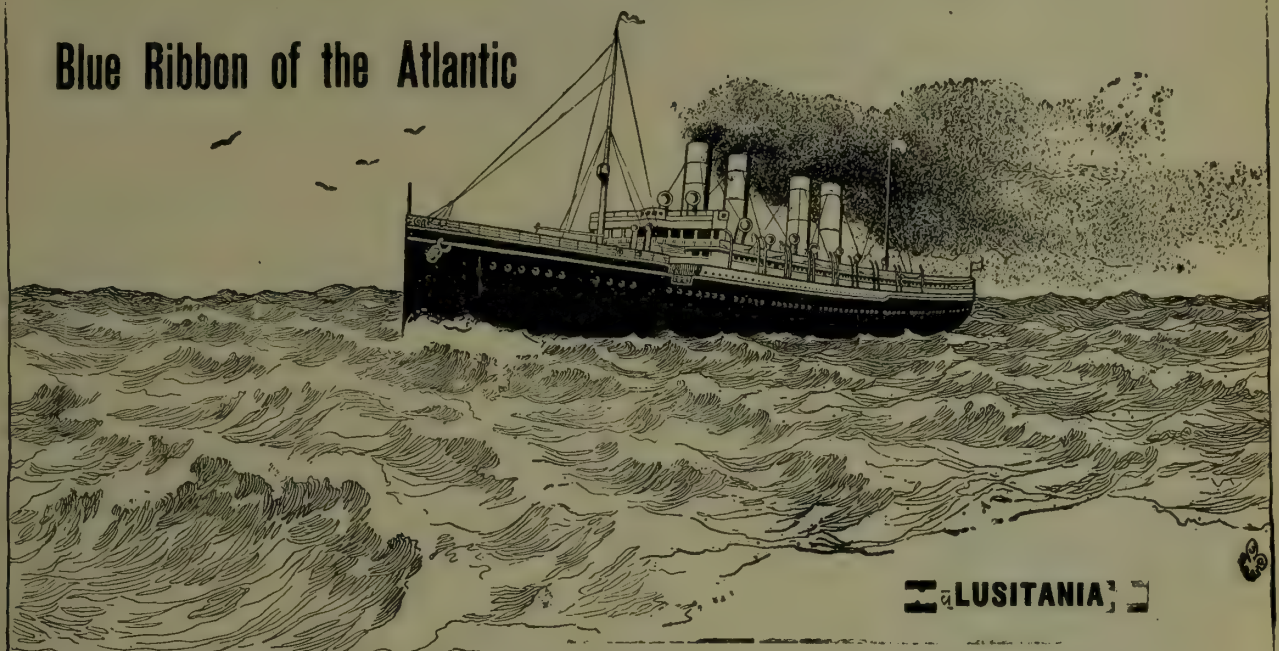
Let us send you Samples and Prices.

Snowdon, Forbes & Co.

449 St. Paul Street

MONTREAL

Blue Ribbon of the Atlantic



Blue Ribbon of Canada

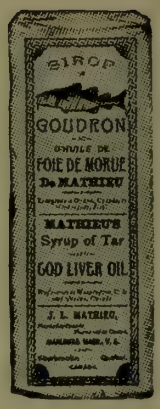
BLUE RIBBON TEA CO., Ltd.,
12 Front Street East, TORONTO

THIS

IS THE SEASON

When Great Quantities of

Mathieu's Syrup of Tar and Cod Liver Oil



and

Mathieu's Nervine Powders

Are Sold

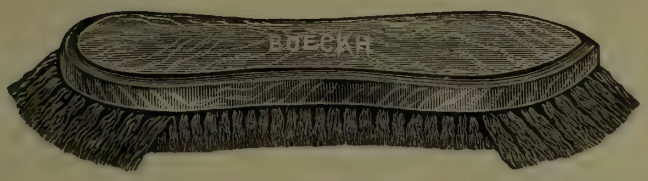
As soon as the cold weather comes in, the sale of these two household remedies greatly increases.

They are known throughout Canada as the best of all cures for Coughs, Colds, Headaches, Neuralgia, Grippe, etc.

Be ready to meet the demand. Look over your stock and order a fresh supply now.

J. L. Mathieu Co., Props., Sherbrooke, P.Q.

BOECKH'S



All Grocers realize the value of Unapproachable Quality in keeping the paying trade. The best goods draw the trade of the best customers.

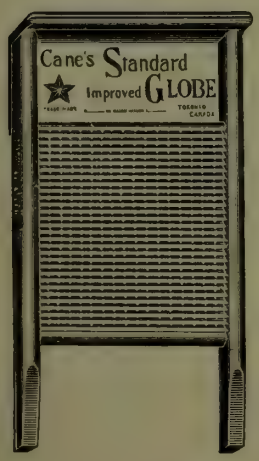
Most Grocers know that the highest grade of brushes and brooms and household woodenware bear the names

BOECKH and CANE

Every "Boeckh" broom and brush and every "Cane" tub, pail, washboard and clothes-pin, represents the **highest grade** of expertly-selected material, manufactured by the most **scientific machinery** and the **greatest human skill** obtainable. These are the indisputable facts which have made

BOECKH'S BRUSHES AND BROOMS

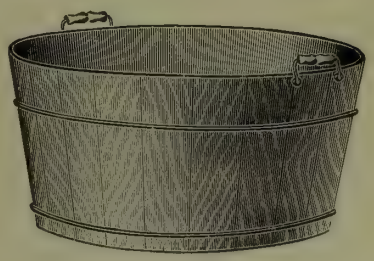
AND



CANE'S WOODENWARE

The Standard goods of Canada.

No Grocer who values the most profitable trade should neglect to stock our goods.



UNITED FACTORIES, Limited

TORONTO, LONDON, NEWMARKET, MONTREAL.

CANE'S

JAPAN TEAS

are without doubt the best money can buy

Notwithstanding the continued high market this year consequent upon extra demand and short supply, I have very largely increased my import order business from the fact of being in Japan myself and operating with the native companies at first hand, I have the advantage of acting promptly with every change in the market, and, consequently, am in a position to look thoroughly after my patrons' interests.

I have a few lines of excellent liquoring Yokohama teas on hand and shall be glad to submit samples and particulars on application, and also shall be pleased to answer any enquiries regarding the Japan market.

S. T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Established 1834.

Canada's Oldest and Best Wholesale Grocery House!

For nearly 75 years we have been Canada's leading wholesale distributors of foodstuffs.

During that time we have sold millions of dollars' worth of groceries, and never have we given our customers anything but the highest satisfaction.

We are direct importers of high-grade Teas, Coffees, Spices, Raisins, Currants, Sauces, etc., etc.

Quaker Canned Goods

We are sole agents for the Province of Quebec for this famous line of Canned Goods. If you want to learn what really first-class canned fruits and vegetables are like, secure a trial stock of these Quaker Brand Goods.

Quaker Brand Salmon

We are the proprietors of this new and extra fancy salmon, put up in tall and flat tins. It is just the salmon for those customers of yours that require the finest fish procurable. We claim Quaker Brand Salmon to be superior in quality to any fish ever offered to grocers in Canada. Only by sampling it can you appreciate it.

Not only is the fish the finest packed, but the manner in which it is put up surpasses anything heretofore attempted.

Try our Japan Tea to retail at 35c.

It's the only tea to sell if you desire to give your customers continued satisfaction.

We are makers of Quaker Baking Powder, better than which there is none obtainable. Our travellers will tell you about it.

Mathewson's Sons

202 McGill St., Wholesale Grocers P.O. Box 2360 **Montreal**

BUY RIGHT!

Scotch Whisky

Stromness Distillery, Orkney, Scotland

Irish Whisky

Cromac Distillery, Belfast, Ireland

Proprietors:

J. & J. McConnell, Limited

Dacre House, Arundel Street, Strand

London

CANADIAN AGENTS:

L. CHAPUT, FILS & CIE.

MONTREAL

In buying from the manufacturers you buy the RIGHT quality at the RIGHT price.

Established 1852.

GILLETT'S GOODS ARE THE BEST!

Magic Baking Powder. **Gillett's Mammoth Blue.**
Gillett's Perfumed Lye. **Imperial Baking Powder.**
Magic Baking Soda. **Gillett's Cream Tartar.**
Gillett's Washing Crystal. **Royal Yeast Cakes.**

E.W.GILLETT COMPANY LIMITED ROYAL YEAST GILLETT'S PERFUMED LYE. MAGIC BAKING POWDER
ROYAL YEAST CAKES
MAGIC BAKING POWDER

CAUTION—Beware of inferior and adulterated goods. Be wise, and have nothing to do with them. There is the same difference in quality as in Teas or anything else.

Order Direct from Us. If unable to get what you want from your Wholesale Grocer do not hesitate to order from us direct, and shipment will be made promptly.

E.W. GILLETT
COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Goods you can **always** rely on.

Quality that never varies—**the Highest.**

"SHIRRIFF'S" GOODS

are recognized standard.

Shirriff's Concentrated Fruit Essences

Shirriff's Jelly Powders

Shirriff's Orange Marmalade

IMPERIAL EXTRACT CO., TORONTO, CANADA.

Western Representative: Harold F. Ritchie
Montreal Representative: W. S. Silcock, 33 St. Nicholas Street

"THE TONIC"

Printed in two colors from our doubletone plates

Color Work adds vigor and emphasis to your advertising, and proclaims your publicity, your product, and your house as exceptional.

Its Cost is low in proportion to its effect, and its application as wide as the advertising field.

Don't overlook the fact that when we say "*Color Work*" we mean "*Good Color Work.*"

THE TORONTO ENGRAVING CO., LIMITED

92 BAY STREET - - - - TORONTO

DESIGNERS
ILLUSTRATORS
ENGRAVERS

In BLACK
and WHITE
or COLORS

Sugar forms a large percentage of every grocer's business:—

The season is rapidly approaching when Granulated Sugar will be in active demand with you. It will be to your interests to supply your customers with the BEST, which is the well-known

Redpath

the standard for excellence and purity.

Redpath's Granulated Sugar

is the acme of Sugar Refining. Its sale by the grocer guarantees satisfaction to consumer.

All wholesale grocers keep it.

MADE BY

The Canada Sugar Refining Co., Limited

MONTREAL

Time-Tried Coffees

are the most satisfactory to sell.

CHASE & SANBORN'S HIGH-GRADE BRANDS

were the standard **forty-three** years ago.

Study and experience have maintained this reputation so that they are still the **Leaders.**

Chase & Sanborn

The Importers, - - - Montreal

Fine Carpet Brooms

H.W. Nelson & Co., Limited

TORONTO

Canada

GLASGOW:
Smith, Clatworthy & Co.
13 St. Vincent Place

LONDON:
Ellis, Phillips & Co.
3 Savage G'ds, Tower Hill

St. Lawrence Sugars

Granulated and Yellows

are the

Best and Purest

in the market

The St. Lawrence Sugar Refining Co., Limited

MONTREAL

If you want to handle the best goods you must have the "Tartan Brand." Write for full particulars if our travellers have not called on you.

Tartan BRAND

SIGN OF PURITY

Soaps	Canned Vegetables	Coffees
Spices	Canned Fruits	Currants
Peels	Canned Salmon	Extracts
	Package Teas	
	Baking Powder	

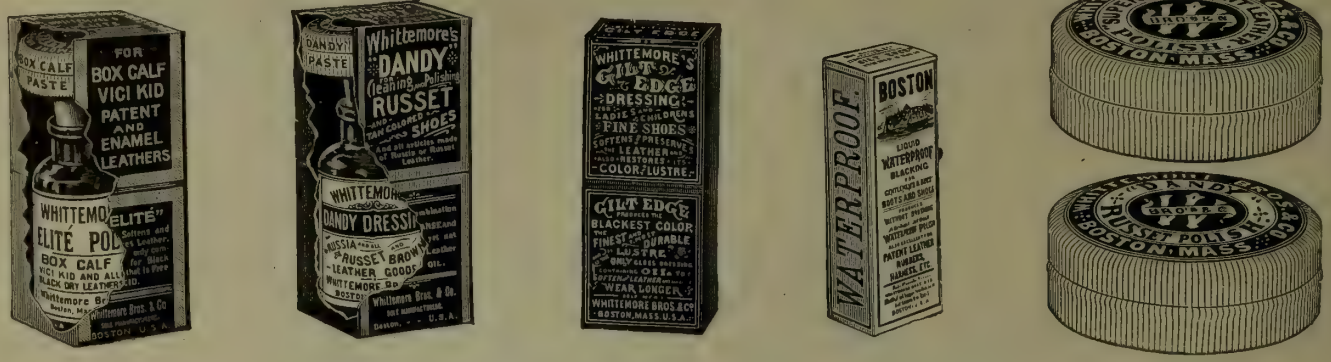
FULLY GUARANTEED BY

Balfour, Smye & Co., Hamilton, Ont.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors. The HIGHEST award and ONLY "Grand Prize" ever given for Shoe Polishes.

WHITTEMORE'S POLISHES

THE WORLD'S STANDARD



Oldest and Largest Manufacturers of Shoe Polishes in the World.

"**GILT EDGE.**" The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful finish. Once used, always used. LARGEST QUANTITY. FINEST QUALITY. Polishes without rubbing.

"**SUPERB**" **POLISHING PASTE.** For giving all kinds of Patent or Shiny Leather Shoes a quick, brilliant and waterproof lustre, without injury to the leather.

"**DANDY**" **COMBINATION.** For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. "Star" russet combination (10c size).

DIRTY CANVAS SHOES made perfectly CLEAN and WHITE by using Whittemore's "**QUICK WHITE**" Compound. No White dust. No rubbing off. In liquid form, so can be QUICKLY and EASILY applied.

"**BOSTON**" **WATERPROOF POLISH.** A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing.

For Sale by All Wholesale Grocers.

MAHIQUES, DOMENECH & CO.

"M. D. & CO." Special Fancy Quality.

"W. ABEL." Standard Quality.

4 cr. layers. Selected. Fine off stalk.

Ask for these brands when buying

Valencia Raisins

They are recognized standards and leaders in the market.

The quality and appearance of these raisins is such as will please customers immensely.

Now is the season for Valencia Raisins. **The above brands will interest you.**

ROSE & LAFLAMME

AGENTS

MONTREAL AND TORONTO

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in Canned FRUITS IN GLASS.

ROSE & LAFLAMME

AGENTS

Montreal Toronto

Jams, Jellies, Marmalades,

ALEX. CAIRNS & SONS, Paisley, Scotland

Jams, Jellies and Marmalades are good lines to handle if they are put up by a house with a reputation for A1 quality. **ALEX. CAIRNS & SONS** bear such a reputation. Their name stands for the best in these lines. Their factory in Scotland is one of the best in the world. Their goods are in keeping. The prices we give below merit your consideration.

JAMS

1-lb. Patent Glass Jars
Cases, 2 doz.

Plum	$1 90
Blackberry	2 10
Damson	2 10
Gooseberry	1 90
Apricot	2 10
Assorted	2 10
Red Currant	2 10
Strawberry	2 20
Greengage	2 10
Raspberry and Red Currant	2 20
Black Currant	2 30
Raspberry	2 20
Strawberry, cases, 12-7 lb. tins	10 75
Raspberry, cases 12-7 lb. tins	10 75
Assorted, cases, 12-7 lb. tins	10 25

JELLIES

1-lb. Porcelain Pots
Cases, 4 doz.

Apple	$2 00
Gooseberry	1 90
Plum	1 90
BRAMBLE	2 20
DAMSON	2 20

1-lb. Patent Glass Jars
Cases, 2 doz.

Black Currant	2 80
Red Currant	2 80

MARMALADES

1-lb. Patent Glass Jars
Cases, 2 doz.

Scotch Orange	$1 70
Home-made Orange	2 20
Tangerine Orange	2 30
Apricot	2 30
Fig and Lemon	2 40
Ginger	2 40
Ginger and Pineaple	2 40
Green Fig.	2 40
Green Fig and Ginger	2 40
Pineapple	2 40
Scotch Orange, 2-lb. glass, 2 doz. in case	3 00
Scotch Orange, 2-lb. pots, 2 doz. in case	3 00
Scotch Orange, in 7-lb. tins, 12 tins in case	7 80

Pure Calves' Feet Table Jelly—1 lb. square glass, patent air tight caps, in flavors, Orange, Lemon, Vanilla and plain	$2.10
Pure Calves' Feet Table Jelly—2 lb. size, same style	3.75
Pure Calves' Feet Table Jelly—1 lb. square glass jars, cases 2 dozen, Champagne, Cognac, Maderia, Port and Sherry, doz.	2.50

F.O.B. Montreal. ***Net within 30 days.*** ***No. discount.***

In lots of Five Cases or more, 5 per cent. off above prices.

HUDON, HEBERT & CO.

AGENTS **Limited**

MONTREAL

The Most Liberally Managed Firm in Canada

LEA'S

The Pickle With th

HISTORY OF THI

1901—Made by Mrs. Lea for her own table.

1902—Made by Mrs Lea for sale in their store.

1903—Demanded by the outside consumer. A small factory started.

1904—Premises too small; moved into larger place and unable to supply demand.

1905—Factory used last year too small; unable, on account of accomodation, to supply demand; another addition.

Do you not think that Lea's Pickle must be purely on quality and without advertising?
Will you try a small lot and be convinced?

PACK

The Lea Picklin

SIMCOE,

LEA'S

Home-Made Flavor

LEA PICKLE

1906—Demand so large that stock was all sold in March, and large orders received through balance of the Pickle season were not filled.

1907—Formation of the Lea Pickling Co. to enlarge premises and carry on business on a larger scale, with more up-to-date packages, but using the same care in packing goods, and processing done as before by Mrs. Lea.

pickle of quality to have attained this reputation

BY

and Preserving Co.

ONTARIO

LET US QUOTE YOU PRICES ON

TOILET SOAP

A large variety of high-class absolutely pure brands. Good sellers and the kind which retains customers. Liberal Profit.

SAVON FRANCAIS, - MONTREAL

C. PAGNEULO: Manager

Office: 592 St. James St.
Factory: 1653 Notre Dame St. East

Keystone Brooms — Brand Brushes

TRADE MARK KEYSTONE BRAND REGISTERED

Do you know, Mr. Grocer, that you can

MAKE MONEY

by handling the right kind of brushes? We have a line of Scrub, Stove and Shoe Brushes which are

EASY TO SELL

on account of sheer merit. Solid backed, steel fastened, elegantly finished and made in a variety of the choicest materials. The prices are popular and there is a

GOOD MARGIN OF PROFIT

Write **now** for Samples.

Stevens-Hepner Company
Limited
Port Elgin, Ontario

STONEWARE JARS

of every description and size.

Special shapes to order.

The TORONTO POTTERY CO.
LIMITED
Toronto, Canada
Write for Catalogue

Carpet Tacks
Shoe Tacks

Clean Cut, Uniform Goods

All sizes in blued and tinned

One of our latest selling helps: A child's wooden bank, silver and gold finished. Full of carpet tacks. Retails at 5 cents. Packed in half gross and gross boxes.

Samples and prices of our lines will interest you. They will be cheerfully submitted to jobbers.

The Bazin Mfg. Co.

94 Arago St., Quebec

"WAGSTAFFE'S"

Fine Old English Xmas Plum Puddings

in porcelain bowls, packed 1 doz. in case,
2 sizes, to be retailed at 50 and 75 cents.

Our Celebrated Mincemeat

and

Plum Puddings

are now ready for delivery. Get your orders in early.

Our New Season's Jams, Jellies

and

Sealed Fruits

are now in hands of the jobbers.

The name WAGSTAFFE on the label is a sure guarantee of quality.

WAGSTAFFE Limited

Pure Fruit Preservers

HAMILTON = = CANADA

Health and prosperity go hand in hand.
The whole country is drinking

COWAN'S

The Maple Leaf — **Perfection** — **Our Trade Mark**

COCOA

Cowan's Milk Chocolate

is the purest and best—Croquettes, Wafers, Medallions, etc.

COWAN'S CHOCOLATE CREAM BARS

Cowan's Maple Buds

are unique. Nothing equal to them in any country. We have the design and name registered at Ottawa and will soon be able to fill all orders.

COWAN'S ICINGS, FOR CAKE

Chocolate, Pearl Pink, White, Lemon, Orange, Almond, Maple and Cocoanut Cream.

THE COWAN CO., Limited, STIRLING ROAD DUNDAS STREET **TORONTO**

CHRISTMAS GOODS

You will find us headquarters for Christmas goods of every description for quick shipment and absolute satisfaction.

Full assortment of

RAISINS, CURRANTS, PEELS and NUTS

of all kinds.

You cannot afford to be without our **"Encore" Ceylon Teas.** Try it. Red and Blue Label.

CANNED GOODS—Don't forget the famous OLD HOMESTEAD brand. You will make friends by keeping O. H. Canned Goods.

A complete and well assorted stock of staples always on hand. Write, wire or phone us your immediate wants and you will get prompt attention.

S. J. CARTER & CO., 58 McGILL STREET, MONTREAL

Stock the Best.

"KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

For prices and all particulars, write **KIT Coffee Ltd., Govan, Glasgow.**

To be had in Montreal from Mathewson's Sons, 202 McGill St.

DRIED FRUITS

Before ordering New Crop goods for Fall Shipment, apply for prices to

Thos. Bell, Sons & Co.
Montreal

REPRESENTING:

A. Mahiques Paris,	- -	Denia
P. G. Barff & Co., Ltd.,	- -	Smyrna
D. S. Parthenopulo,	- -	Patras

ALL RELIABLE SHIPPERS

VALENCIA RAISINS,
SULTANA RAISINS,
COOKING FIGS,
CURRANTS,
etc., etc.

THOS. BELL, SONS & CO., Montreal

Our Specialties Should Appeal to You

They Are the Finest of Their Kind

Crossed Fish Brand Sardines

H. P. Pickles and Sauce

Clarnico Specialties

French Peas, Mushrooms, Olive Oil
etc., etc.

French Fruits, Cherries
Glace and Crystalized

Shelled Nuts, all descriptions

W. G. PATRICK & CO.

IMPORTERS

Montreal Toronto Winnipeg

E. NICHOLSON

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH: NICHOLSON & BAIN.

D H BAIN

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION.
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE COMMISSION MERCHANTS AND BROKERS.

Winnipeg, October 1, 1907.

TO MANUFACTURERS AND SHIPPERS

The largest, most progressive and pushing Wholesale Commission House in Canada can take on a few more first-class accounts. We sell jobbers only, and all our accounts are first-class. We have offices and warehouses in Winnipeg, Calgary and Edmonton, and cover the Western Territory from the Lake front to the Rockies.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Offices and Warehouses:—

CALGARY **WINNIPEG** **EDMONTON**

ESTABLISHED 1882.

E. NICHOLSON
"Warehouse and Office"
Second Street West

D. H. BAIN
P.O. Drawer 1691
Phone 298

CODES:
A.B.C. 4th Edition
Armsby's 1901
Western Union

Nicholson & Bain

WHOLESALE

CABLE ADDRESS:
Nicholson,
Calgary.

Commission Merchants and Brokers

HEAD OFFICE: WINNIPEG

Calgary, Alta., October 18th, 1907

To Manufacturers and Shippers:

ALBERTA

What does this province mean to you?

Are **your** goods known here?

WHY NOT?

Would you like to have your brands named among stable lines used in Western Canada?

You naturally do, and we therefore offer you our services to act as your representatives in **ALBERTA.** We will be glad to have an opportunity to introduce your goods, and establish same with the Wholesale Grocery Trade of this province. **Write us** at once.

Distribution. We are distributing cars of general merchandise from Calgary for several firms in Eastern Canada. Are you receiving satisfaction from the parties now handling your shipments? **If not,** write us for our rates.

We are,

Yours truly,

NICHOLSON & BAIN

You want the goods at the right prices, and you want them quick. Give us a trial.

OUR SPECIALTY—
We guarantee shipment of all orders the same day as received.

Phone No. 294.

Office,
Dewdney St.

CAMERON & HEAP, LIMITED, REGINA, SASK.
Importers and Wholesale Grocers

A full line of Staple and Fancy Groceries, Smoked Meats and Lard.

Complete stocks of Tobaccos, Cigars and Cigarettes.

Tetley's and Salada Teas.

We Solicit Your Patronage.
Give Us a Trial.

P. O. BOX 112 Phone 3576

MASON & HICKEY

Manufacturers' Agents

Agents for

E. D. Smith
Pure Fruit Jams, Jellies, Preserves

Gorman, Eckert & Co., Ltd.
Coffees, Spices and Olives

Wallaceburg Sugar Refinery

The Port Huron Salt Co.
Ingersoll Packing Company
Standard Computing Scales and Cheese Cutters
Millar's Paragon Cheese

WRITE US FOR QUOTATIONS—WE CAN SAVE YOU MONEY

TRACK WAREHOUSE—WRITE US FOR STORAGE FACILITIES. CORRESPONDENCE INVITED WITH MANUFACTURERS. ALL GOODS CARRIED IN STOCK AT

108 PRINCESS STREET, WINNIPEG, MANITOBA

There is More

Gold Standard

BAKING POWDER

sold in Western Canada than any other one brand. And there are reasons for this—good ones. The first is GUARANTEED quality; the second, our advertising; and lastly, the large percentage of profit you (the dealer) make by selling it. Let us tell you about our plan, and how we help you sell GOLD Standard Products.

THE CODVILLE COMPANY, Limited
WINNIPEG, MAN.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

150,000 Cans

A Day is our Capacity

Every one of these cans we stand prepared to back. We guarantee their perfection. Each can is made on our most modern automatic plant, which is in charge of skilled workmen. The material used is of the finest quality obtainable, highly-coated British tin-plate.

There is not another factory on the continent turning out better cans than are we, and we are prepared to supply

Fruit Cans **Vegetable Cans** **Meat Cans**
Syrup Cans **Key-Opening Cans** **Spice Cans**
Baking Powder Cans **Coffee Cans**
Lard Pails

in fact every conceivable variety of can, pail, or other tin receptacle used for commercial purposes.

Extra-coated Tin-plate Cans

which we are manufacturing in large quantities are giving the greatest satisfaction to users. These are the acme of perfection in can-making. Like all other of our cans, they enable the packer to put up a clean, sanitary, neat and perfect line of goods. Your enquiries about this special line will meet with our prompt attention.

If at present we are not making your cans, get into communication with us and we will forward you samples and quotations.

To reach us, address:

ACME CAN WORKS

Jas. B. Campbell ***"PERFECT CANS"*** ***Wm. Pratt***

MONTREAL

THE TIN AND THE TEA

If LIPTON'S TEAS were sold in bulk and were subject to damage from dust and odors like ordinary teas, they would still have a far better taste.

But they are sealed in air-tight tins. Not the smallest amount of the original aroma is lost. When the tea is brewed every leaf contributes the same flavor-strength it had when it was packed.

That this combination of QUALITY and PURITY is appreciated in Canada, as elsewhere, is shown by the big advances in the Canadian sales of

LIPTON'S TEAS

OVER 1,000,000 PACKAGES SOLD WEEKLY

PACKED IN TIN, TO KEEP THE FLAVOR IN

THE SAME

LIPTON STANDARD

OF

QUALITY AND PURITY

IS TO BE FOUND IN

LIPTON'S

COFFEE
JAMS AND MARMALADE
PICKLES
JELLY TABLETS

and Sundry Grocers' Specialties

Write for Full List of Quotations to

THOMAS J. LIPTON

75 FRONT STREET EAST

TORONTO

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC Montreal OTTAWA

Rowley's Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. ROWLEY
DENIA
Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. BODI
DENIA
Finest Selected

Shelled Almonds, in 28-lb. and 14-lb. boxes.

We have the real goods. Write for samples.

UNDERDOWN & CRICHTON

London, Eng. Valencia, Spain Denia, Spain

Agents: Wm. C. Christmas, 22 St. Francois Xavier St., Montreal
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

Codou's

¶ The faultless product of a faultless factory—a factory whose seventh time enlargement is due entirely to

The Satisfaction of Unvarying Quality

It's the old story of the success that comes to those who live up to an ideal standard—the highest.

Macaroni

Taylor's

¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

"Thistle"

¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - Montreal

Educate your customers to look for this Seal on their Canned Goods.

It is a **GUARANTEE of QUALITY.**

THIS SEAL APPEARS ON:

"CANADA FIRST"	Brand,	Aylmer Canning Co.
"LOG CABIN"	"	Miller & Company
"LITTLE CHIEF"	"	A. C. Miller & Co.
"AUTO"	"	Canadian Canners, Ltd.
"HORSESHOE"	"	Bowlby Bros.
"KENT"	"	Kent Canning Co.
"LYNN VALLEY"	"	Simcoe Canning Co.
"MAPLE LEAF"	"	Delhi Canning Co.
"LION"	"	W. Boulter & Sons
"THISTLE"	"	Brighton Canning Co.
"GRAND RIVER"	"	F. R. Lalor Canning Co.
"WHITE ROSE"	"	Lakeport Preserving Co.

The popular Brands for over a quarter of a century.

Our Motto: QUALITY and CLEANLINESS

CANADIAN CANNERS, LIMITED

The Plain Truth is

that no brand of canned fruits and vegetables on the market can surpass the

FARMER BRAND

We never buy any fruits or vegetables which show the slighest trace of badness. If anything acquires the least taint while in our factory, it is at once cast away. Not only is our **factory a model** of cleanliness and scientific sanitation, but **every employee** is subject to the most **rigid rules of personal cleanliness.** It is only natural that such carefulness in selection and preparation, combined with the use of the latest improved machinery, should result in the

FARMER BRAND

being the undisputed leader of the Canned Goods Trade.

FARMERS' CANNING CO., Limited

Bloomfield, Ontario

"Canada's Pride"

Canned Fruits and Vegetables maintain their high standard of quality, being grown in the best of the Bay of Quinte District, packed in the most up-to-date and sanitary factory in Canada, in which every care in regard to cleanliness is taken by expert workmen, thus insuring the highest perfection possible to attain.

We assure the trade that our goods will give every satisfaction and be a trade winner.

Give "Canada's Pride" a Trial and be Convinced.

Packed by

Napanee Canning Co.

LIMITED

W. A. CARSON, Manager

who themselves have and gives other special grants.

CANNING FACTORIES ARE IN BAD SANITARY CONDITION.

Condemned by Provincial Health Authorities in Strongly-worded Reports—Housing Arrangements Are Bad—What is Recommended.

Condemnation of some of the existing conditions in Ontario canning factories is an important feature of a report failures, and properly qualified men who will devote their whole time to sanitary administration

This heading of an article printed in the Toronto Globe, shows to what extent the health authorities have been hammering the canning factories. Essex goods are free from all imperfections; all work being done under ideal conditions in the most modern and up-to-date preserving establishment in Canada. From the very outset we have had before us the thought that canned food products were worthy of all the care and patience that clean, healthy work-people could give them, and Essex goods show their superiority in every comparison of flavor and perfection.

Essex Corn

Essex Tomatoes

Essex Peas

Essex Beans

Essex Pumpkins

TRADE MARK REG°

THE ESSEX CANNING & PRESERVING CO. LIMITED

Essex Fruits

Essex Gal. Apples

Essex Apple Butter

Essex Jams and Jellies

Essex Catsup

And lastly the famous Essex Pork and Beans

The Essex Canning and Preserving Company, Limited

Head Office: - 28 Wellington St. E., Toronto, Canada

Factory at Essex, Ont.

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Trade Winners

To secure a successful fall trade it is necessary to buy the best goods the market affords, so it is in the interests of the retail trade to buy

GLADIATOR CLEANED CURRANTS
CHAMPION CLEANED CURRANTS
PRIZE WINNER CLEANED CURRANTS
SOVEREIGN, IMPERIAL AND REGAL MALAGA RAISINS
AND BEAVER CANDIED PEELS

CANNED FRUITS and VEGETABLES

Tried and found satisfactory and gaining more trade every year.

JAMES TURNER & CO., Limited, Hamilton, Ont.

MR. GROCER! WHY NOT BOOM BUSINESS WITH THE

Burlington Brand?

Perhaps you don't know about the Burlington Brand of Canned Fruits and Vegetables! Well, the Burlington Brand is the brand which is produced in the heart of Canada's garden country. Every piece of Fruit and Vegetable used is the very pick of the season's crop in Canada's garden. The factory where the brand is put up is away ahead of even the Government requirement as to sanitation and the personal cleanliness of employees. Every can is in itself a guarantee of excellence.

No Wonder There Is Money in It!

The Burlington Canning Co., Limited, Burlington, Ont.

You will never hear a complaint about the quality of the

Old Homestead Brand

of Canned Fruits and Vegetables

The trouble with ordinary canned goods is that people continually express dissatisfaction with them. Now, Mr. Grocer, why bother handling canned goods about whose quality you are not sure? You don't make any more money with them, and you risk losing some good customers. The wise grocer makes it a point to stock the

Old Homestead Brand

He can safely recommend it to his customers.

The Reasons Why

are quite simple. Old Homestead Brand contains only the very highest grade of fruits and vegetables. They are selected from the best sources by experts. They are put up in a factory which positively cannot be excelled for cleanliness, scientific machinery and skilful employees.

And the grocer's profit is just right.

The Old Homestead Canning Co.

Picton, Ontario

The Canadian Government Approves

of our Jams and Jellies, as is shown by the following letter. The most **rigid examination** resulted in the **highest approval.**

Department of Inland Revenue,
Ottawa, April, 26, 1907.

COL. EUGENE FISET,
Deputy Minister of Marine and Defence,
OTTAWA.

SIR :—I beg to advise you that the samples of **Raspberry** and **Blackberry Jam** and samples of **Jelly** manufactured by the **Belleville Fruit and Vinegar Co., Ltd.,** submitted with your letters of the 17th and 18th, have been examined at the laboratory here, and are **pronounced to be genuine.**

I remain, sir,
your obedient servant,
(Sgd.) W. J. GERALD,
Deputy Minister.

OUR PURE APPLE JUICE

for drinking purposes is something that every grocer would profit by knowing about. It is the most delicious refined apple juice ever bottled for drinking purposes, and meets with the instant approval of everyone who tries it.

OUR PURE CIDER VINEGAR

is well known among grocers as the purest and most satisfactory vinegar, for the table or for pickling, ever put on the market. You may order in bottles or by kegs of various sizes. A trial order will prove—by your profits—the absolute truth of our statements.

OUR PURE TOMATO CATSUP

is made of the finest grade of tomatoes procurable. It differs from most so-called Tomato Catsup, because it preserves the exquisite flavor of tomatoes, blended with the purest spices. It is a great seller.

WRITE US ABOUT THESE SPECIAL LINES!

The Belleville Fruit and Vinegar Co., Limited

Belleville, Ontario

THE BEST SELLING BRAND

of Canned Fruits and Vegetables on the market is undoubtedly the

Riverdale Brand

There are the soundest reasons to account for it. The material used is only the highest grade of fruit and vegetables from Canada's garden district. The factory is a marvel of scientific sanitation and up-to-the-minute mechanical perfection. And the employees are highly skilled people, of great personal cleanliness.

Is it any wonder that Riverdale Brand is the best?

The Lakeside Canning Co., Ltd.
Wellington, - Ontario

RELIABILITY

is an important point for you to consider. We are reliable. You may guarantee to your customers that the

PALACE CAR BRAND

Canned Fruits and Vegetables are of the highest quality even though they are moderate in price. Perfect Fruits and Vegetables, perfectly packed, is our business motto.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases.
Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

BRANSON'S

CONCENTRATED COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.

CONCENTRATED COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.

There's Been a Change

in our firm name. Purnell, Webb & Co., Limited, is now Purnell & Panter, Limited. But there has been no change in the high quality of

PURNELL'S PURE MALT VINEGAR

Brewed from the very finest English malt. Purnell's vinegar has never been equalled for table use.

PURNELL & PANTER, LIMITED

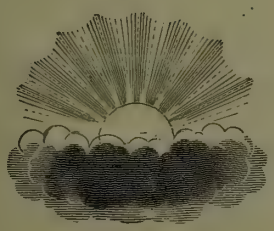
BRISTOL, ENG.

EST. 1750

Apply to Agents for further particulars:

R. JARDINE, - - - - ST. JOHN, N.B.
H. HASZARD, - - CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co, - 26 St Peter St., - QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.

BICKLE & GREENING, - - - - HAMILTON, ONT.
CARMAN-ESCOTT Co., 722 Union Bank WINNIPEG, MAN.
C. E. JARVIS & Co., - - - - VANCOUVER, B.C.
KYLE & HOOPER, - 27 Front Street East - TORONTO.
MESSRS. ERB & RANKIN, Commission Brokers - HALIFAX.



EVEN THE SUN SEEMS BRIGHTER

If you can get your customers using

CLIMAX SOAP

Unequalled as a cleaner for general domestic use. Good profit for the dealer.

FINE LAUNDRY SOAPS,
CONCENTRATED LYE,
LAUNDRY CHIPS,
BROKEN CAUSTIC, ETC.

No Premiums **Prices Right**

Samples and Prices on Application.

DARLING & BRADY - MONTREAL

98 St. Charles Borromee Street

"A Word to the Wise is Sufficient."

We do not claim to be the ***"Oldest"*** nor yet the ***"Largest"*** Grocery House in the Dominion, but an experience covering nearly 40 years' close contact with the grocery business justifies us in assuming that we know something of the trade's requirements.

It Pays to Keep First-Class Goods

If our friends want ***"Job Lots"*** or ***"Cheap John"*** lines, they will have to get them elsewhere.

OUR MOTTO: First-Class Goods at Bottom Prices.

VALENCIA RAISINS

Trenor's "Blue Eagle" Selected and Layers. ***Trenor's "Aranda"*** Selected.
Rowley's ***F. O. S.*** and Selected.

CHOICE CLEANED CURRANTS

Loose and in 1-lb. packages; in Cases and Half Cases, to arrive by direct steamer, and in stock.

Agents in Montreal for ***"CANADA'S PRIDE" Canned Goods.***
Acknowledged the best in the Dominion.

TEAS of every description carefully selected at bottom prices.

WILLIAM GALBRAITH & SON

80-82 St. Peter Street, - Wholesale Grocers - MONTREAL

A Conviction

has been reached by the great majority of the public that

2 in 1

is the best boot polish on the market. It has been indisputably proven that 2 in 1 preserves leather and adds to the life of any pair of shoes upon which it is used.

Buy now before the oold weather sets in.

Are You meeting the Demand?

The F. F. Dalley Co.
Limited

HAMILTON, Canada **BUFFALO, U.S.A.**

Brunner Mond & Co.'s
WASHING SODA

Drums,	336	lbs.	Barrels,	336	lbs.
"	224	"	Bags,	224	"
"	112	"	"	112	"
"	100	"	"	100	"

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA.

TALBOT FRERES

BORDEAUX, FRANCE

Quality is of paramount importance in imported lines. Without it they cannot please customers. The reputation borne by the goods put up by Talbot Freres is the best guarantee of their superiority over other brands. One trial order will convince you of the truth of this statement. Note our quotations.

ASPARAGUS, WHOLE

1½-lb. tins, cases, 4 1-6 doz., per doz.	$3.25
2-lb. tins, cases, 4 1-6 doz., per doz.	3.75
3½-lb. tins, cases, 2½ doz., per doz.	6.00
Glass Jars, cases, 2 doz., per doz.	5.00

ASPARAGUS, TIPS

Case, 100 1-lb. tins	20.00

STRING BEANS

Extra Fins, case, 100 1-lb. tins	16.00
Fins, case, 100 1-lb. tins	14.00
Moyens, case, 100 1-lb. tins	13.00
Extra Fins, case, 2 doz., glass jars, doz.	3.50
Fins, case, 2 doz. glass jars, doz.	3.00

MUSHROOMS

1 er Choix, case, 100 1-lb. tins	30.00
Choix, case, 100 1-lb. tins	27.00
Hotel, case, 100 1-lb. tins	21.00
Extra, case, 2. doz. glass jars, doz.	5.50

GREEN PEAS

Sur—Extra—Fins, case, 100 1-lb. tins	18.00
Extra Fins, case, 100 1-lb. tins	16.00
Fins, case, 100 1-lb. tins	14.00
Mi-Fins, case, 100 1-lb. tins	12.00
Extra Fins, case, 2 doz. glass jars, doz.	3.50
Fins, case, 2 doz. glass jars, doz.	3.10

ARTICHOKE (Bottoms)

Case, 100 1-lb. tins	25.00

LIMA BEANS (Flageolets, Fins)

Case, 100 1-lb. tins	14.00

BRUSSELS SPROUTS

Case, 100 1-lb. tins	15.00

MIXED VEGETABLES (Macedoines)

1 er Choix, case, 100 1-lb. tins	12.00
Extra, case, 2 doz. glass jars, doz.	3.20

Terms: F.O.B., Montreal, net 30 days

HUDON, HEBERT & CO.
LIMITED

Canadian Agents

MONTREAL

PRIDE OF CANADA

DO YOU KNOW

the facts about the lines of maple syrup and maple sugar which we offer you ?

Perhaps you do. Maybe you do not.

Let us tell you.

To start with, we require from each and every producer from whom we purchase, a signed statement to the effect that ***every gallon maple syrup we buy*** from him ***is absolutely pure;*** that it ***is made from the sap of the maple tree only.***

We operate in Quebec Province, ***the largest producing district in the world. We are right in the heart of the maple forests.*** This is a significant fact. Adulteration is unnecessary. We can secure the pure article right at our doors. ***We have no temptation.***

Besides, you have our absolute guarantee that the goods offered you are not adulterated in any respect. ***They are pure after Government analysis.***

Therefore, you are assured of quality.

Our lines are ***labelled most attractively,*** put up in glass or tin, as illustrated.

They sell on sight because they are of ***better appearance than any other line on the market.***

Write us if you are not handling our lines.

ASK FOR

Pride of Canada

Sugars and Syrups

MAPLE TREE PRODUCERS' ASSOCIATION

WATERLOO, QUE.

From the Atlantic to the Pacific the word "Sterling" is synonymous with the best in Pickles, Relishes, Jams, Jellies and Extracts. Grocers cannot go wrong in keeping well stocked in these famous Made-in-Canada goods.

Sterling BRAND

It's the test of time—the real test in all things—that stands behind these goods. Consumers who use them once demand them again. Grocers who have once put them on their shelves find they must always keep them.

——"Sterling" Brand Pickles in Glass
——"Sterling" Brand Chow-Chow in Glass
——"Sterling" Brand Sweet Pickles in Glass
——"Sterling" Brand Catsup
——"Sterling" Brand Sauces
——"Sterling" Brand South Africa Relish
——"Sterling" Brand Canadian Relish
——"Sterling" Brand Flavoring Extracts
——"Sterling" Brand Jams and Jellies
——"Sterling" Brand Marmalade
——Maple Syrup in Glass and Tins, all sizes
——Bitters—Bobs, Celery, Orange, Jack Canuck
——Unfermented Fruit Wines
——Unfermented Phosphate Wines
— Mixed Pickles in Bulk
——Chow-Chow in Bulk
——Sweet Mixed Pickles in Bulk
——Mince Meat in Wood and Fibre Pails
——Cake and Icing Colorings

THE T. A. LYTLE COMPANY, LIMITED

Manufacturers of High-Grade Pickles and Relishes

Factory and Offices, 124-128 Richmond St. W., Toronto

Phones : Office and Orders—Main 1531. *Shipping Room—Main 4552.*

SALTING STATIONS—103-5-7 Richmond St. W., Toronto, Holland Landing, Scotland, Clarkson, Streetsville, Ont.

A Comparison of our

Paradise and Haycastle Currants

and other currants offered can only convince you that these two brands stand in a class by themselves, on account of their splendid appearance and fine flavor.

You need the best Currants for your Fall and Winter trade.

Ask Our Travellers

W. H. Gillard & Co.

Wholesale Grocers, Hamilton

Branch House, Sault Ste. Marie

The greatest argument for the sale of

"Cow Brand" Baking Soda

is that of absolutely superior merit. It has other strong features, but its **Purity** and **Strength** will make pleased customers.

Such customers mean profit. Demand "Cow Brand."

CHURCH & DWIGHT

Manufaoturers

MONTREAL

Phenix Washing Powder

Is the Best on the Market

BECAUSE:

It cleanses more thoroughly than any other powder.

It cannot be equalled as a household washing powder. There is no dirt it will not dissolve.

It is the best powder for use in business houses. Printers find it invaluable. Painters use it in preference to all others. Machinists get greater satisfaction from its use than from any other brand.

These reasons, and the reasonable price at which *PHENIX WASHING POWDER* retails, should convince you of the desirability of handling this famous brand.

Write to-day for a trial lot. All jobbers sell PHENIX.

C. A. CHOUILLOU & CO.

Wholesale Distributors for Canada.

14 Place Royale, - MONTREAL

Importers **Exporters**

Telephone Main 4817

L. Fontanel & Co.

4 and 6 St. James St., Montreal

20, Rue Reamur, Paris, France

Montreal, October 18, *1907*

To the Wholesale Grocers of Canada:

Gentlemen,

We beg to inform you that we have just opened at 20 Rue Reamur, Paris, France, a branch of our Montreal office.

We devote our entire attention to the import and export trade, and the possession of this office will place us in a most favorable position to take care of your wants in these directions. We are in direct touch with the largest and best producers and large firms in France, Italy and Spain, and can give you information concerning them, and quote you prices on goods from these countries, most expeditiously.

Inquiries will be cheerfully answered, and we shall be pleased to send you quotations on our goods c.i.f. any port in Canada.

At any rate, send us your name on a postal, it only costs you one cent, and we will place it on our mailing list. It will be to your advantage.

Hoping to be favored with your inquiries,

We remain, dear sirs,
Yours very sincerely,

L. FONTANEL & CO.

The Purest Form in which Syrup can be sold

A product of selected sugar cane, pleasing flavor, golden color, thick as butter, as good as imported.

Just the kind to please the housekeeper.

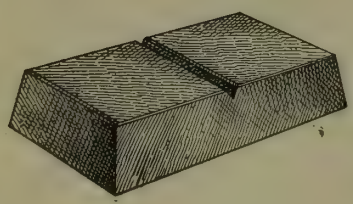
Free samples to give your customers and help you make sales.

Get a stock at once. It sells on sight.

Kitchen Molasses

Canada's Standard—for cooking.
Baking Ginger Bread and Baked Beans.

Maple Sugar



Guaranteed Absolutely Pure

The people who help the retailer. Talk to our Specialty travellers.

5-case order, Free Samples.

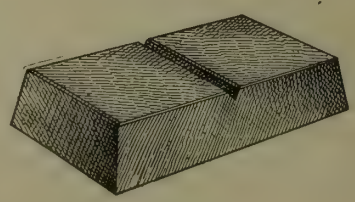
Just as advertised. Read Bulletin No. 140, just issued by the Inland Revenue Department. **Not one sample found to be adulterated.** We have picked out an extra light-colored sugar to sell you this season. Order now.

Color, flavor, purity guaranteed. Freight prepaid up to 40c. per cwt.

48 blocks to a case, $3.00. Sell at 10c. each—60% profit.

40 blocks to a case, $3.00. Sell at 10c. each - 33⅓% profit.

Scored. Can be broken in two to sell at 5c.



THE IMPERIAL

THE RELIABLE FIRM WITH A GO

Montreal **Winnipeg** **Edmont**

The Brand which made Canadian Maple Syrup Famous

It stands for all that is best and purest in the manufacture of Maple Syrup.

Experience
Quality
Cleanliness

Sales increased 100% last year.

No advance in prices. Order one of our assorted 5-case lots from Montreal. Freight paid up to 40c. per cwt.

Java Cane Syrup
is made from the Pure Cane

Clear, wholesome and heavy body.

The Syrup to sell in Canada's great West.

Costs no more than common syrup.

It's the syrup with a good flavor.

Sold from Winnipeg to Vancouver.

All jobbers push it.

Watch it get popular—See the sales grow.

Our branches:

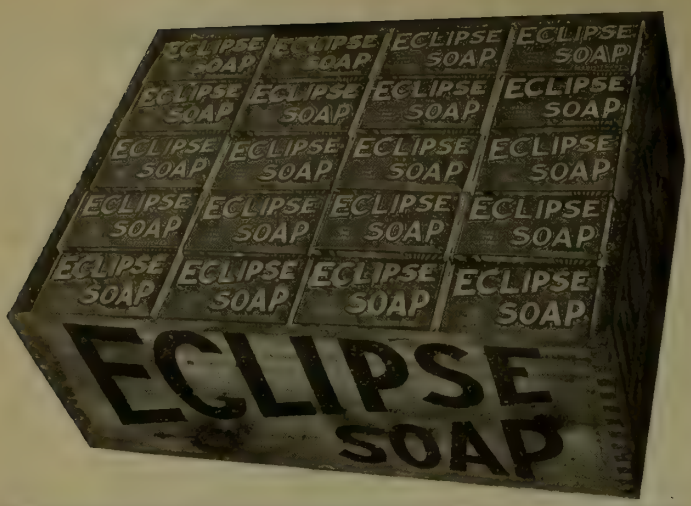
Winnipeg, Brock & Kirkland.
Calgary and Edmonton, Dominion Brokerage Co.

SYRUP CO.

NAME FROM OCEAN TO OCEAN

Calgary

Vancouver



Stock . . .

ECLIPSE SOAP

Largest variety of premiums offered in Canada.

John Taylor & Company
Toronto

A Woman's Whim

as far as starch is concerned is generally pretty sound sense. She does the work and she knows just how much trouble can be saved by using good starch. Just introduce her to

IVORINE

and she'll be a friend of yours. Ivorine is the most economical and satisfactory laundry starch on the market. How is your stock of Ivorine?

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

Gordon Grant & Co.

Established 1872.

Port-of-Spain, Trinidad, British West Indies.

Merchant Bankers
and
Commission Agents

Exporters of all Trinidad and Venezuelan Produce. Agents and Proprietors of *SUGAR, COCOA, COCOANUT* and *ASPHALT PROPERTIES.*

Agents of the P & B. *CANADIAN LINE OF STEAMERS; CONSIGNMENTS OF CANADIAN AND OTHER GOODS Promptly and advantageously handled.*

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL
TRINIDAD, B.W.I.

Best Results Obtained ***Prompt Returns***
Enquiries Solicited ***All Codes Used***
Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

Butter Pots, Churns, Jugs, Flower Pots, Vases

Hart's Family Filter will give Satisfaction.

Belleville Pottery Co.

Belleville, Ont.

Fire Bricks
Fire Clay
Fire Sand
Rockware
Earthen
Flower Pots

Prices and Quality are Right.

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

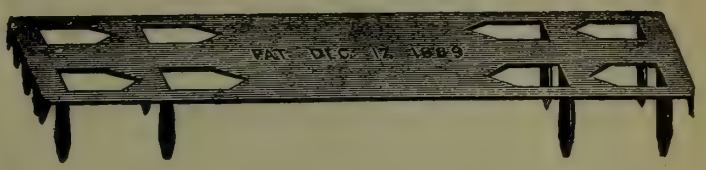
We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

WARMINTON'S CLUTCH NAILS



The best device on the market for Repairing and Strengthening Boxes. You know **them**. If not, **try** them. Stock up for your fall trade.

Samples on request.

J. N. WARMINTON

43 Scott St., Toronto.

207 St. James St., Montreal.

J. B. RENAUD & CIE

WHOLESALE GROCERS

Flour, Grain, Feed, Provisions, Meat, Butter and Eggs

THE LARGEST EXPORTERS OF BEAUCE MAPLE SUGAR

118-140 St. Paul Street, - QUEBEC

E. D. SMITH'S

Jams, Jellies and Preserves

GUARANTEED PURE

The above is a reproduction from a Photograph of a Window taken in Winnipeg showing

E. D. SMITH'S

Pure Jams, Jellies and Preserves

These highest grade goods are sold by all the Best Grocers in Canada

PLACE A TRIAL ORDER THROUGH YOUR JOBBER

Manufacturer's Agents : W. G. Patrick & Co., Toronto ; W. H. Dunn, Montreal ; Mason & Hickey, Winnipeg ; W. A. Simonds, St. John, N.B. ; A. & N. Smith, Halifax, N.S.

Naptho SOAP

MADE IN CANADA

THE WELCOME SOAP CO., ST. JOHN, N.B.

Naptho

can be used in either HOT or COLD water; or

can be used as an ordinary laundry soap, and yet will do anything that the special soaps will do.

Naptho

will remove grease spots, paint, fruit stains, or any ordinary stains without leaving the material marked.

WE WANT TO HEAR.

if you are satisfied with your Match Business

Do you ever have complaints as to quality?

Are you satisfied with the profits?

Can you handle another line guaranteed equal to the best in every respect?

If any of these questions interest you just drop us a line for particulars and we can interest you still further.

Our Leading Lines

Laurier, Sulphur Match	Princess, Parlor Match
Gramophone, "	Beaver, " "
Safelight, Silent Match	Daisy, " "
Togo, Parlor Match	Liberty, " "

The Improved Match Co.

Montreal Limited

Office
324 Board of Trade Bldg.
Tel. Main 3244

Factory
Drummondville, P.Q.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co., Ltd.

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"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

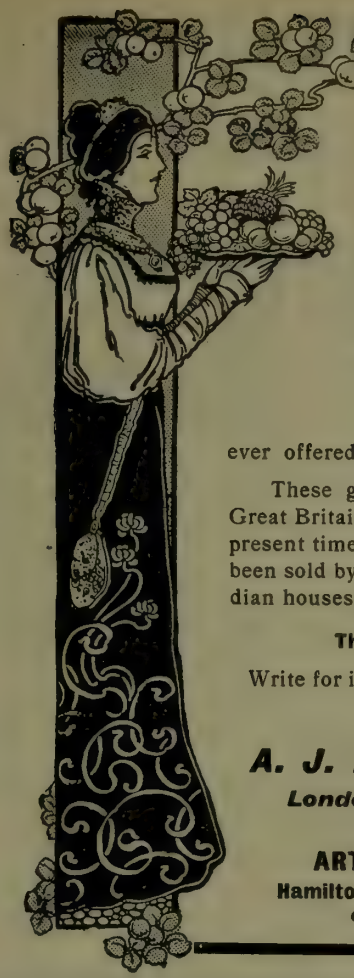
does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.



THE
MOST BEAUTIFUL
Line of

Xmas Cracker Novelties
Table Decorations and
Xmas Stockings

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by
A. J. HOVELL & CO.
London, W.C., England

ARTHUR E. BOWRON
Hamilton, - - Canada
Canadian Agent

CHRISTMAS WANTS PROMPTLY FILLED

We have just received a large shipment of

Shelled Almonds
New French Cherries
Olive Oil
Crystallized { **Rose Leaves** / **Lilacs** / **Violets, etc.**
For decorative purposes

direct from **MARTIN FRERES,** the celebrated French dealers.

CACHEW NUTS from Ceylon

We are also agents for

DE FORNEL & CO.'S famous
SHELLED WALNUTS
The largest NUT firm in the world.

LET US KNOW YOUR WANTS EARLY

W. P. DOWNEY, 26 St. Peter Street, **MONTREAL**

THE VERY FINEST GREEN TEAS

Are being used to uphold the unexcelled reputation enjoyed by

"SALADA"

To fully satisfy your Green and Japan tea customers, give them

"SALADA" Uncolored Green Tea

Each grade contains the finest tea possible.
Remember, the sale is absolutely guaranteed.

Write us for samples, prices, etc.

"SALADA," Toronto and Montreal

TODHUNTER'S
THE STANDARD FOR COFFEE DRINKERS
THE BEST TONIC FOR BREAKFAST A LUXURY
EXCELSIOR
OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE
COFFEE
TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

Satisfaction

"Keep Up with the Twins"

"Keep Up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK CO., - MONTREAL

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

THE EDITOR'S PAGE

Some Facts About The Grocer—Improvements During the Year—Its Past, Present and Prospects.

The Canadian Grocer is now in its twenty-second year, having been published continuously since 1886. It has not attained its majority without having had to survive hard knocks, many discouragements and setbacks, and occasionally the apparent hostility of the very men and women in whose interests it is published. It has struggled along, however, until to-day it has attained a position no less enviable than deserved. It is no exaggeration to say that The Canadian Grocer is to-day one of the most widely-read trade journals in the world, that it covers its field as, perhaps, it is covered by no other publication of a similar nature, and that it enjoys the reputation of being authoritative, reliable and absolutely unbiased. The strength of its influence has been shown repeatedly—notably upon two occasions, when the Federal Government was forced to change its policy because of the position taken by The Grocer at the time, to protect the interests of the manufacturers, wholesalers, and through them the retailers—a fact which loses none of its significance because of the wide publicity given to it in the past.

Market Quotations.

The Government recognize the value of The Grocer's quotations, and use them. They have more than once been accepted as final by the courts of law in cases of importance, and under these circumstances, it is hardly to be wondered at that their value to the retailer as a weekly mirror of the basis upon which he is or should be conducting his business, is well-nigh incalculable. The market reports of a weekly paper cannot be expected to give prices which will be maintained throughout the week. Quotations on certain articles fluctuate so tremendously in six days that it is impossible to do more than give the prices ruling for the day on which the paper is issued. What can be done, however, and what is done every week by The Grocer, is to publish the probable trend of values for the ensuing week, basing these prophecies upon the most reliable and exclusive sources of information obtainable, such as cable advices from the primary markets, and constant reports from the controlling centres. No care or trouble is spared to make The Grocer's market reports as complete and informing to the retailer as possible, and we are at all times unreservedly at the service of any of our subscribers who desire extended information on any point.

We are constantly receiving requests for special information, and with the facilities at our command, it is seldom that we are unable to supply it. We have so far been in the habit of replying to these inquiries by personal letter, but the better way of answering them, in our opinion, would be to establish a separate department for their treatment and thus make the answers of universal, instead of merely personal, value. This is a matter upon which we would like the opinions of our subscribers.

Credit To Whom Credit Is Due.

It is not unnatural that The Canadian Grocer should be proud of its success. The position it holds to-day is the result of hard and conscientious work on the part of the men who have been connected with it. But we are very far from being blind to the fact that its success is due to the loyalty of its friends in no less degree than to the efforts of its staff. In this respect we maintain that the position occupied by The Grocer is unique. We know of no other paper that numbers among its subscribers so many loyal friends as The Grocer congratulates itself upon possessing. Many have followed its career with interest and assistance ever since its inception in 1886. We believe that our records show a less percentage of cancelled subscriptions in 22 years than most other papers are able to boast of for half that time.

Another matter which it would ill-behoove us to overlook is advertising. When The Grocer was first started the science of advertising was more or less in its infancy; people were shy of trying out a new theory before they had someone else's experience to profit by. They did not want to be first. It was in this that the paper found its hardest obstacle. That the feeling has now been effectually dispelled is shown, by the unanimity with which The Grocer's oldest advertisers continue year after year to talk to their customers through its pages and by the unusally large number of new advertisers which yearly take advantage of the opportunity it offers of becoming acquainted with the greatest number of people at the least possible expense.

This year we have installed new presses of the most modern character, capable of turning out, from a typographical point of view, more work and better work than has been possible heretofore. The staff of The Grocer in Montreal and Toronto has been augmented, and we enter upon the new year with feelings of gratitude to our friends, pride in our paper and confident anticipation for whatever the future may bring forth.

Port Hope, July 20, '07.

Editor Canadian Grocer,
Toronto, Ont.:

Dear Sir,—Herewith I enclose two dollars subscription for Canadian Grocer 12 months, for A. Thompson, grocer, Warkworth P.O.

Permit me to inform you that the merchants over my ground are more than delighted with The Canadian Grocer.

Yours respectfully,
JAMES McLEAN
For T. Kinnear & Co.

Portage La Prairie, May 8, '07.

Canadian Grocer,
Toronto Ont.:

Sirs,—Kindly put my name on your subscription list. I have been used to reading it for the last ten years while manager for another firm, and now am out for myself and rather lost without it.

Yours truly,
CHAS. T. WOODSIDE.

Dalrymple, Ont., Sept. 5, '07.

The MacLean Publishing Co.,
Toronto, Ont.:

Dear Sirs,—Enclosed please find postal note for the sum of $2.00, being payment for my subscription to The Canadian Grocer till end of 1907. I should have remitted long ago, but just neglected doing so. As long as I sell groceries I shall be a subscriber to The Canadian Grocer. I should be afraid to get along without it successfully.

Yours very truly,
A. McGILLIVRAY.

COCOA FROM POD TO CUP

BY A LARGE IMPORTER AND MANUFACTURER

How the Article is Grown and Gathered—The Manufacture and Marketing of the Finished Product.

The use of cocoa was first introduced to the European world by Cortez, who found it in common use in Mexico, when he invaded that country in 1519. It was, however, considered very much of a luxury, being drunk only on special occasions by the great nobles of the Astec Court. The beans themselves were used by the Astecs for currency in lieu of money. Their value may be gathered from the fact that twenty beans were often exchanged for a slave. In spite of their appreciation of the value of cocoa, the Astecs seem to have had no knowledge of its use in any but a liquid form. Chocolate for eating, now its commonest form, was a much later European development.

The taste for cocoa was soon spread through Spain by returned adventurers who had learned its use in the New World. It had, however, to withstand considerable opposition from the church, which regarded with much disfavor its growing popularity among the monks. Its extreme costliness was also a handicap to its widespread use as a beverage. By the beginning of the 17th century, knowledge of cocoa had spread into Italy and France. About 1660 some chocolate houses were opened in London, thus becoming the forerunners of the more famous coffee houses of a later date. One of these chocolate houses, White's by name, was situated in St. James Street, and for many years was the resort of fashionable Londoners. The first chocolate factory in Germany was erected at Steinhude, in 1756, under the patronage of Prince Wilhelm von du Lippe. To operate this he imported a number of Portuguese workmen, that nation, being at the time, by far the most skilled in the manufacture of chocolate. Introduction to the United States came by way of the West Indies and Boston. By the time of the revolution it had become fairly well known in New England. The first cocoa factory in Canada was established in Halifax—cocoa being imported from the West Indies—as in the case of Boston.

For many years the increase in consumption was slow, but during the last quarter century an enormous advance has been recorded. This is in part due to skillful advertising of the many merits of chocolate as a food, and in part, to the general increase in wealth, which has enabled a much greater proportion of the public to enjoy, what was once regarded as altogether a luxury. The trade has now become one of the most important in the whole range of food products.

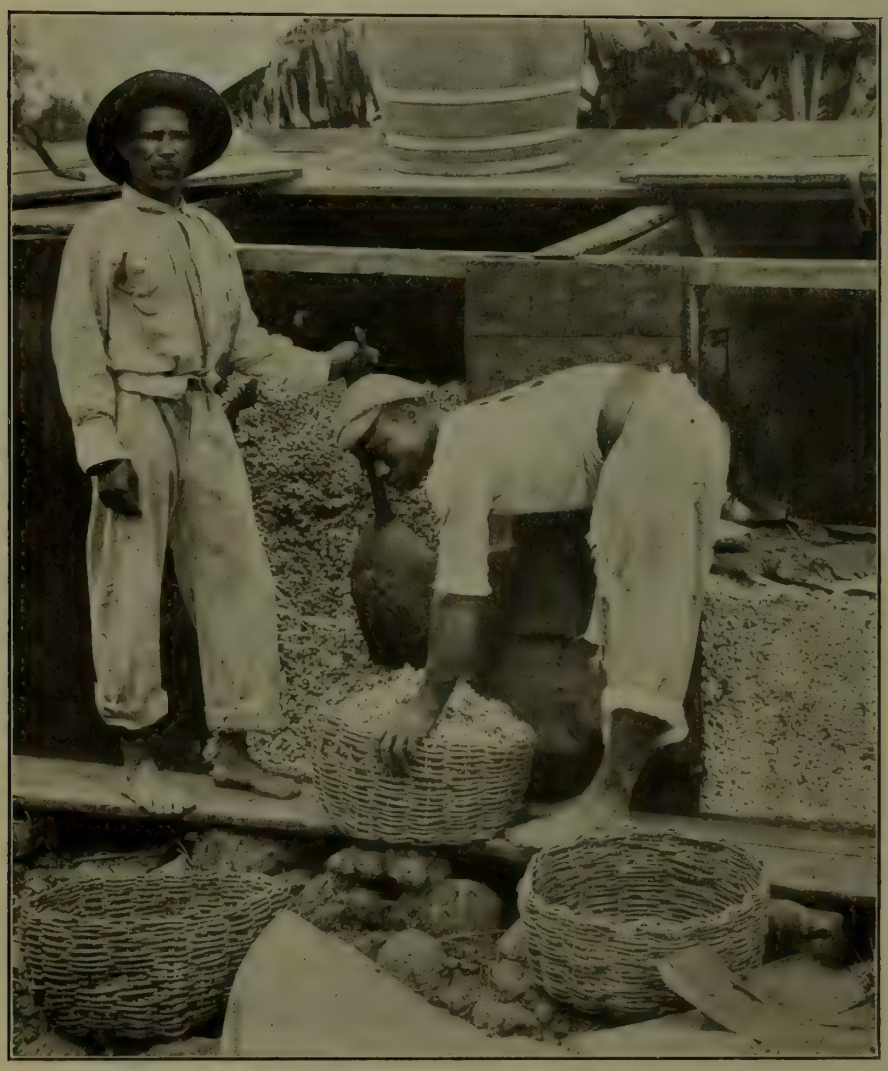
Cocoa from Pod to Cup—Drying the Cocoa-bean in the sun

Growth and Gathering.

Cocoa is prepared from the seeds of theobrona, cocoa, linne, a tree which is indigenous to tropical America, but which has been successfully transplanted to many other tropical countries, notably, Ceylon, Java and Sao Thome. It is a tender tree, requiring the protection of larger vegetation from the heat of the sun. It grows from seed, bears

Cocoa from Pod to Cup—Breaking the Cocoa-bean after gathering.

its first fruit in about six years, and grows to a height of twenty to thirty feet at maturity. The flower is small, pinkish in color, and of wax-like appearance. It grows out of the main trunk of the tree as well as from the branches.



Cocoa from Pod to Cup—Cocoa in the "sweating" boxes.

The fruit is a pod of about ten inches in length and much resembles a cucumber—green when young, and ripening to a golden brown. Each pod contains from twenty-five to forty cocoa beans or seeds, which is the article of commerce. Like many other tropical fruits, the flowering is continuous, the same tree bearing fruit, flowers and green pods at the same time. In most countries there are two principal pickings each year—usually in July and December.

Cocoa from Pod to Cup—Cocoa pods on tree.

After gathering, the seeds are separated from the hard, outer shell and subjected to a process of fermentation. This consists of packing the beans in casks or troughs with a covering of leaves and branches. A considerable heat is thus evolved, setting up a thorough fermentation, which has the effect of removing any pulp which may still cling to the seeds as well as taking away much of

the natural acidity and bitterness. When taken out and dried in the sun the beans are ready for shipment.

Roasting and Grinding.

On being received at the factory the beans are carefully sorted and graded, all immature and sour beans being rejected. The cocoa is then roasted in large steel drums over a slow fire, the operation lasting about an hour.

This is a very critical stage in the manufacturing process, as a good deal of the flavor of the finished article depends upon the manner in which the beans have been roasted. After cooling

The recent very rapid advance in the price of cocoa beans in the primary markets, and the consequent increased cost of all chocolate and cocoa preparations to the consuming public, has created a wide-spread interest in this important commodity. This article has been written by an authority on the subject, and discusses, in an interesting and non-technical way the history, growth marketing and manufacture of the cocoa bean.

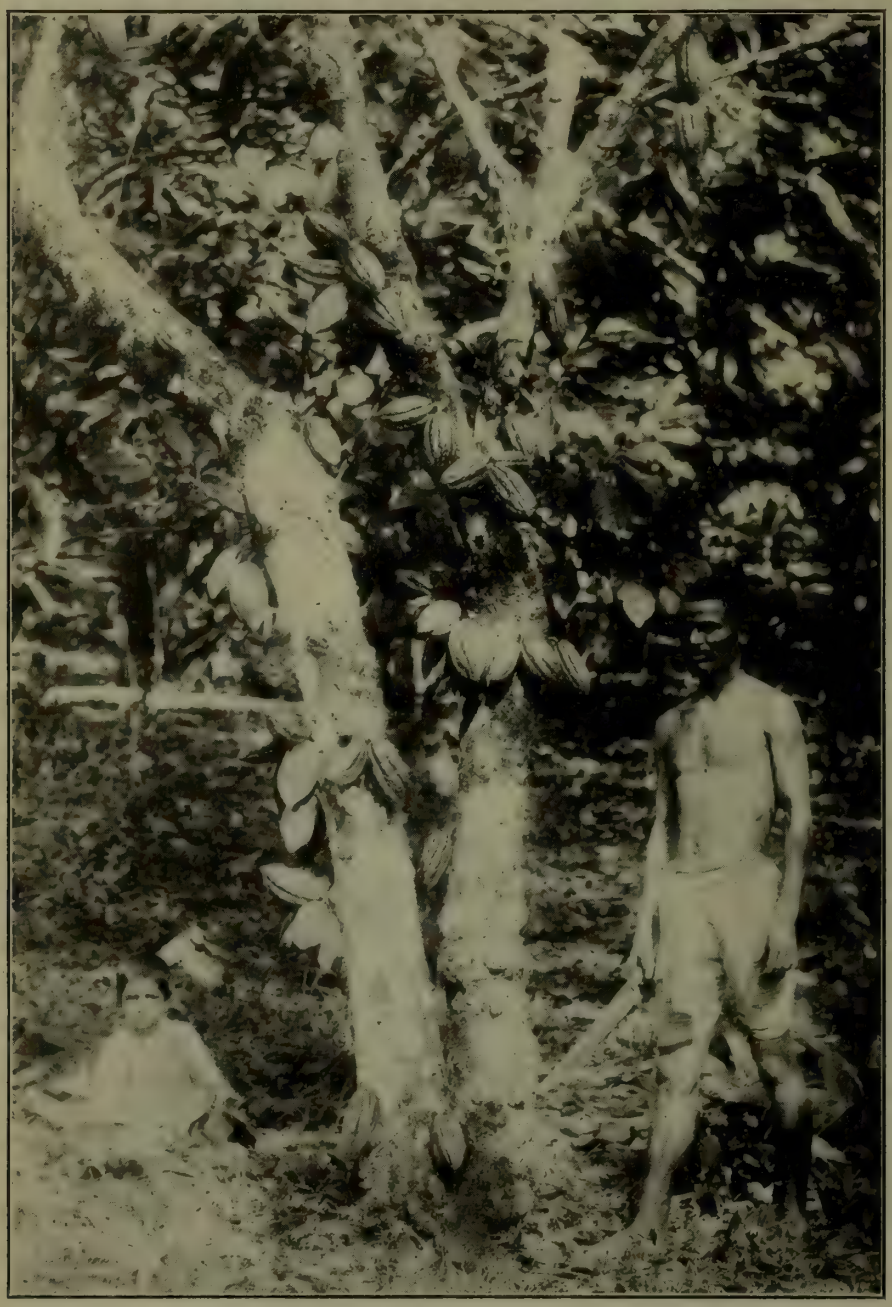
Cocoa from Pod to Cup—Cocoa Pods.

Cocoa from Pod to Cup—Another Method of drying the Cocoa-bean.

the cocoa is run through a breaker which separates the outer shell from the kernel and cracks the latter into small pieces suitable for grinding. These are known as cocoa nibs.

The nibs are then ground in a series of stone mills, being at the same time slightly heated. The result is a syrupy fluid in which the oil has been liberated by the grinding and liquified by the heat. This oil is now extracted by presses of immense power leaving a dry powder, which is the cocoa as sold by the grocer. The oil, when cool, solidifies and is known as cocoa butter.

If the oil is not pressed out and if the liquor is treated with sugar and flavoring, ground further in a series of stone mills until it is "worked" to a degree of smoothness, it becomes chocolate. If no sugar is added it is known as plain or bitter chocolate. When it has reached the required consistency it is run into moulds of various shapes and sizes and placed in a cold storage vault where it slowly hardens. It is then wrapped in tin foil, packed in boxes and is at last ready for market. As may be gathered from the foregoing, the manufacture of chocolate products is an intricate business, and requires not only great care, but a thorough knowledge of a special kind. As the plant required is very costly the business is in the hands of comparatively few firms, when one considers the enormous consumption. In 1905 the world's consumption of cocoa beans exceeded 300,000,000 pounds.



Cocoa from Pod to Cup—Cocoa tree in full bearing.

The recent advance has been caused by an enormously increasing consumptive demand and a great shortage in the crop. In addition, there is supposed to be a large speculative holding in the hands of consummate manipulators of the market, who, if this surmise is correct, are certainly reaping a rich harvest.

Cocoa from Pod to Cup—Cocoa pods on tree.

How long high prices will continue is a problem. It is certain, however, that there can be no relief before next June at least, and most manufacturers look for still further advances rather than any immediate decline.

Here is a good idea: Put a good, frameless mirror in the window, and put no advertising on it whatever, but entitle it, "A Picture Without a Frame." Then each lady who looks in it—and which of them will not?—will be the picture.

Why not make it an inducement for people at a distance to come to your store, by paying their car fare, if their purchase totals a certain amount.

IMAGINARY PROFITS

A big turnover does not necessarily mean a profitable year.

Cash receipts are no indication of capable retailing.

By C. L. Marshall.

A man I knew went into the retail grocery business. He opened a store in one of the best localities of a large city. His rent was low, his expenses light, he did a good class of trade, and his turnover was, for the firet twelve months, a large one, far beyond his expectations. He estimated that after deducting his expenses from the year's profits, there would remain a handsome margin, yet, after carefully and accurately taking stock, he found, to his astonishment, that he had just "broken even," and, after a year's hard work, had not made enough money to pay himself a laborer's wages. He sold out, and to this day cannot understand where the profits went.

Now, this man appeared to have everything in his favor. For twelve years previous to hanging up his shingle, he had been employed by a large wholesale grocery firm, where he had a thorough training in the office, shipping and sample room departments, was considered by his employers to be a thoroughly practical man, a good buyer and salesman, a good judge of staple and fancy groceries. In spite of this, or rather because of it, he did not succeed in his own business, for the simple reason that he was not a practical retail grocer. All his experience having come to him from the wholesale point of view, and of the losses and leaks incidental to retailing goods in small quantities, he had no conception whatever. Like many another man, he knew to a fraction the cost of doing his business, made what he thought was a good percentage of gross profit, had a satisfactory turnover, only to show at the end of the year a balance on the wrong side of the ledger.

Why They Fail.

The majority of failures in the retail grocery business can be attributed, not so much to a lack of ability to make profits and to figure them, as to an utter ignorance of the multitude of small losses and leaks which are occurring in the store every hour in the day. It is the faculty of being able to keep track of these losses, to minimize them, or to prevent them altogether, which determines oftener than not, the difference between the practical and successful retail grocer and the man who just "keeps store" and fails. This, of course, is not meant to imply that there are not many other causes which contribute towards failure, such as, insufficient capital, bad buying, bad debts and general ignorance of the business, but my argument is that unless a man is able carefully to systematize his business in such a way as to reduce to a minimum these so-called minor losses, to stop the leaks, or better still, prevent them, he will never get tangible results—real profits, in his business.

Of all the successful retail grocers you know, men who are making money, can you think of one who is not watching closely every little detail of his business, watching with a keen eye the scales and the garbage barrel? But are not these men the exception? Hundreds of grocers all over the country are throwing their profits away over the counter in overweight; quite as many are dumping them into the garbage heap in the form of rotten fruit, vegetables and other unsaleable perishable articles. Of these some simply shut their eyes to what they believe is an irremediable evil coincident to the business, others are blindly ignorant of what it amounts to, acquire no definite knowledge of what proportion such losses mean to their profits and grope along in the dark until the bailiff arrives on the scene.

Some Examples.

Theoretically, if a thirty-dozen case of eggs is bought at twenty cents, and sold at twenty-four cents per dozen, a gross profit of twenty per cent. is made. But is it possible to handle thirty dozen of eggs, sell them and deliver them in lots of a single dozen without breakage? If not, what does the breakage amount to? Any grocer who does not know this definitely and accurately, is better out of the egg business. Then, for instance, cheese—say a cheese invoiced to you as eighty pounds at 12½ cents per pound, is sold over the counter at 15 cents per pound. What is the profit? Not twenty per cent., perhaps ten per cent., perhaps less. That cheese cannot be cut into eighty separate pounds (to say nothing of smaller divisions). Keep track of it and see for yourself, and then taken into consideration loss in weight from evaporation, and the invariable fag ends which are almost, if not quite unsaleable, and you will find that your profit has melted away to the vanishing point. The same thing applies in a more or less degree to lard, butter, bacon, ham, etc., even with the most careful weighing losses are inevitable. In fact, with everything which is bought in bulk and retailed in small quantities, there is an attendant loss in weight, which is greatly enhanced by carelessness.

With fluids, such as vinegar, syrups, molasses and coal oil, there is bound to be a percentage of loss in measuring and selling them in small quantities, a loss which is not always easy to determine, but which it is important should be known with exactness.

With vegetables, fruits and other extremely perishable goods, there is an additional risk of loss from decay, worth keeping track of, but so often allowed to slip. The retail grocery business is done on a close, hazardously close, margin of profit, the grocer himself cannot be too close in his methods. He should insist that his clerks, as far as possible, weigh everything with absolute accuracy, give weight and nothing more. If there are losses from shrinkage, from breakage, from leakage, he should know and know exactly just what the losses amount to, ignorance on this point begets very short-lived bliss and usually ends in disaster.

Keep track of the losses. If they are little, aim to make them less—locate the leaks and stop them and imaginary profits become real.

TO THINK ABOUT.

The devil finds letters for idle hands to write.

Beauty attracts admiration, but money draws interest.

If a trading-stamp went with every husband there would be fewer man-haters.

Give your wife the key to your heart, but be sure you keep the latch-key to your flat.

One man succeeds by getting around him men better than himself; another by getting around men better than himself.—Saturday Evening Post.

AS TO TRADING STAMPS.

This sign, conspicuously displayed in one store, showed the position of the proprietors in regard to the trading stamp question: "Something for nothing? Oh, no! Not in our goods. We make you pay for them, but—we give you your money's worth."

The Problem of the Lobster

The Lobster Fisheries in the Maritime Provinces Are in Danger of Total Depletion—The Following Paper Gives the Facts and Suggests a Remedy.

BY A. W. EAKINS.

The lobster fisheries of these provinces and the marketing of the fish, either alive or canned, is one of the most important industries of the Maritime Provinces, employing, as it does, thousands of men, and bringing into the country millions of dollars, which, with the exception of the cost of the tin used in canning and of some imported fishing gear, is entirely the wages of labor. Unlike some other industries, however, such, for instance, as farming or the manufacture of textile fabrics, the raw material of the lobster fishing business is apparently capable of exhaustion. Recognizing this fact, the Government has, for many years, sought to protect these fisheries by enacting, and enforcing with more or less success, laws regulating the seasons for catching, and the size of the fish that might legally be packed or shipped alive. While the law enforcing the close season is well observed, the same cannot be said of that prohibiting the packing and exporting of fish under nine inches in length. Owing to the fact that each successive year the proportion of large, or legal sized lobsters is getting less and less, the tendency is to make up the deficiency by canning those undersized. Of course, inspectors are appointed, and paid to see that the law is not violated in this respect, but it is a matter of common knowledge that the law is practically a dead letter as far as the canners are concerned.

Look to the Future.

Under these circumstances, and in view of the fact that if present conditions prevail for a few years longer, there will be no lobsters left worth fishing for, does it not become our imperative duty to adopt such restrictive laws as shall conserve this most important of food fishes for the use of future generations, and deny ourselves, for the benefit of posterity, the temporary advantage of using up now what few lobsters remain? Years ago, when the supply of lobsters on the coast of Maine was threatened with exhaustion through the operations of the canneries, the Legislature passed a law absolutely prohibiting the canning of lobsters in that State. That law, I believe, is still in force. The effect of this prohibition, along with active and intelligent work by the Fish Commission in propagating lobsters artificially, has been gradually to re-stock the waters of the coast with a yearly increasing supply to be furnished the markets in their live state. Without doubt, it would be inflicting a hardship on the canning companies to prohibit them now from doing business. Large amounts of capital have been invested in factories and steamers and plants for carrying on this industry, and this capital would be mostly lost if the factories were shut up. In view of this I think that if it should be deemed by the Government, after a thorough inquiry, to be in the best interests of all concerned to close the factories, some reasonable compensation should be given the packers as an offset for their loss. This compensation might take the form of a yearly percentage on the value of the plant: suppose, for instance, that the factories were closed for ten years, then let the owners be paid 10 per cent. a year on a reasonable valuation for that length of time.

Mr. Eakins read this paper before the Maritime Board of Trade convention, held this year at St. John, N.B. His address was directly instrumental in securing the proposal and adoption of the following resolution:

Whereas, the lobster fishing and canning industries of these Maritime Provinces are among the most important sources of income and natural wealth that we enjoy, and

Whereas, by reason of the very large number of men engaged in lobster fishing, and the general failure on the part of all concerned to observe the size limit that may legally be marketed, these fish are growing scarcer each year, and the fisheries seem threatened with practical extinction:

Therefore resolved, that the attention of the Federal Government be directed to this very important matter, and that it be most earnestly asked to adopt such measures, as, after careful inquiry, seem to be best adapted to conserve this great source of natural wealth.

Profit in Waiting.

It is surely a serious economical blunder to destroy the very source of profit and income, but as previously mentioned, that is just what is being done every year in the lobster fishing business. Hundreds of thousands of small lobsters, some of them merely babies five or six inches long, and hardly worth the trouble of canning, are caught and sold to the packers each season. The loss to the country, resulting from this ruthless waste, is enormous. It is said that every time a lobster sheds his shell and takes on a new one, he increases an inch in length. If this is repeated every year, it may be seen that a lobster that is only worth 1 cent this year, for the meat that is in him, may be worth 25 cents for export, alive, four or five years from now. What rate of interest on this basis, would the country earn by leaving a lobster on deposit, so to speak, in his native element, as compared with drawing him out to-day, and after converting him into a cent, putting that cent on deposit for five years? The last named investment would earn about 25 per cent. in five years, while the other would earn 2,500 per cent. In other words, the small lobster, capitalized and invested this year, would yield in principal and interest at the end of five years, 1¼ cents, while if left five years to grow, he would sell for 25 cents. Figure on a million lobsters on the same basis, and we have $12,500 as the result of the first transaction, and $250,000 as that of the second.

But someone may say, "We cannot afford to wait five years for these lobsters to grow; we have to live ourselves, and we want the proceeds of them now to help pay our bills." If the lobster were the only source of income, this appeal would be unanswerable, but it need hardly be said that it is not. It seems to me that we shall all grow into a more reasonable state of mind regarding this matter if we look at it from a broader point of view than we are apt to. Let us realize that we are all one big family, brothers whose interests are identical,

and whose rights in our common heritage are equal. Not only are we brothers, under obligations to respect each other's rights, but we are the fathers of generations to come after us. Should we not, in the interest of these generations, deny ourselves the use of the immediate cent, in order that they may have the benefit of the hundreds of dollars which will accrue to them as the result of our self-denial? In our family life we have a thoughtful regard and painstaking solicitude for the future as well as the present welfare of our children. We do not, as a rule, spend all our income as we go along; we save what we can as a provision and assistance to those whom we are responsible for bringing into the world. If a man has timber areas which he uses as a source of income, he does not, if he is normally prudent, cut down growing trees, which, if left standing, would yield in a few years a much greater value in lumber than he would lose in interest by not at once converting them into cash. Even in our municipal life we have constant thought and regard for the future, and cheerfully contribute of our means, through taxation and otherwise, to the cost of works and improvements, education facilities, etc., which shall be mostly used and enjoyed by those to come after us. In Europe, notably in some of the German States, the Government owns large forest preserves, which are carefully tended and managed for the benefit of the whole people. Certain portions, that are ready for the axe, are cut down each year, and the denuded area at once re-planted, periods of re-planting and cutting being as wide apart sometimes as 60 to 100 years, depending upon the kind of timber grown.

Theories and Remedies.

Coming back to the question of the immature lobsters, and what shall be done to protect them, so that they may grow up and become the parents, actually or potentially, of millions of other lobsters, to go in a never-ending cycle of production and re-production as long as the world lasts. I find myself furnished with ready-made remedies as varied and as numerous as cures for rheumatism. Some packers would like the export of live lobsters prohibited, and the size limit strictly enforced, and then the small fish would have a chance to grow up, and yet the factories would be able to get enough stock to keep running and make money. Others say, "Abolish all restrictions except a close season, and there will be lobsters enough to go round, not only now, but always." Fishermen, generally, however, admit that the present indiscriminate slaughter of the innocents is a thing greatly to be deplored, and must soon result in the practical destruction of the lobster fisheries; but they say, "What is the use of one man observing the law, and putting the small fish back in the sea, when his neighbors all sell theirs to the factories? The very fish he would be putting overboard would be caught by someone else and sold." Theorists, like myself, have various remedies to propose. Those who have no direct interest in either canning, or shipping alive, say the factories should be shut up entirely, and the size limit for shipping alive he raised to 10½ inches, and strictly enforced. Others say, "Stop all fishing for lobsters for a period of five years, and give the fish a chance to catch up."

A Solution.

My own opinion, and in giving it I do so with a good deal of diffidence, and I am quite conscious that practical fishermen may find it unworkable, is, that the Government supervision or interference might easily take a more useful form than that of enacting laws that are not observed, and of maintaining overseers who do not oversee. It is well known that lobsters and many other kind of fish, are as capable of cultivation under proper conditions as are chickens. Around this coast are arms of the sea, several of which could be enclosed (suitable provision being made for the ebb and flow of the tide, and the admission of small fishes for food), and the small lobsters that come to the canneries could there be bought by Government agents, and deposited in these pounds. The lobsters would require to be fed there, and protected from poachers; but lobsters, as is well known, are not fastidious as to their bill of fare, and I think that pickled dogfish would answer very well for a steady diet, and this would help to solve the question of what to do with these pests. The cost of feeding and taking care of them, however, would be small as compared with the enormous increase in value of the fish as they reach marketable size. Small steamers would have to be employed by the Government agents in attending to the gathering up of the lobsters, and the carrying of them to these pounds, and the cost of this service, as well as the salaries of the officers, would come out of the proceeds of sales of fish. In these pounds the increase would not alone be in the size of the lobsters, but the seed lobsters would deposit their eggs there, and multitudes of new fish would be born and brought up, so to speak, in these enclosures; or they might be liberated to re-stock the adjacent waters.

The details of this plan could easily be worked out by practical men, and the question of expense and income, i.e., whether the thing could be made self-sustaining or not, decided. Being only, as I said, a theorist, I do not put forward this suggestion as one certain to be found practicable in operation, but it seems to me to be worth experimenting upon.

THE DEPARTMENTAL STORE.

Pros and Cons of a Vast Organization.

We hear a great many complaints, especially from country merchants, regarding the havoc caused to their trade by the great departmental stores of the cities. Just at present the country is being flooded with catalogues, that have cost a pretty penny to send out, and which are expected to more than pay for themselves in the returns looked for by the senders. It may as well be conceded by everybody, that the departmental store is here to stay, but it is not necessary for everyone to fall down at its feet, and allow themselves to be trampled out of business.

When they first started, there was great consternation amongst the different trades, as they took hold of one line after another. Their mode of advertising was not just as honest or truthful as it might have been. At first, and even to this day, only in a modified measure, their advertisements were so worded, and prices were quoted in such a way as to make people believe that heretofore the grocer, the shoe dealer, the dry goods merchant, and others, had been fleecing them, but that now they could buy everything from them, with only a small profit added on. In order to make the people believe these standard articles, such as soda biscuits, branded soaps, and other articles, the prices of which were well known and established, were offered by these people, very often at less than cost. True, the prices were changed daily, but as Barnum will put it, "the people like to be hum-bugged." The object they were after was gained; they got the people started going there, and it is their own fault if they cannot keep it up.

In those early days there is no doubt there were bargains, real bargains, to be had, but only by the knowing ones. It is doubtful if there is a bargain of any kind to be had to-day, certainly not sufficient to justify the jostling and crowding and wasted time, that it is necessary to go through, in order to get them. There are good points, however, about these great stores, that many grocers could, with profit, both to themselves and their customers, study to emulate.

DON'T KEEP IT.

"We don't keep the finest tea and coffee in town—we sell them," is the witty sign displayed in a grocery window in a Provincial town.

EFFECTIVE GROCERY ADVERTISING

CRITICISM, HELP AND SUGGESTION AS TO THE BEST METHODS OF PRODUCING IT.

Occasional Chats by W. F. Ralph.

The headline of an ad. has been compared to the locomotive of a train. And certainly the importance of a headline cannot very well be exaggerated. Oftentimes the headline is the only cause of an ad. being read at all. In fact, it might truthfully be said that such is the case with the great majority of ads.

In these days of hustle and general prosperity, newspapers usually give a paper of pretty good bulk for the money. The newspaper reader has a big mass of reading matter to wade through. Very few of them read from the top left-hand corner of the front page clean through to the bottom right-hand corner of the last page. They haven't the time. The average reader glances rapidly over the headlines, and will only pause to read an item the headline of which has aroused his interest. The importance of a headline in a one or two-column space is, therefore, very considerable. To be effective, it must arouse interest at once.

A grocer's advertisement should, as a matter of course, be designed mainly to arouse the interest of the world's purseholder—the housekeeper. Few women read the paper for anything other than the social news, and the advertisements. To the average housewife the advertising columns are far more interesting than the general news columns. The advertisements, in fact, are her news items. The bargain ad. has an immense power to attract the feminine eye. Bargains are the joy of her existence. And in the important matter of groceries she wants to feel that she is getting more quantity and quality for the money at "her grocer's" than she could anywhere else in town. Hence the necessity for a tone of absolute confidence in a grocery ad. Confidence inspires confidence.

Did you ever see a vacillating, "not-sure-of-myself" person inspire confidence in his neighbors? Hardly. An ad., being a human institution, designed to sway the human mind, should possess the tone of absolute conviction as to the merits of whatever it offers. For all of these reasons a great deal of attention should be given to the headline of a grocery advertisement. Particularly in the case of an advertisement of a general nature which offers a number of things, none of which are priced.

Some people believe in and use, headlines of a freakish variety. But it is doubtful if freakish headlines are of much use. They certainly may be counted upon to attract the wandering eye of the reader; but will they carry

GROCERY ECONOMY IS EASY

Just one trial order will convince you of the grocery economy offered by this store, with large and choice assortments to select from, and lowest prices to pay. It's no wonder that we retain old customers and make big additions daily to our list of patrons.

Try us Saturday.

Telephone No. 199.

KIRKUP & WILKIE

THE LEADING GROCERS
Victoria Avenue.

RESULTS.

Results, is the keynote of all advertising. Results mean more sales—greater sales, which, in turn, mean more money for the advertiser. Any idea that will produce results is worth using and sticking to, even if it may happen to be at variance with accepted theories.

The formerly accepted idea that telling the absolute truth in advertising was balderdash is rapidly being exploded. Many merchants are learning by experience that the truthful ad. creates confidence, and a store which carries the confidence of the community is certain to get a large share of that community's trade.

"If you can't tell the truth about a certain thing, you had better say nothing about it, for it will come home to roost some day."

This is what a prominent advertiser said the other day, and he sounded the sentiment of the average honest and reliable dealer.

Too many stores are given to the use of bald-headed. stereotyped phrases in explaining the cause for special sales. Such phrases as, "We have to move," "Forced out," "We must have money," "Bankruptcy sale." and the like, were overworked and fagged out long ago.

One merchant whose advertising has come under the notice of this publication says: "If I have damaged goods I say so frankly, both in my advertising and in personal talk with the customer. If I have something that won't sell, and determine to get rid of such, I plainly say that the goods are out of style, hence the lower prices." He says that in this manner, he has gradually convinced the public that he tells the truth and nothing else. He is fully satisfied with the results.—White's Sayings.

SATURDAY

GEORGE WILLIAMS

Tomatoes

Special value in fine late Tomatoes for Saturday.

FRUIT

Whatever you may fancy in the fruit line you can obtain it here, including California Peaches, Plums, Tokay, Malaga & Cornichon Grapes, and all kinds of local fruit.

SUGAR

No. 1 Granulated Sugar, put up in 100-lb. sacks.

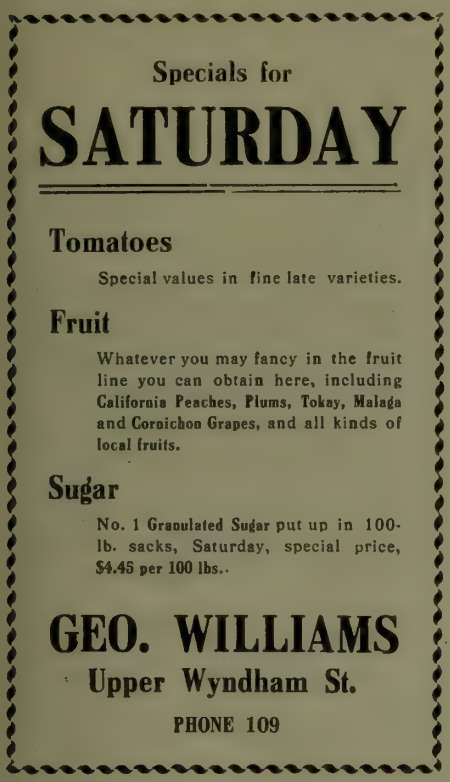
$4.45 per 100 lbs.

Geo. Williams,

Upper Wyndham St.

Phone 109.

his interest to the advertisement proper? Humorous illustrations are frequently used by advertisers to illustrate the point of a headline, and opinions differ as to their efficiency. Many of the most successful advertisers have used humorous cuts with great profit. They are, however, usually advertisers on a wholesale scale, and are designed to influence an immediate purchase from a particular place. In retail advertising the humorous cut may sometimes be useful, but, as a general rule, most


Specials for
SATURDAY
Tomatoes
Special values in fine late varieties.
Fruit
Whatever you may fancy in the fruit line you can obtain here, including California Peaches, Plums, Tokay, Malaga and Cornichon Grapes, and all kinds of local fruits.
Sugar
No. 1 Granulated Sugar put up in 100-lb. sacks, Saturday, special price, $4.45 per 100 lbs..
GEO. WILLIAMS
Upper Wyndham St.
PHONE 109

good grocery advertisers don't use it.

The use of hackneyed phrases and well-worn words is roundly condemned by some writers on advertising. Certainly, if a grocer's ingenious brain can think of an entirely original mode of expression his advertising will possess a "snap" worth having. But inasmuch as the average grocer is a very busy man, he cannot spend much time to sit around taxing his brains in the endeavor to be original. There are some words which invariably attract the eye. "Bargain," "Sale," "Special," "Notice," "Fire," are all hackneyed words which have been used in advertising ever since the Anglo-Saxon tongue became the chief language of commerce. Yet their power of attraction has not diminished. Place either of these words in fairly prominent type at the head of an advertisement and it will be read by nearly everyone who looks through the paper. They are hackeneyed words and, when combined, make hackneyed phrases; still they make excellent headlines.

The rules for headline writing would appear to consist of two only. Make it as short as possible and let it have some connection with the matter following it.

It has been asserted more than once in this column that one doesn't need to be a genius to produce business bringing grocery advertising. There is no mystery about it. It is merely a matter of, first, knowing the grocery business, and, second, knowing how to talk about it in the shortest number of words of plain English.

Most readers of The Canadian Grocer know a good deal about the grocery business, and are learning more all the time. Most of them also possess the capacity to express themselves in plain English. This means that they can write good ads. if they will exert themselves a trifle. In some ads. no composition of language is at all necessary beyond the headline. Plain statements of names and prices are often quite sufficient. But it is generally a good policy to infuse a little personality into an ad. in the shape of a short talk. This usually has the effect of adding a personal touch to the facts and prices, making the ad. that much more effective.

The ad. of Kirkup & Wilkie (Fig. 1) is a very good specimen of general grocery advertising, and carries out the ideas above expressed with reference to headlines. The headline, "Grocery Economy is Easy," is attractive to begin with, as it contains a word always in the mind of a thrifty housekeeper—"Economy." The headline is in exactly the same type as the name plate, which has the effect of inseparably connecting grocery economy with Kirkup & Wilkie. The talk is short, well worded, and to the point, and should have the effect of getting trial orders from people in that locality not entirely satisfied with their present grocers. A little additional space, giving an item or two with prices attached, would have been an improvement to the ad.

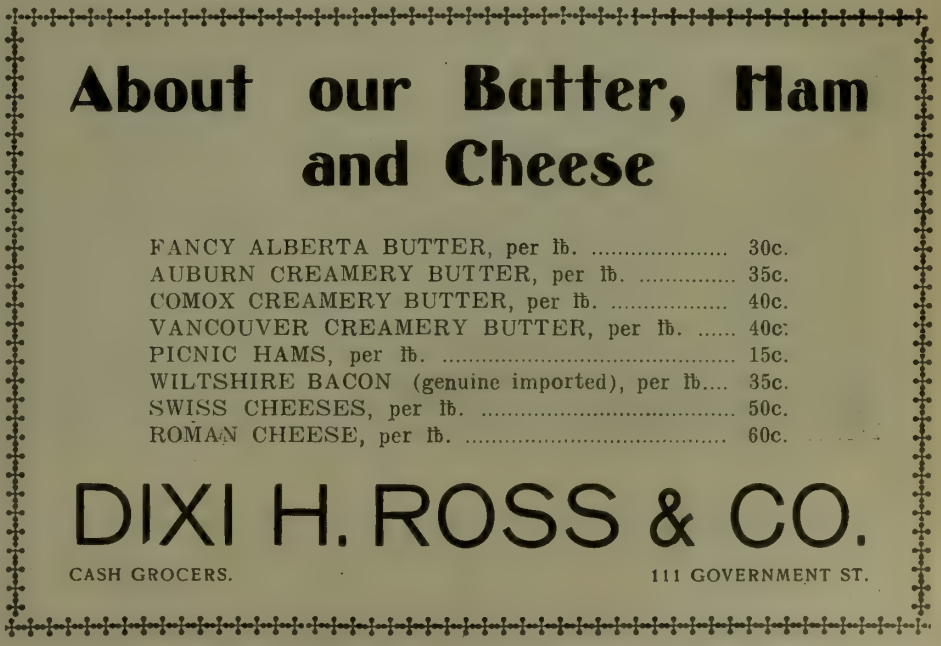
The George Williams ad. (Fig. 2) leaves some room for improvement, but chiefly in the matter of set-up. In this ad. the headline is turned into a sideline. Although from its peculiarity of appearance it might have the effect of catching the reader's eye, it is doubtful if it would hold it. Perpendicularly spelled words are often more confusing than legible, and are not held in much favor by the majority of advertisers. Although this ad. may have produced business, the set-up suggested in Fig. 3 is more in line with advertising usage, and is offered by way of comparison. We should like to hear the opinions of some of our readers on this point.

* * *

Fig. 4 is a good example of commonsense, advertising its effectiveness, consisting in its simplicity. Just a headline, list of priced goods and the name.

* * *

We have received an ad. from that excellent advertiser, J. A. McCrea, of Guelph. It is a little too large for us to reproduce this week, but fully deserves description. It carries out our above expressed theory on headlines very nicely. The headline is "Eat Fish Friday," set in 48 point capitals, followed by a neatly turned paragraph upon the wisdom of having variety in food and suggesting fish on Friday as a good way to accomplish it. Then comes a general description of the fresh fish always to be had at McCrea's every Friday.


About our Butter, Ham and Cheese
FANCY ALBERTA BUTTER, per lb. ..... 30c.
AUBURN CREAMERY BUTTER, per lb. ..... 35c.
COMOX CREAMERY BUTTER, per lb. ..... 40c.
VANCOUVER CREAMERY BUTTER, per lb. ..... 40c.
PICNIC HAMS, per lb. ..... 15c.
WILTSHIRE BACON (genuine imported), per lb.... 35c.
SWISS CHEESES, per lb. ..... 50c.
ROMAN CHEESE, per lb. ..... 60c.
DIXI H. ROSS & CO.
CASH GROCERS.
111 GOVERNMENT ST.

SUCCESSFUL CASH GROCERY

Some New Ideas in Carrying on a Strictly C.O.D. Business—Modern Methods and Up-to-date Equipment.

Down in East Toronto, in the district that has grown up within the last three or four years, there are a number of grocery stores that are as bright and up-to-date in buildings, equipment and methods as one would find in traveling many a day.

Of the best of these, two belong to W. J. Snell, a gentleman who has ideas of his own about the grocery business. The newest of the two, the Kew Beach store, is illustrated in the accompanying photographs.

A Successful Cash Grocery—Interior of W. J. Snell's Store from the Front.

Just a year ago, on October 29, this store was opened and since then, by doing a strictly cash trade and using modern and up-to-date methods, Mr. Snell has built up a business that is making some of his neighbors look around.

Strictly Cash Business.

"Yes, sir, we do a strictly cash business," was Mr. Snell's answer when questioned regarding his methods, "and we find that all round it's the most satisfactory. No bad debts, no collecting, no bad friends among our customers. It's a very happy way to do business. Yes, the driver carries $5 in change and collects as he makes his rounds, turning in his receipts at night. If the customer is not at home he usually leaves the order and collects next day, but if the customer is not well-known the goods are brought back to the store. At first a few of our customers objected to always paying cash," went on Mr. Snell, "but when they found everyone else was doing it and that our service was good, the objections began to cease and now we have no trouble whatever."

To facilitate delivery, a "delivery sheet" has been arranged which contains blanks for driver's name and route, and columns with headings as follows: Name, No. Parcels, Price (C.O.D.), Oil, Charcoal, Butter, Sundries. This has been found to be of immense advantage.

System of Soliciting.

Mr. Snell believes in going after business, turning it up, as it were, instead of waiting for it to come in. To this end three travelers are kept on the street during the day soliciting orders. They come into the store in the later hours of the afternoon and look after getting out their orders. These men are paid on commission and a good deal of good-natured rivalry exists as to who will turn in the largest string of orders weekly. The system has proved itself an exceedingly good one.

The use of well-planned advertising is another secret of the store's success. At the opening, a year ago, a neat little booklet, entitled: "Progress and Opportunity," was placed in every home within a considerable distance of the store. The index page of this told its purpose in the words: "A True Story About Toronto's Most Modern Grocery, Fruit and Confectionery Emporium." The pages following contain a comprehensive description of the store and an attractively-worded invitation to visit the premises during the opening week.

Every week circulars are distributed bearing quotations for the week and also a number of special lines which are being pushed. And these are found to bring particular good results.

Useful Coupon System.

Mr. Snell uses a coupon system which will be of interest to many grocers. With each purchase a cash-redeemable coupon is given. When purchases of $30 have been made the customer is entitled

to $1 worth of goods free, at a rate, as is pointed out in the circular, of nearly 3½ per cent. discount, more than bank interest.

A confectionery department is one of the features of the establishment. Two large silent salesmen display the stock, which ranges from standard lines up to the very best boxed goods and because, for one reason, the store enjoys a particularly good class of trade, this department is a big profit maker.

Up-to-date Fittings.

The store fittings, as will be seen from the photographs, are just as up-to-date as the business methods used. Windows just below the ceiling on each side of the building afford a direct current of fresh air, which keeps everything fresh and prevents the disagreeable "grocery" smell, so common in badly-ventilated stores.

The show windows extend right across the full store front and these are kept in first-class shape. The store is lighted by two large windows on either side of the main entrance. In the evening a system of gasoline lamps of 300 candle-power each provides particularly good lighting.

The shelving is fitted with a large number of show boxes, some labelled and some provided with glass fronts, thus avoiding dust and unnecessary handling of goods. Along the front of the counter is also placed a line of shallow show boxes for displaying lines of cereals, nuts, etc. This scheme ought to be a mighty good one, for the customer will receive many a suggestion from these while she is waiting for her parcels. Just inside the door a couple of rows of tilting show boxes contain lines of fancy biscuits, and, incidentally, offer numerous other suggestions.

These fixtures were installed by the Walker Bin Co.

The refrigerator is one built specially for this store. It has seven compartments, three of which are fitted with swinging shelves permitting inspection of the article while preventing escape of the cold air. The scales are of the latest computing pattern and the store equipment includes patent meat slicer, cheese cutter, etc.

W. Giddings is the energetic manager of this store, and he certainly keeps things generally in spic and span condition.

Hints on Flour and Feed.

Mr. Snell's other store, in East Toronto, does a big business with the Hunt Club and with some of the larger householders on the Kingston Road. Flour and feed is carried here as a special department, and a good deal from this is supplied to the Woodbine. To facilitate the handling of these goods the warehouse is specially fitted with a hoist and chutes run from the second storey into a small room directly behind the store proper.

"One of the lines that we sell a lot of, and that grocers in the suburbs would do well to handle," said Mr. Snell, "is that humble article, chicken-feed. We dispose of it in 5 and 10-cent packages and are able to clear 20 per cent.

Practically the same business methods are in operation here as in the other store, but as yet, for a variety of good reasons, the strictly cash system has not been adopted. It is the intention, however, that the business shall be put on this basis shortly.

A Successful Cash Grocery—Interior of W. J. Snell's Store from the Rear.

NEW USE FOR MOLASSES.

Molasses as a fire extinguisher! You probably never tried it, but it can deliver the goods in this capacity as well as in its ordinary role of general sweetener to the human race. It will not burn, and on one occasion several large tanks of burning oil were extinguished by covering them with tarpaulins soaked in molasses.

HOW TO PREVENT PRICE-CUTTING

A capable and exhaustive discussion on the importance of the manufacturer establishing and maintaining prices.

By J. F. Paulding, Los Angeles.

[At the meeting of the California Retail Grocers' Association, held a few weeks ago at Sacramento, a great many subjects were discussed of live interest to Canadian, no less than to American retailers. Of such a kind was the address given by Mr. Paulding on price maintenance, and it will be to the advantage of every grocer in the Dominion or out of it to study and digest Mr. Paulding's eminently practical advice on this subject. Mr. Paulding is recognized and widely known in the States as an authority on these matters, and though his words may not necessarily carry extra weight on this account, they are worth the careful attention of every thinking man, as setting forth many regrettable conditions that exist in Canada to-day, and suggesting some practical methods for their reform.—Editor's note.]

The subject of price maintenance has, perhaps, caused more thought, more argument and taken up more time with less result than most any question before the American grocers to-day. Only one question has superseded the price question and that is credits and and it is very questionable whether that important subject has had as much time and thought as the question of how to prevent price cutting. Hardly any association of any locality, that has been organized any length of time but what has had this important question before the meeting more than once. More associations have gone on the rocks of defeat for want of some proper manner to control this all important question, than all other questions combined. Practically every plan that could be devised had been tried without success up to three years ago and yet the trade demoralizer had his way almost invariably because those who seek to gain trade by cutting prices know that price maintenance in any form will take away their advertising advantage, therefore, it has been a life and death struggle with them and they have held on until ultimately they have gained their point by discouraging the great majority of the dealers and causing an abandonment of every plan that was inaugurated. Boycott had been levied against department stores, wholesalers and retailers. Agreements had been made between wholesalers and retailers. Understandings had been entered into between retailers and themselves, but the proper power of punishment necessary for a successful carrying out of price protection was always lacking, and it is doubtful if there is an association in this country to-day of any mentionable size that has a protected price that has been maintained in a year without same has been abandoned permanently in the end. There may be a few who have a sugar card that is lived up to, or a few articles that are listed by an understanding, that are meeting with some degree of success; but a list of articles worthy of the name of protection I believe I am right in saying scarcely exists. They have always been a failure when backed up by agreements of any kind, whether between retailers and wholesalers, or not popular under such circumstances; therefore, such a plan as forcing a wholesaler to discontinue selling one of his best customers usually meets with his hearty disapproval and he backs up this disapproval by devising ways and means of protecting that particular customer, or customers. Any agreement regarding prices, if successful, will ultimately call for a direct boycott, and if any association wishes to secure uninterrupted profits on their staple articles, they will have to go to the fountain head and work with the only party who has a right to protect their goods and that is the manufacturer.

Price Agreements Unsuccessful.

We have had our experience with price agreements based on an understanding with the wholesalers, also our failure along with other associations who had tried in like manner to secure proper profits. It was a bitter pill, but we had to swallow it and try another plan and in this we have succeeded. When the prices established in 1902 failed, one of our members, J. A. Faazenda, stated he believed that the proper way to secure protection was to go to the manufacturer and ask him to set a retail price and protect it which would interest the great mass of retail dealers in any brand of goods on which a permanent profit was assured. We have been guided largely by the well known firms of this State, namely, the Sperry Flour Company and the Globe Grain & Milling Company who had been for several years establishing and successfully maintaining prices on their leading brands of flour. We approached a number of manufacturers on the question with a result that more than sixty manufacturers, many of national reputation, are to-day maintaining retail prices on their goods in the Southern Territory. Of course there are a few occasional cuts; but not 10 per cent. of what there was before the prices were established and the retailers are reaping a profit on their staples that could not be enjoyed under any other conditions. We have had the same trouble with those who wish to demoralize the prices as we had when we originally started our prices which failed.

The demoralizers were reckoning with a different class this time, and with those who had a right to invoke the law, if necessary, to back up their desires in the matter. Suits have been threatened, and goods refused demoralizers, and there are certain stores in the south to-day that will do without some brands of goods rather than maintain the prices established by the manufacturer. It is the manufacturer who is directly interested, because he is the direct loser if his goods become unpopular. The wholesaler is not interested, because if the demoralizer fails to buy one brand he will go to another and he secures the profit just the same. Again, the wholesaler, except on his private brands, has no right to invoke the law for his protection, while the manufacturer has. A copyright gives the manufacturer the right to control until the goods are in the hands of the consumer and any manufacturer who cares for the interest of the great mass of retailers can give a profit protection that will make the grocery business pay something like what it should.

Two Classes.

There are two classes of retailers who do not want protected prices. They are, first the man who is receiving favors, and, second, the pessimist who does not believe that prices can be controlled. Take the situation in Southern California, for instance. We have a few who do not want the manufacturers to maintain prices, and they are the direct cause of 99 per cent. of the cutting. They cut the well known articles to gain trade and the smaller man who cannot afford to cut things has to meet downtown competition and slashes away until he goes the way of 90 per cent. of all small cut rate stores —through the Board of Trade. Any man who is not receiving favors from the wholesalers and manufacturers cannot afford to cut prices even though they sell for cash. The man who is receiving favors can afford to sell below the average and does not want protected prices. Take two of our large cash dealers, for example. They are buying Perfection Soda Crackers, in three-pound packages,

made by the Pacific Coast Biscuit Company, for 2.40 per dozen, less 10 per cent., and a window full of these goods has been on display on a prominent street in our city for two weeks offering to sell the goods at list price or 20 cents a package. The small man pays just 20 cents per package and has to get 25 cents or go to the wall. The big cash man sells at 20 cents and makes a leader and makes his 10 per cent. just the same. Again, take the same retailer, he is selling National Biscuit Company's goods for 3 for 25 cents or $1 per dozen. He is getting them for 85 cents per dozen, providing he buys $250 a month, which, no doubt, he does, and is, therefore, selling the goods as a leader for a 15c. margin of profit, yet the little man is paying $1 per dozen for his goods.

Again, take Shredded Wheat Biscuits, this same dealer has always sold them for 10 cents a package. He bought them for $4.60 per case, and makes 40 cents profit where the little man has to pay $5 and sell at costs if he met the competition, or he had to parade as a high priced man before the public if he wanted a living. I could go on down the line and give you the names of numerous articles which would come under the same head; but this is enough to picture to you the reason why this particular dealer does not want prices protected. He is afraid to do business on a par with the rest of the trade. He wants inside prices which are not allowed the rest of the dealers, and he would, no doubt, be the first one to ask for protection from the manufacturer if he were placed in the position of the men who are to-day advocating the maintenance of prices by the manufacturer.

The great question is what are we going to do with the man who is favored? Are we going to continue to patronize a manufacturer who will deliberatey give this dealer and his kind this inside price and allow him to demoralize the conditions so that it is impossible for the man with small means to gain a livelihood. He is worth, perhaps, a quarter of a million dollars. He can buy for cash and get all the discounts. He can use the quantity that makes an order attractive to the manufacturer or wholesaler. He pays no rent and sells for cash. His excuse for not wanting prices protected is that he sells for cash and loses no bad bills.

The Real Reason.

I tell you that this is not the reason. The reason he is cutting is that he is getting his goods so that he would be ashamed to tell you how much less he is buying goods for than you are. He is like the great trusts who have recently been fined for receiving favors that were denied the rest of the trade. The Standard Oil Co. has annihilated thousands of small businesses, made men go hungry, and taken children from school, all because they were receiving favors that were denied their competitors. My plan would be to go to the Pacific Coast Biscuit Company and the National Biscuit Company and say, "Gentlemen, you are giving 10 to 15 per cent. off your goods to this man and his kind, and we want you to protect the great mass who are not able to buy the quantity," and if they said there was nothing they could do, tell them to take away the extra discount and then their customers would not want to cut, and if they refused to do as asked, then tell the trade far and near what kind of manufacturers they were dealing with. Not only these two firms, but every one of their kind should be called to the attention of the trade throughout the entire West. There are others just as bad, and I only use their name because their goods have been brought to my attention in a cut price window recently, therefore I name them. If any grocer within the hearing of my voice can get a better plan than this, I hope he will bring it up for discussion before we adjourn. Let these manufacturers establish a price that will give all a profit, and if they must give such men as this 10 to 15 per cent. discount, make it contingent that the retail prices shall not be cut or the same will be taken away from them. There is no binding agreements necessary, between wholesaler, retailer or manufacturer. Just tell the manufacturers whose goods are being cut and that unless the cutting is stopped you will refuse to handle the goods he is making. Then you would see these fellows get in the band wagon and be just as good as any one; but they will not do it just as long as you grocers will allow the manufacturers to give them special prices and permit them to use these favors to demoralize your trade.

This paramount question was the best discussed question before the last National convention. For three hours the merits of having the manufacturer establish and maintain prices was discussed, and every man who belonged to an association where the plan had been tried supported the resolution. The main objection to this question was that we were liable to prosecution under the anti-trust laws of this country and the question was lost by a small majority on this one point. In answer to any such argument I wish to say to my eastern friends who may happen to read this paper, that we are just trying to avoid that one liability and we have succeeded. We, as retailers, have no right to establish prices among ourselves and no agreements can be entered into between wholesalers nor manufacturers regarding this subject; but the retailers have a right to ask the manufacturers individually to prevent the trade demoralizer from cutting the prices below a living margin or take away the special discounts.

Prosecutions Threatened.

There have been more prosecutions within the past twelve months for violations of the anti-trusts laws, than any previous wear in the history of this country. In every case where there was a conviction, it was because there were agreements between two or more parties, which is a violation of the law. The Pacific Coast Plan will obviate the necessity of any agreements and therefore take away any liability whatever of prosecution of the members of any association. The Government attorneys who prosecuted the drug trust proved collusion between the Patent Medicine Men and the National Druggists' Association, and also proved that the National Retail Druggists' Association maintained a list of people who would not maintain prices. The only way for any association to govern any movement to maintain prices is to keep out of binding agreements because attorneys will bring out every point in order to prove collusion and try and parade before the public as trust busters to gain a little notoriety for themselves.

With all we have accomplished in the way of maintenance of prices I will defy any attorney, whether he be connected with the Government or a private concern, to find one single agreement between our association, or any manufacturer, or any agreement made between the retailers, and wholesalers, or among the retailers themselves. When we can create a condition of this kind in our vicinity, it can be done in others. To more forcibly illustrate my contention that we are keeping within the law I wish to point out to any skeptical grocer, whether he be of the east or west, our experience with the recently enacted Cartwright law, which is an exact copy of the Ohio and the Texas anti-trust laws. When this law went into effect on the 23rd day of May there was much joy in the camp of the trade demoralizers, who wished to take unto themselves the credit for freeing the trust-ridden public of the grocers' trust and no less than half a dozen dealers in Los Angeles were out with their advertisements promptly on time, stating they had defied the trust and there would no longer be any prices dictated to them by any combination of wholesalers, retailer or manufacturers. Not only did these parties promise the public that hereafter there would be no more grocery trusts to contend with, but they took a certain amount of credit on themselves for the passage of the law. The district at-

torney called at the association office and questioned the secretary, requested a copy of the by-laws, and soon thereafter appeared notices in the paper that the grocery trust, of which J. F. Paulding had been the managing head for the past five years, would be a thing of the past, and perhaps the secretary would be in jail. The daily press was from doing as they pleased. One evening paper in particular, has taken up this fight and promised the public that the Retail Grocers' Association would have to disband with all other organizations of like character.

No Proof Forthcoming.

A reporter who had gained some reputation in Chicago for getting information from members of organizations where an agreement had been made between the members called at the office several times and tried by diverse ways to get a copy of the old cast aside agreements of the association in order to publish it along with his other vast amount of misinformation. He endeavored by every means to prove an agreement to maintain prices and so sure was he that he could do so he allied himself with the district attorney's office in order to clothe himself with the authority to demand the most private papers on file regarding the subject. He was always treated with courtesy but told that there were no prices established by the association, but all prices that were in effect were made by the individual manufacturers, and that no law would effect the manufacturers' right to continue this policy. This was

THE KANDY KITCHEN, GUELPH.

Within the last few years the Kandy Kitchen has developed into what many claim is one of the finest confectionery stores in Canada. This is a proud boast, but is largely substantiated by the appearance of the above reproduction. The style of architecture is Early English, and the mural decorations in oil are the work of a Guelph boy—Wm. A. Cowan. The proprietors of the Kandy Kitchen are Yeates & Thomas, who are to be congratulated.

full of possible happenings and the department stores, especially, were much gratified that they could have their way at last, and defy the ever alert grocery trust that was grinding the public between the stones and keeping them (the department store)

the cause of this particular reporter's remorse. He had pledged himself to his advertisers, and the public, that there was to be a sensation, a prosecution and a conviction, and investigate as he might he could procure no evidence that would be of any use to him whatever. We have not heard of him for some months and his paper has ceased to mention in any way the grocery trust. The department stores were as sensational as the reporter, and it seemed as if there was a collusion between the two for the purpose of making our association disband. They suffered disappointment and our association is still in existence and the reporter has been forgotten, and we have forgiven him for his intended injury, because he is not responsible for his lack of knowledge of matters that he had never studied It was a case of mistaken identity and he, like some of our Texas and Ohio grocers, placed the manufacturers establishing and maintaining prices on a plan with the oft tried and ever fatal way of prices by agreement between members.

The district attorney, however would not give up his contention that the manufacturers had no right to establish prices, and he took the stand that the new law prevented any prices whatever, thereby placing an individual manufacturer in the light of a trust I was one of a few who have taken the position that no law would prevent the individual manufacturer from establishing prices and many were the predictions that failure was confronting this important department of the retail grocers' paper. We let matters run along with as little publicity as possible, well knowing that conditions would right themselves in the end. The final result is that the district attorney has announced that the manufacturer has the right to establish prices and the daily papers have made a final statement that the Retail Grocers' Association is not, nor has it been, in violation of the law at any time.

YOU MIGHT ADOPT IT, TOO.

Here is an idea, culled from an old grocer, which may help other grocers who are bothered by people using their store telephone. "I used to be troubled a great deal," he says, "by people coming in and holding long conversations over my line. Finally I was so bothered that I put up a notice, 'Public telephone next door.' This seemed rather hard on my customers, so on the advice of a friend I changed it to the sign you see there." Tied to the 'phone was a neat little notice which read suggestively: "Certainly, but make the conversation short, please." This seems to have solved the difficulty.

THE DEVELOPMENT OF NEW BRUNSWICK

The resources of the Province and how they are being realized.

By The Grocer's Special Correspondent

The industrial development of New Brunswick in recent years, while not rapid, has been steady and sure. The leading industry of the Province is agriculture, and the advance in this particular has been most satisfactory. Wheat is being grown in larger quantities every year, but not in sufficient quantities to supply the needs of the Province. For several years past, the Government has been giving bounties for the erection of grist mills, in which wheat is ground by the Hungarian process. Under this arrangement, twenty-seven roller mills have already been erected, of which three have been destroyed by fire, leaving twenty-four in operation. Besides these, a roller mill has recently been erected in Buctouche without the Government bounty. The total capacity of these mills is 1,260 barrels every 24 hours. If run day and night they would be capable of grinding 1,500,000 bushels of wheat a year. Their capacity is easily beyond the present wheat production of the Province.

* * *

Oats, potatoes, turnips and buckwheat all yield well, and are among the largest crops. A great deal of attention is now being given to dairying. There are 43 cheese factories and 41 butter factories in the Province. The value of these products in 1906 was $373,963,71, as ompared with $76,151.46 in 1896.

* * *

Next to the agriculture, lumbering is the principal industry. The forest exports of New Brunswick amount to about $5,000,000 a year, of which three-fourths goes to Great Britain. The lumber exports have shown an increase every year for some time back. Although the New Brunswick fisheries are not as extensive as those of Nova Scotia, they are, nevertheless, very valuable, the average product being about four and a half million dollars a year. The principal catch is herring, which amounts to about $1,000,000 a year alone. Several large hatcheries devoted to fish culture have been established in recent years, and millions of fish fry are distributed every year in New Brunswick waters.

* * *

In mining, this Province, while inferior to some of the others, has several valuable deposits of mineral wealth. Coal is found in the southern portion of the Province, and is being worked in Queen's and Kent counties. Albertite is mined in Albert county, oil wells are located in Westmoreland, iron, copper ore, nickel, antimony, galena, manganese and graphite, also exist.

* * *

There is an abundance of limestone, many valuable deposits in St. John county being worked at a handsome profit. Gypsum is extensively quarried in Albert. Large quantities of granite, marble, freestone and slate are taken out. Mineral springs and salt springs are being operated at a profit.

* * *

The great manufacturing industry of New Brunswick is the conversion of the lumber of the Province into deals, boards, clapboards, shingles, and similar articles. This industry employs hundreds of sawmills and gives employment to many thousands of men. The Province contains five pulp mills for the making of chemical pulp, all established in recent years. There are five cotton mills and several iron foundries.

* * *

The manufacture of nails is carried on extensively. Boots and shoes are made in a number of places, as are wrappers, paper boxes, woolen cloths, candy and soap. There are also several furniture factories and carriage factories. Although no figures are available, it is conceded that the Province has made a steady advance in its manufacturing industries.

* * *

The Province is well served with railways, the I.C.R. and C.P.R., together with numerous branch lines, tap its various sections, while the G.T.P., now under construction, and the proposed St. John Valley Railway, will, no doubt, open up more of the country and develop its various resources.

* * *

The value of the imports of the Province during the fiscal year ending June 30, 1906, was $8,886,409, and the exports for the same period was $23,-267,348 in domestic goods, and $281,605 in foreign, not including United States products sent through St. John valued at $8,796,664, thus making St. John's total exports $27,131,788.

A GROCERY DE LUXE

Quarter-cut Oak, Plate Glass in Profusion and Tin-Lined Bins Soon Pay for Their Cost in the Class of Business They Attract.

The satisfaction that accrues from doing business with the best class of trade in a store that corresponds in fittings and general effect with the houses of its customers, must be considerable. If so, R. H. Stewart, whose store is at 599 Sherbourne street, Toronto, ought to be a happy man. With solid quarter-cut oak counters, shelving and fittings, with plate glass galore, with tin-lined bins, and with the latest in accessories, he has an edition de luxe of a modern grocery store. The store is even fitted with exposed oak beams in the ceiling, and the office fittings look as though they had been built for a bank. The photographs appearing herewith will show the details in a more adequate way than any verbal description. The fittings were manufactured and installed by Jones Bros., Toronto.

Entering the store, one comes face to face with the confectionery department, the goods of which are displayed on a large mirror-backed chiffonier and in glass-fronted compartments under the counter. Only the best class of goods is carried, and the profit on these is found to be remarkably good.

This idea of glass-fronted compartments under the counter is carried out for the full length. It is a remarkably good idea, providing for an effectual display of soilable goods without ex-

The Acme of Luxury in Grocery Fittings.

Quarter-Cut Oak Shelving for Canned Goods.

posing them to the ravages of flies and dirt. Behind the counter, underneath the shelving, is a row of tilting boxes, all tin-lined. Above these is a row of spice boxes, and above this, again, the shelving which is filled with general package goods, extracts, etc.

The shelving on the other side of the store is filled with canned goods of the best lines, of which the store carries an enormous stock. Below this is another row of tilting bins, and also a row of smaller drawers, all of quarter-cut oak and tin lined.

At the rear of the store is the refrigerator, built with three separate compartments, the ice supply being put in from the warehouse outside. Across from this a cosy little private office has been fitted up.

The general office is situated conveniently near the door. Unfortunately it is not shown in the photographs. The front is fitted up with plate glass and bent brass, like a teller's window in a bank, and the desk and filing devices inside correspond. Two telephones on two separate lines are supplied here, and very frequently they are both in use. A very large proportion of Mr. Stewart's business is done by telephone, and this system seems to be growing more popular every year with the best class of trade.

A couple of special movable fittings deserve special mention. For instance, the store's line of fancy biscuits is carried in two frames, which can be shifted, as desired. Each frame contains four long tilted boxes in tiers, each box being covered with a hinged glass cover and arranged to hold six tin boxes of standard size. A large double-decked table near the door provides room for the display of any special lines, and the goods on this give many a hint to the incoming customer.

In keeping with the fittings, the store is heated by a number of hot water radiators, placed in out-of-the-way corners, and to facilitate the handling of barrels and boxes, a hoist runs from the warehouse in the rear to the cellar below the store.

GROCERS AND GROCERIES IN CHINA

Conditions of Trade in the City of Shanghai.

European Foodstuffs of all kinds stocked in abundance.

"Why, yes," said a lady who is quite conversant with affairs in China, "several of the stores in Shanghai are just as up to date in appearance as the one shown in the photographs you have there. When you consider that there is a population of 11,000 English people in the city and that these are all pretty well to do, you can see that there must be quite a demand for English and American goods," and that English methods will be likely to prevail to some extent.

"I have bought groceries time and again from Dunning & Co.," our informant went on, "and have found them most satisfactory to deal with. Their store is quite large and of three stories in height. In the ground floor they handle chiefly groceries. The second story is devoted to hardware, of English and German manufacture, and a line of American typewriters is also handled.

English Firms and English Goods.

"The other stores? Well, there are two other large English firms doing business in Shanghai in buildings just as good as Dunning's. These are Lane, Crawford & Co., and Mustard & Co. These two are old established firms having been in business there for twenty or thirty years. The Dunning business has changed hands several times and has been under the present control only about ten years.

"Several Chinese firms as well, who are quite up to date in store methods, handle British goods. The names of a few of these? Well, I'll have to spell them for you. 'Paw Chong,' for instance, and 'Wen Dah,' are two of the largest of them."

Chinese Groceries.

"What about the real Chinese grocery stores?" inquired The Grocer representative. "Are they distinctively groceries, as they are in this country?"

"Oh, yes," said our informant. "In Shanghai there are thousands of them, little places, a good many of them, on street corners as they are in Toronto, which supply the Chinese people with characteristically Chinese goods. In later years, however, the influx of European people and methods is having such an effect that the character of these goods is changing considerably, and the demand for European goods among the natives is becoming marked."

"Are the names of these stores as peculiar as those of the laundry men here?" was the next question.

"Quite as peculiar," with a smile. "They have just the same 'Lee Sings' and 'Chong Hos' in Shanghai as you see here. These small stores, too, do a good deal of business, though, of course, according to Chinese method, one has to use the 'beating down' system for anything they buy. It is perfectly ridiculous to what an extent this system prevails. Usually one can buy an article from 100 to 200 per cent. below the first price quoted."

Well Stocked Stores.

"What about the goods in the English stores?" inquired The Grocer. "Can one live as we do in Canada?" "Well," was the reply, "if the people are willing to pay a little more for it, and most of the Europeans in Shanghai are well able to do so, they can buy about anything you can at the best stores in Ontario or Quebec. For instance, English canned goods, that is, meats and vegetables, and bottled fruits, are carried in abundance. Japanese canned goods are also creating quite a demand. Hams and bacons and dried fish are plentiful." The Grocer had already noticed the display of Swift's goods in the window. "English biscuits are procurable in all varieties," she continued, "arrowroots, gingers, cocoanuts, and even animal wafers, being on sale."

Fruits, Meats and Milk.

"Fresh fruit? Yes, they sell a good deal of that, too. Bananas and oranges come from the Southern Pacific and some oranges, of a more citric flavor, are grown in China. Vegetables are quite plentiful, cabbages, corn, beets, and sweet potatoes being grown near the city. Tomatoes and ordinary potatoes are not usually grown by the natives, but the climate easily permits of it.

"Meats? Well, you'll perhaps be surprised to know that fresh meat is considerably cheaper in Shanghai than in Toronto. We could buy beefsteak of a pretty good quality for 10c. per pound. Most of this is sold in the market, a large enclosed structure, but with no roof, filled with tiny stalls, where all the bargaining goes on.

"Where does the beef come from? Oh, you know the Chinese use the cow as a beast of burden, and on this account beef is quite plentiful. No, the natives don't ordinarily use milk, but a couple of large dairies in Shanghai supply the English people. The Mohammedans all through China also use milk and it can usually be obtained from them."

Canadian Trade.

"Are any Canadian goods sold in Shanghai?" asked The Grocer. "Not

An English Firm in Shanghai—Store Front of Dunning & Co.

ordinarily," said the traveler, "but a good deal of it is shipped in for the use of Canadian missionaries. The market may in time be developed, and Chinese trade ought to prove of considerable value to Canadian manufacturers of foodstuffs, if it was developed. Shipping charges would be somewhat less than from England. The English goods are so perfectly reliable that it is always safe to handle them. That is one factor which operates against United States goods."

"One interesting point for you," said our informant, toward the end of the interview, "is the fact that the Chinese make excellent sugar, cane sugar, that is. It comes in two grades; a white baking sugar, which is similar to our granulated in flavor, but is manufactured in large granules about half an inch in diameter. The other grade, which is very inferior, is of a brown color. These sugars are made in Hong Kong and Canton."

Window Dressing in China—A Display by Dunning & Co., Shanghai.

It might be interesting to note that the three English firms mentioned above all advertise extensively in the three English daily papers printed in Shanghai, and also in the less frequently published Chinese papers. How far the European movement has taken hold in that city may be judged from the fact that one of the issues of one of these dailies carries an ad. for a vacuum cleaner machine. Several advertisers, English firms, who occupy The Grocer's columns regularly are also represented in these dailies.

THE WESTERN CROPS AND THE BUSINESS OUTLOOK

For a decade to come, the year 1907 will undoubtedly be remembered in Western Canada as a year of great anxiety, nervousness and uncertainty. In the best of years the crops get on one's nerves. So much depends on them that not only the farmers, who are the men most directly interested, but the business and professional men in the western cities, and even in the east, watch the weather and crop reports during the critical season of the year with the keenest interest. During the months of August and September the crop reports and the records of temperatures throughout the west are the first things referred to by the business man in Winnipeg as he scans the morning paper while waiting for his coffee. The crops are on the minds of all classes of people and the discussion of the weather and weather probabilities is not merely a polite and tiresome commonplace of conversation, but a subject of vital and significant interest.

This has been a year of anxiety and uncertainty. The winter was the most severe on record and it was followed by a late, cold spring, which delayed seeding. The summer was none too favorable and the harvest was thrown more than a month later than usual. Naturally, there was great anxiety lest the first frosts should destroy the crop, and when it is remembered that owing to various causes this has been a year of world wide financial stringency it can readily be understood that business conditions have been none too favorable. For the first time in years there has been an undercurrent of pessimism in the west and business men lacked their usual confidence.

Twenty-five Per Cent. Shrinkage.

There has, however, been a marked revival of confidence since the beginning of the harvest. It is too early yet to do more than guess at the size of the wheat crop, but it is certain now that the crop was much larger than was expected two months ago. It is probable that Sir Thomas Shaughnessy was nearly correct when in the course of his annual report last month to the C.P.R. directors he estimated a shrinkage of about 25 per cent. as compared with last year. He added that there was a large increase in the production of the coarser grains and that in view of the high prices obtaining it is not unlikely that the western farmer will receive quite as much money for his 1907 crop as for his 1906. He might have added that in view of the fact that the crop is considerably smaller than last year it is likely to be handled much more promptly by the railways and therefore the farmer will not be compelled to wait so long as last year for the proceeds of his crop.

The Worst Days Are Over.

This, then, seems to be the sane and accurate view of the situation. Some districts have undoubtedly suffered severely and the business men will feel the pinch of hard times; but, taking the country as a whole, there has been a fairly good crop and the high price paid for grain will save the situation.

The days of general crop failures in Western Canada are over now, for the area under cultivation is too big to permit of them. In the early days, when the western wheat area was confined to the districts around Portage la Prairie, Brandon, and Virden, general failures were possible; but at the present time the wheat area extends over so many hundred miles of territory that such a thing is altogether improbable. The best proof is the experience of this year, the most unfavorable the world over that has been known for more than a generation. Western Canada has stood the test and her substantial crop, grown and harvested under the most adverse conditions, bears eloquent testimony to her great possibilities.

The general business situation in the west is therefore not unfavorable, in spite of the adverse conditions prevailing during the year. The money stringency has made it necessary to shorten credits and business henceforth will be conducted on a more satisfactory basis.

WINNIPEG'S FINEST GROCERY STORE

"Goods Well Displayed are Half Sold."

How W. H. Stone's new store, in Winnipeg, has been built around this maxim.

No grocer who is planning to build a new and high-class grocery store building should think of letting the contract or approving the plans until he has acquainted himself with the principal features of a few of the best stores in the country; and there are few stores in Canada in the same class with the handsome new store completed in Winnipeg last month for the W. H. Stone Company. For twenty-two years Mr. Stone has been actively engaged in the retail grocery business in Winnipeg, the firm being known for the first two years as Stone & Bryson. For twenty years Mr. Stone carried on the business in his own name, but simultaneously with the removal to the new store his nephew, Archibald White, was taken into the business and the firm name is now the W. H. Stone Co.

The new building is located on Main street, between Henry and Logan avenues, in the same block in which Mr. Stone has been located since he first started his business in Winnipeg. The location is central and well suited to a first-class business. Of late years the tendency in Winnipeg has been for retailers to remove to Portage avenue, but a careful examination of the situation convinced Mr. Stone that there is room for a high-class grocery in that particular part of Main street, and that it would be no mistake to erect in that block one of the best grocery stores in Canada.

The first impression of the visitor to the store is its bright, cheery atmosphere. It is a large store with a high ceiling, and particularly well lighted. The photographs for this article were taken on a very dull morning, but so light is the store, even on a dull day, that the photographs have shown up with remarkable clearness. Prism lights for a depth of several feet over the high doorways and extending the full width of the store a large skylight in the centre of the store and high windows in the rear, provide excellent light and do away with the dark corners that spoil so many grocery stores.

A General Description.

The store is 33 feet wide with a depth of 113½ feet, thus providing ample floor space for a large stock of groceries, provisions and fruit. A basement the same size provides ample storage room, and as it extends under the sidewalk, coal can be unloaded without any difficulty. On the ground floor, in the rear, there is a large shipping room, and a spur track runs past the door. There is, therefore, every facility for unloading goods coming in by rail. An elevator in the shipping room carries goods down to the basement for storage and up again as required.

The office is shown in the illustrations. It is more than three-quarters of the length of the store from the front, and, as can be seen in the illustrations, is reached by a stairway. The ceilings are so high that there is ample room for an office in this position. Here Mr. Stone has his desk, and, like the captain on the bridge of a ship, can over-

Winnipeg's Finest Grocery—Store Front of W. H. Stone & Co.

Winnipeg's Finest Grocery—Interior of W. H. Stone & Co.'s Store.

Winnipeg's Finest Grocery—Another View of W. H. Stone & Co.'s Store.

look everything that is being done. The office is not so easily accessible as to interfere with its privacy, but from his desk the manager can see everything that is going on, and when a customer comes in to whom he wishes to show some special attention, he can see her enter.

The store throughout is fitted with the latest fixtures, supplied by the Walker Bin & Store Fixture Co. These were made to Mr Stone's special order, and some little improvements suggested by him and fitted to the special requirements of his store, were made by the fixture firm.

Everything Under Glass.

As can be seen from the illustrations, the left hand side of the store is fitted with counters, while to the right are silent salesmen. On this side the bottled goods are kept in glass cases, where they are absolutely free from dust. The dried fruits and peels, bulk teas, etc., are kept in the bins, and make a very attractive display. The canned fruits, meats and vegetables are also kept on this side of the store.

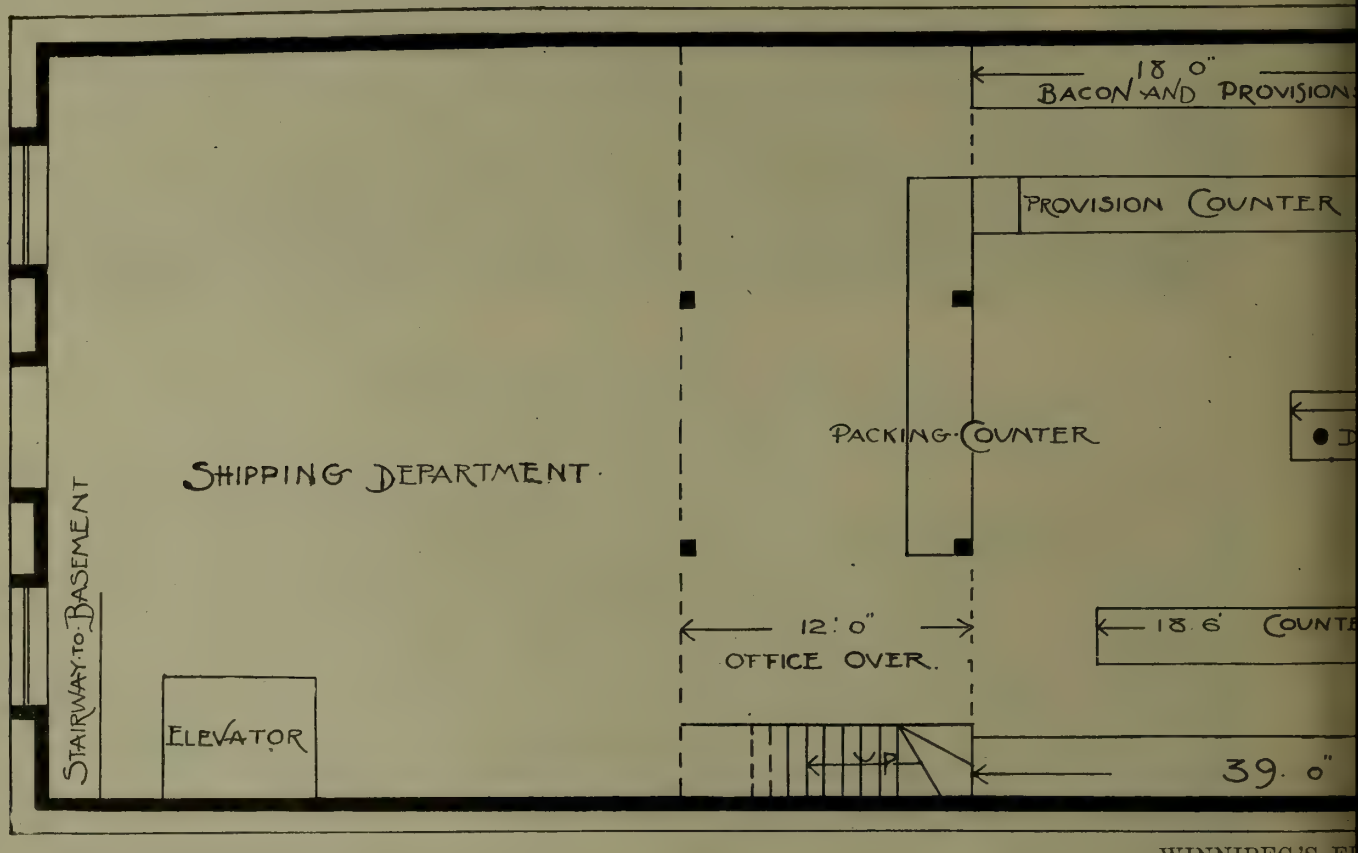
On the right, there is an attractive department devoted to high-class confectionery and fancy biscuits. The higher grade confectionery is displayed in handsome silent salesmen, while the cheaper lines are in the Walker bins, with glass fronts. The bins devoted to biscuits are so large that the biscuit boxes can be placed in them. In this way the tedious handling of biscuits is avoided.

Behind the biscuit department is the department devoted to provisions, smoked meats and bacon, etc. This is a department to which Mr. Stone pays special attention, and it is a profitable one. One clerk does nothing else but attend to this department, and he has every opportunity to make some very attractive displays.

Fruits and vegetables are temptingly displayed in the centre of the store.

To the rear and under the office is the order department, where all orders for delivery are made up. In this way the counters are always kept clear of goods. The delivery wagons are loaded in the rear.

In every respect, the new Stone store is a model of convenience, and its proprietor has every reason to feel that the investment of $40,000 has been warranted by the results obtained.



WINNIPEG'S FI

Floor plan of W. H. Stone & Co.'s elaborate new store, photograp

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The town of Aylmer has carried a by-law granting extensive concessions to the Canadian Condensed Milk Company.

OUR ENEMY, THE RAT.

And the Best Methods of Getting Rid of Him.

The United States Department of Agriculture recently issued a very comprehensive bulletin on "Methods of Destroying Rats," from which the following information is condensed. This should be read with interest by every retailer who is troubled with these pests and who wants to inform himself as to the best and quickest methods of getting rid of them.

Three kinds of rats have found their way to America from the Old World, but by far the most numerous, and on that account the most destructive, is the common brown or Norway species, which introduced itself in 1775. In the United States, this rodent is said to destroy more property than all other animal pests combined. In Denmark, the losses occasioned by it are estimated at $3,000,000 a year, while in France the total damage caused by rats and mice is placed at $40,000,000 a year. Copenhagen, in Denmark, has begun a war of extermination. A bounty of three farthings is offered for each rat tail handed in.

When it is considered that a single rat will consume about two ounces of wheat or corn in a day, and that the average

cost of feeding one on grain for a year is fifty cents, the loss occasioned by great numbers of these pests may be somewhat apparent.

The fecundity of the female is enormous. It breeds three or four times a year, and produces from six to twelve —occasionally more—young at a litter, the first brood appearing when the mother is but four or five months old.

The methods recommended for destroying rats are as follows : (1) Poisons, (2) traps, (3) ferrets, (4) fumigation, (5) rat-proof construction of buildings.

Poisons.

Barium carbonate, or barytes, is one of the most effective poisons known for this purpose, and possesses, besides, two distinct advantages : (1) Its action is sometimes simply spread on bread and butter. If the first supply fails to drive all the rats away, the process should be repeated, but with a different bait.

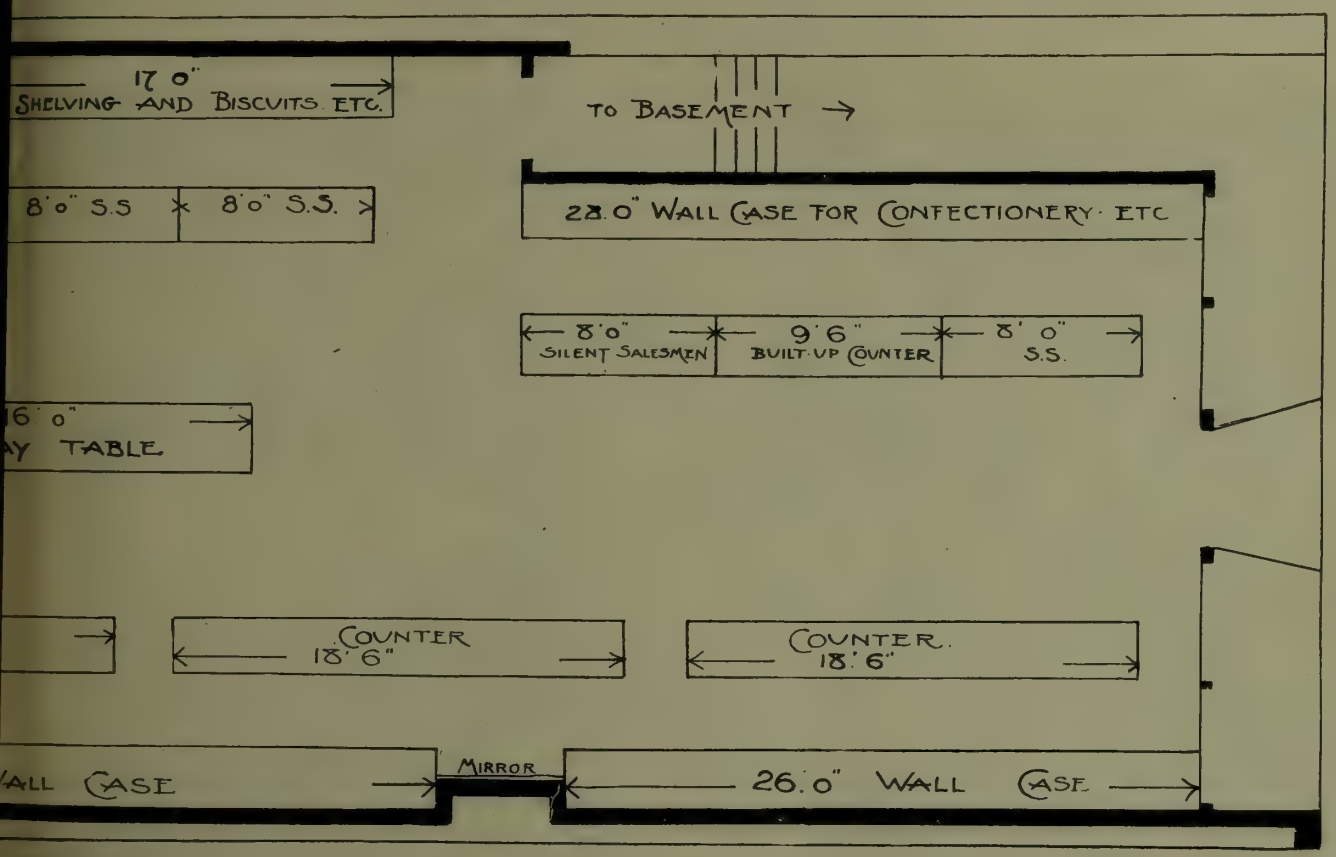
Strychnine is also an effective poison, but its action is so rapid that the animals often die on the premises. It may be prepared by putting the crystals in bits of meat, or by soaking oatmeal or wheat in strychnine syrup and placing it in the rat runs. To make the syrup, dissolve one-half ounce sulphate of strychnine in boiling water and add to one pint of syrup.

Arsenic and phosphorus are sometimes used, but are not to be recommended, as arsenic is occasionally ineffectual, and the rats may convey the phosphorus to different parts of a building, and thus cause fire.

Foxes, weasels, skunks, owls and hawks all destroy rats and mice, yet nearly all these animals are regarded as undiluted foes of the farmer and poultry man. It is estimated that rats destroy more poultry eggs and young chicks than all of these animals put together.

Rat-proof Construction.

The best way of keeping rats out of a building is to make it rat-proof with cement. The cellar walls should have concrete footings, and the walls be laid in cement mortar. Make the cellar floor of "medium" concrete, and embed all water and drain pipes in it. Rat holes may be closed by a mixture of cement, sand and broken glass. Poultry houses and granaries may also be made rat-proof by a liberal use of concrete in the foundations and floors.



GROCERY.

hich, with full description, will be found on the preceding pages.

slow, and the rodents usually leave a building in search of water before they die. Sometimes it is advisable to set out a pan of water where the rats may help themselves. The farther it is placed from their holes, the better. All wells should be carefully walled and curbed. (2) Although sure death to rats and mice, the small quantity of it required is harmless to larger animals. It may be fed in dough made of one-fifth barytes and four-fifths meal, or of ordinary oatmeal mixed with one-eighth its bulk of barytes, water being the mixing medium in both cases. Barytes is

If rats are in poultry yards or houses, the following plan may be used : Take two wooden boxes, one larger than the other, and place two or more holes in each large enough to admit the rats, while excluding the poultry. Put the poisoned bait near the middle of the larger box and invert the smaller box over it.

Traps.

There are several kinds of modern traps, those most commonly used being the "cage" and "guillotine" varieties. The latter is the best, as it kills the rodents at once. For bait, use bacon, sausage, toasted cheese, toasted bread buttered, sunflower or pumpkin seeds. It is well to feed the animals a night or two before with the same kind of bait which is to be used in the trap, as they are rather suspicious and may require to be thrown off their guard.

The Right-Process Company, of Barrie, consisting of local capitalists, has been organized for the manufacture of washing compounds, grocers' sundries and other similar commodities.

Comfort and Convenience in a Grocery

Plans and Description of Compact and Up-to-date Store and Dwelling Built by Ellis & Connery for Patterson Bros.

To combine business and home under one roof seems to be an almost ideal condition of affairs. Usually, however, the attempt to follow this plan results in considerable inconvenience in one way or another, either in the business or in the household arrangements. Grocers, generally, will be interested in the plans and illustrations presented herewith of a combined grocery store and dwelling recently built in East Toronto for Patterson Bros., which seems to secure the desired result without the usual attendant disadvantages.

The building, as will be seen, is of two storeys only, with an up-to-date store, office, warehouse and flour and feed room on the ground floor, and an exceedingly compact and convenient household apartment in the second storey. Roughly speaking, the building is about 96 feet long by 26 wide, while from sidewalk to roof of second storey the measurement is 29 feet.

The Store Proper.

The store itself is 45 by 26 feet, and in this space is stowed away, without the slightest evidence of crowding, all the departments of a general grocery business, including confectionery and tobacco.

On the east side a counter runs almost the length of the store. This is fitted down its whole length with glass-fronted show boxes for the display of standard lines of groceries and cereals. Underneath the counter and against the wall behind it are rows of tilting bins of the latest pattern.

On the west side of the store the counter runs only about half the length. Near the front on this side are two large silent salesmen—one for confectionery, the other for tobacco. At the other end is the refrigerator, a special one, by the way, built with three compartments, providing for the separation of meats, butter, etc. The shelving is of the latest pattern. One feature, that of tilting glass-fronted boxes to hold the regular sized tin biscuit boxes, is particularly effective.

The two pillars supporting the upper storey are, as may be seen in the plans, placed in the middle of the store, where they are practically no interference. In this case the architect has provided for covering them with four-sided mirrors, which take away the pillar effect, and at the same time throw many a suggestion into the customer's eye from all parts of the store.

Interior of Patterson Bros.' New Store, Toronto.

New Ideas in Display Windows.

The windows, one of the most important features in a store's equipment, are particularly well provided for. As will be seen from the accompanying engravings, the store front is entirely of glass. Beside the front alone, advantage has been taken of the corner location to provide for a side window, fully

as large as each of the front windows. It is thus evident that facilities for effective window display are exceedingly good. The window spaces inside are enclosed with other windows and roofed in at the top, a particularly good idea, by the way, providing against the entrance of dirt and flies. By another arrangement of ventilation a current of air is carried upward across the face of the plate glass, thus preventing the gathering of frost on the window. Above the window proper a good-sized area of prism glass provides for the interior store lighting.

Artificial lighting is provided for by the Pitner hollow wire system of gasoline. Nine lamps of 500 candle power each are provided, two of which are in the windows, and the system seems to have proved itself very satisfactory. "To have lighted the store by electricity would cost me $45 per month, on an estimate," said Mr. Patterson. "Under this system the cost will be not much over $6, and we'll have just as satisfactory lighting." The store, and, in fact, the whole building, is wired and piped for gas and electricity.

Exterior of Patterson Bros.' New Store, Toronto.

Office, Warehouse, Etc.

Directly behind the store is a cosy office, fitted with mantel and fireplace, giving sufficient room for an outfit of business furniture. The office opens again into a hall, which runs into the warehouse. In the rear of the office is a hallway, really part of the household apartments above, opening to the street and containing a stairway to the second storey.

The warehouse, which occupies the full width of the building, is equipped with a hoist which runs to the cellar, and with a sink and lavatory. From one corner a back stairway leads to the apartments above. A large sliding door in the west wall provides for the convenient receipt of shipments.

Facilities for delivery are also well provided for. A driveway runs the whole length of the west side of the store. A doorway from the hall immediately behind the store opens onto a platform over this driveway. Parcels are shifted from the store directly into the wagon with the minimum of handling.

The Cellar and Living Apartments.

A stairway from the hall immediately behind the store, runs to the cellar, which occupies the full space under the building. This, too, is very conveniently arranged. A wall divides it, the rear section giving ample space for storing potatoes, apples, oil and other goods, and the front section containing the furnace and coal bin, and allowing ample space for supplementary storage. Hot water heating is provided for, and the piping here is all asbestos-covered. The cellar all through is plastered and well finished.

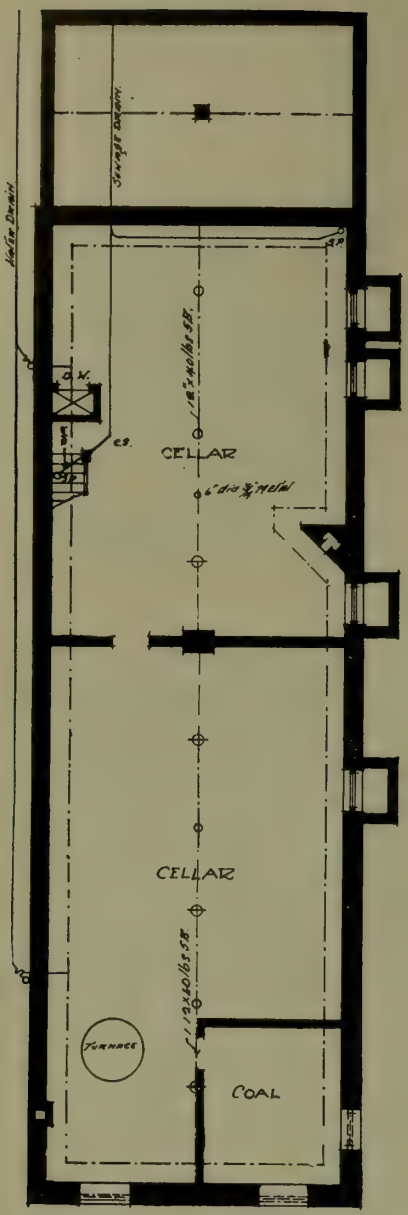
FRONT ELEVATION

The idea of compactness and comfort has been admirably carried out all through the building, but nowhere is it more evident than in the arrangement of the living apartments. The rooms are grouped about a long hall, which runs from a large parlor extending across the whole building, in front, to the rear. The convenient arrangement may be seen from the accompanying plan. Fine, roomy bedrooms are provided for, beside a cosy little den, which is fitted with a fireplace. The bathroom and closet, separate, by the way, are conveniently located, as are also the dining-room and kitchen. In the kitchen may be seen the dumbwaiter cabinet. This handy apparatus runs to the cellar,

REAR ELEVATION

and also has a door in the warehouse, thus saving many steps.

The extended windows in the dining-room and parlor allow for the placing of large window seats, which give the interiors a particularly roomy appear-



BASEMENT

ance. Both rooms are also fitted with mantels and fireplaces.

Since East Toronto has no sewer system, special provision had to be made for this important feature. This was done by means of a septic tank of good size placed at a distance behind and at a depth below the building. The sewage is run direct to this tank, and here the solids are disposed of.

Regarding the Cost.

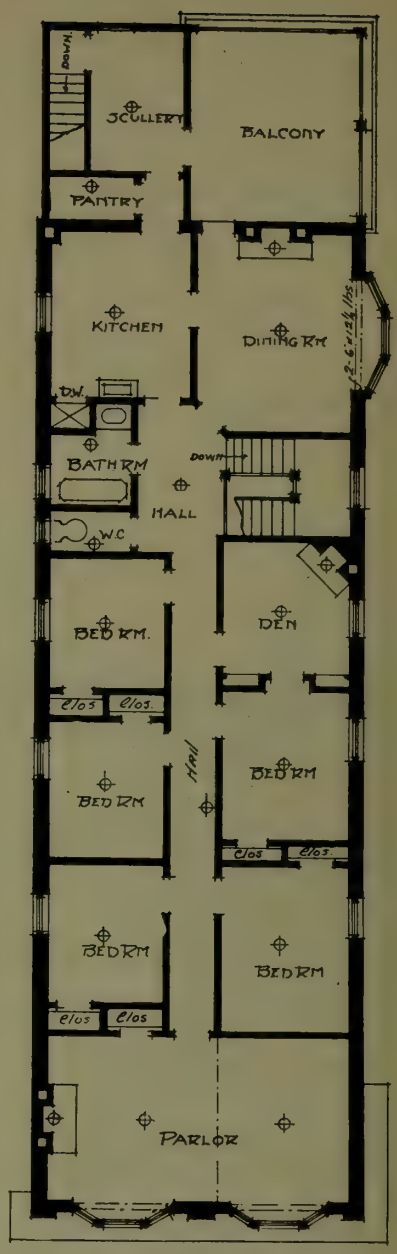
Grocers who are considering putting up a building at all similar to the one here described will be interested in a few figures regarding the cost, which Patterson Bros. have kindly furnished:

Building only, store and household apartments	$6,500
Heating plant for store and dwelling	900
Store fixtures, including refrigerator and coffee mill	1,000
Lighting plant and fixtures	100

These estimates should give a pretty satisfactory idea of what the building and outfitting of such a store would cost in almost any part of Canada. In some districts, of course, labor is much cheaper and a considerable margin might be cut off on that account, but, allowing additional charges for freight and handling on contractors' material, the cost would probably work out at about the same figures.

About the Proprietors.

Sons of the Patterson family have been conducting a grocery business on the corner which the new store occupies for twenty years. The present proprietors, two of the brothers, J. L. and R., have not been grocers quite that long, but they have seen East Toronto and the district adjacent, grow up to its present busy condition. Naturally this growth has brought the firm a good deal more business than they started with

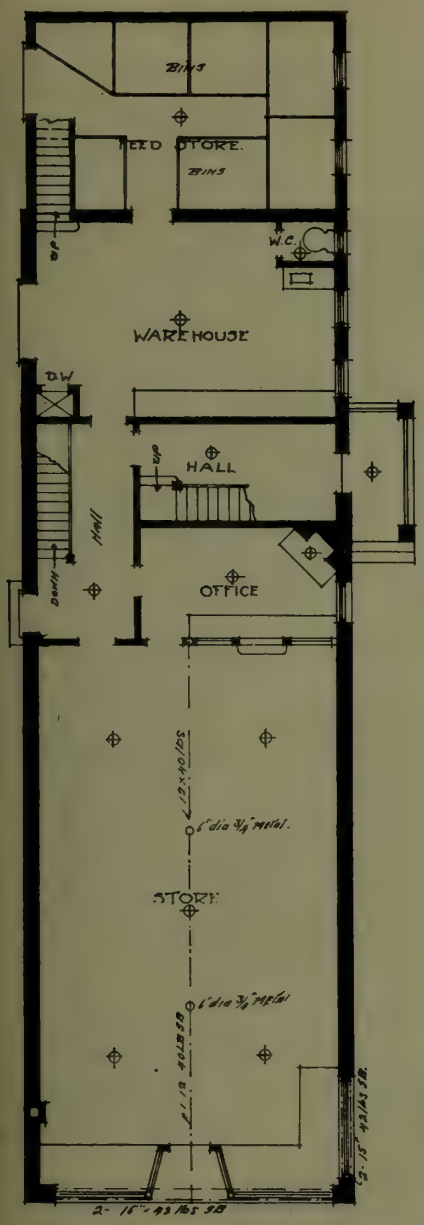


FIRST FLOOR

SIDE ELEVATION

and caused the expansion here described.

The old store was in a low and rambling building, and latterly had become a particularly good example of how a large business could be done in little space, though this was accomplished with a good deal of discomfort. When the new building was contemplated, the old store was moved to the rear of the



GROUND FLOOR

large lot owned by the firm, and business was carried on there while building was in progress. Naturally, the proprietors are very glad to get into the new structure.

J. L. Patterson one of the brothers in the firm, has a home on a neighboring street, but R. Patterson, the other member, with Miss Patterson and two brothers who are employed in Toronto, both of whom, by the way, were former members of the firm, will live in the new home.

The Architects.

Ellis & Connery, whose offices are in the Manning Chambers, Toronto, were the architects of the building, and to their personal supervision during construction is due in a great measure the excellence of the finished structure. The firm have designed several of Toronto's most up-to-date bank buildings and have to their credit some of the finest houses in Ontario.

A CHRISTMAS TREE.

An attraction which is always good for the Christmas season is to place in the window a handsomely decorated Christmas tree. Colored electric lights may be used, of course, if you have them; if not, you can do quite as well without. Announce that every purchaser to a certain amount will be given a present from the tree. These presents should be wrapped and piled up at the foot of the tree. A few presents of considerable value should be included. Each bundle should contain a small slip or folder advertising some specialty of your own, also a few words to the effect that you trust they will be pleased with their present, and that you will receive a call from them again whenever they want drug store goods or especially prescriptions filled. Clerks should have a general idea of what each package contains so that they can make an appropriate selection when handing out a gift. The pile should be replenished each morning, and your stock of "presents" so managed that something new will come along from day to day. The expense of the scheme may be varied to suit by running only as many days before Christmas as you think best. This should be an excellent advertisement, as there are always crowds of people on the streets at this season, and a "tree" will always attract their attention.

THE MILK IN THE COCOANUT.

The search for the "milk in the cocoanut" has been going on among the world's brightest minds for countless ages, but in a commercial sense the man who actually has it on his hands would be thankful if someone would show him how to get rid of it with some profit. Said a cocoanut trader the other day:

"It seems a shame that one of the most wholesome and most accessible products of the cocoanut, the milk, goes to waste entirely because thus far none of us has been able to find a way to make use of it our profit. Every day we break up thousands of cocoanuts for the meat, millions in a year, and every one of them has a pint or more of sweet, nutritious milk in it. We manufacture the meat into an edible form, the shells are ground up for a variety of purposes and even the husk is used in one way or another, but the gallons and gallons of milk go entirely to waste. We have tried bottling it, but there appears to be no demand for it, and we have tried to boil it down into a syrup without satisfactory conclusion, yet we know that there is nutrition in the liquid and that it isa delicacy. If someone will only find some way to utilize it 'there's millions in it.' To-day we are letting it run waste by the barrel."
—Journal of Commerce.

PURITY AND CLEANLINESS.

A firm manufacturing cocoa loans to retailers who handle its brand an interesting card for store display. This device has attached seven small glass receptacles. The first contains cocoa beans as they come from the pods, while the others show six different kinds of refuse that are separated from them in making the firm's cocoas—cocoa bean shells, shell dust refuse, light refuse, dirt refuse, fibrous refuse and the germs or sprouts of the cocoa bean, which are hard, woody, indigestible cores, never ground up in this brand. Appropriate text briefly tells a forceful advertising story of purity and cleanliness.

YOUNG CUSTOMERS.

It pays well to go after the trade of the school boys and girls, not so much because it is so very profitable in itself, as for the reason that the sale of school goods gets the youngest shoppers into the habit of coming to your store. It gives the dealer a chance to get acquainted with them all and to be able to call them by name. If they are properly treated, they will keep coming and become regular customers as they grow older. There is no class of trade that repays attention better than the children's trade. There is no class of customers more discriminating and appreciative than the youngest.

An excellent means of getting the trade and the good will of the school people is to make prize offers to the students. One that will get ready responses is to issue a card with an outline picture upon it and offer prizes for the best colored copies returned. Make the prize list long, rather than short, and elaborate. Another idea is to offer a prize or series of prizes for the best compositions upon some article of which you can make a good window display. Such schemes get the teachers to assist you and take an interest in your business. They will urge the students to compete.

CROCKERY AND GLASSWARE

Illustration and Description of some of the Latest Goods—Hints for Crockery Department.

The grocer who devotes any attention to crockery will be interested in the photographs reproduced on this and the following page, which show, not only some of the newest of the year's goods, but also methods of display which might well be followed. The photographs are of the interior of the store of Myott, Son & Co., at 785 Yonge St., Toronto, and some of the goods on display are, by the way, special lines which were described, previous to importation, in The Grocer's Special Spring number.

In the first photograph, the table immediately in the foreground, shows a line of very handsome hand-painted French china in exceedingly delicate shades. On the tables behind this are shown lines of foreign novelties and some standard English goods.

On the shelves of the stand to the left may be seen samples of the new Norse pottery, which are reproductions of the bronze utensils recovered from the graves of the ancient Norsemen. The glazed metallic surface of this ware represent the old bronze surfaces, while the lines and surfaces inserted in green, supposedly represent the verdigris-filled crevices in the original vessels. These goods come in various form, such as jardinieres, vases, biscuit jars, flower bowls, etc., and are so unique and taking in character that the demand for them is great.

At the top of the photograph may be seen a plate-rail, which runs entirely around the store. This has proved itself a very valuable means of display. "The grocer who runs a crockery department," said Mr. Beddlington, manager of the store, "would do well to add a plate-rail to his equipment for display. It will show up odds and ends which would be seen nowhere else, and time and again would be the means of disposing of an article which in any other place would be unsaleable." The effectiveness of the plate rail in this establishment may be judged from the photograph.

In the second photograph the main table holds a comprehensive display of German and Austrian china. Attached to the pillar in the foreground are samples of a couple of new and novel lines, which are becoming exceedingly popular. At the top is shown a picture in frame, a copy of a famous painting, which is here reproduced, in tiles. The six tiles composing the picture may readily be seen in the photograph. These tile-pictures are used for wall panels and mantel decoration and practically any picture may be reproduced in them. For mantel decoration they are particularly suitable, for subjects are used which may be run continuously up one side, across the top and down the other panel of the mantel.

Below this tile picture may be seen two hand-painted placques, a line of goods which is also much in demand at present.

At the top of the photograph, to the left, appears another novelty—pewter spoons in suitable antique holders. These are very attractive and are good sellers.

A line of ware just now being introduced and which will probably be exceedingly popular, is that what is known

French China and European Novelties for the Crockery Department.

as fireproof cooking china. The ware comes in sauce and frying pans, stewing dishes, and smaller utensils in particularly pleasing shapes. The chief advantage of the goods is that food may be cooked in the vessels and brought in them directly to the table. They will not burn nor discolor as do the metal goods ordinarily used for the same purpose, and besides, are much more easily kept clean

may be frequently induced, by means of a well-planned display, to purchase pieces even of considerable cost. It is quite worth the while of any grocer who boasts a china department to keep in touch with what is newest in this line.

NEW FAMILIES.

In the small town, it is easy to keep track of the new comers and send them advertising matter when they first get

printed folder ready to mail to these people when they first arrive, giving them an idea of the sort of store you run. We would recommend sending them a nicely gotten up announcement first, simply welcoming them to town formally and offering the services of your store without going into any detail. Then a little later this could be followed by the folder giving more complete information regarding your stock,

Interior of One of Myot & Son's Show Rooms, Referred to in This Article.

The demand for fine china is becoming much greater in Canada. Almost every home has a few prized pieces of really good ware and the householder

located. It pays to keep a list of such families, taking it from the local papers, and send them advertising upon their arrival. You ought to have a

etc. At all events, it is easy to get these new families to come to your store once, and if they come once, it is your own fault if they don't come back.

ARE CANADIAN MANUFACTURERS LOSING GROUND?

The present demand for Canadian-made goods is enormous.

So far Canada has not kept pace with it.

The retailer will naturally welcome the American manufacturer if the latter can supply the goods at a reduced price.

Are Canadian manufacturers keeping abreast of the times? This is a question which many of the business men of the Dominion are asking themselves. Times are good—everyone admits that—yet prices on Canadian-made goods are soaring up, up all the time. And why is it many houses report a shortage of goods? Well, some say, the demand is greater than the supply, that labor is scarce, and, consequently, dearer, and that there are many other changed conditions that all add to the increased cost of goods. And if you ask why the demand is greater than the supply, the answer is that consumption is greater, much greater, than it was three years ago, the population of the Dominion has increased with remarkable rapidity, and, in short, that goods are being consumed faster than the manufacturers can produce them.

This is about the way these questions are being answered; if any reader wishes to test their accuracy, just let him put a few leading questions to a manufacturer, commercial traveler, or anyone connected with a manufacturing business, and the replies to his questions will be practically as stated above.

But the thoughtful man will not be satisfied with this. He will say it may be very true, and is all right, as far as it goes, but the main points in the case are that there is a greater demand for Canadian-made goods than there ever has been in the past, and that the manufacturers have not increased their producing capacity to enable them to cope with the increased demand for their respective articles of commerce.

Many people will argue that no one could foretell the demand would be so great, and that no manufacturer would be justified in increasing his plant and staff, etc., until such time as the actual increase in his business warranted him doing so. This argument is good, up to a certain point, but the present state of affairs has been in existence for some time, in fact, very much longer than it should have been, and there is no disputing the fact that the manufacturing companies and associations, etc., have not neglected to raise their prices and are very much up to date in this respect.

This state of affairs is bad for Canadian manufacturers. Labor is scarce, because the cost of living has increased twelve or fifteen per cent., and wages have not been correspondingly advanced, and, in many instances, not advanced at all. As a result, the laboring men have been forced to look for something whereby they could better their condition, and many of the men that were before content to work for wages, have now in a small way entered some kind of business or occupation of their own which they find more remunerative.

Wanted—The Right People.

What does the outsider see and hear of the situation? The Government, business men, the manufacturer, the farmer, and, in short, everybody, is trying to induce more people to emigrate to Canada, and everyone is ready to acknowledge that what we want is more people. But the ones that do the real advertising are the people of moderate means, who are striving for something more than a mere living. They write a heart-to-heart letter to their friends or relatives across the water, or across the border, as the case may be, and they tell the exact facts; bearing in mind the present condition of affairs, what can they say? Something like this:

"Things are pretty lively here just now, but the cost of everyday necessities is increasing all the time, and if things keep on the way they are, we shall not be able to make a decent living soon. It is all right for the man in business, but the working man has no chance to make more than a mere living. So I guess you had better remain where you are for a while till we see how things turn out here."

This is about the way one friend writes to another, and, as a result, many good people are kept away.

The Man Who Benefits.

But there is one class that will be attracted by the present condition of affairs, and that is the American manufacturer. He will be quick to grasp the situation, and, if the Canadian manufacturer wants more competition, he is surely going to get it. Many business men—the retail grocer among them—are likely to extend a warm welcome to the man that steps in and lowers a few of these "Alpine" prices. It is the retailer that in many ways has to bear the brunt of the burden, for in many instances he cannot raise his price to correspond with the wholesale advance. Even if he does, he has to make explanations to his customers, and all these things do not help to make business run any more smoothly. It will be only natural, therefore, for the retailer to patronize the manufacturer who makes things easier for him.

Any business man who has had the experience of dealing with the general public, and has found it necessary to be continually advancing his prices, will know what a joy it is to be able to say to his customers, once in a while, that such and such an article has taken a drop. So I say again, that the retail merchant will extend the "glad hand" to the manufacturer that steps in and "knocks a little bit off the top."

Canadian Quality.

In regard to quality (speaking from a grocer's standpoint), it will readily be admitted that the Canadian manufacturers are well to the front, and the large majority of houses are endeavoring to maintain a high standard of quality. These same houses deserve to be highly commended for so doing. A great business may be built on a foundation of quality, but exorbitant prices will some day bring it to a standstill, whereas the business along side with quality and moderate prices combined, will develop with remarkable rapidity.

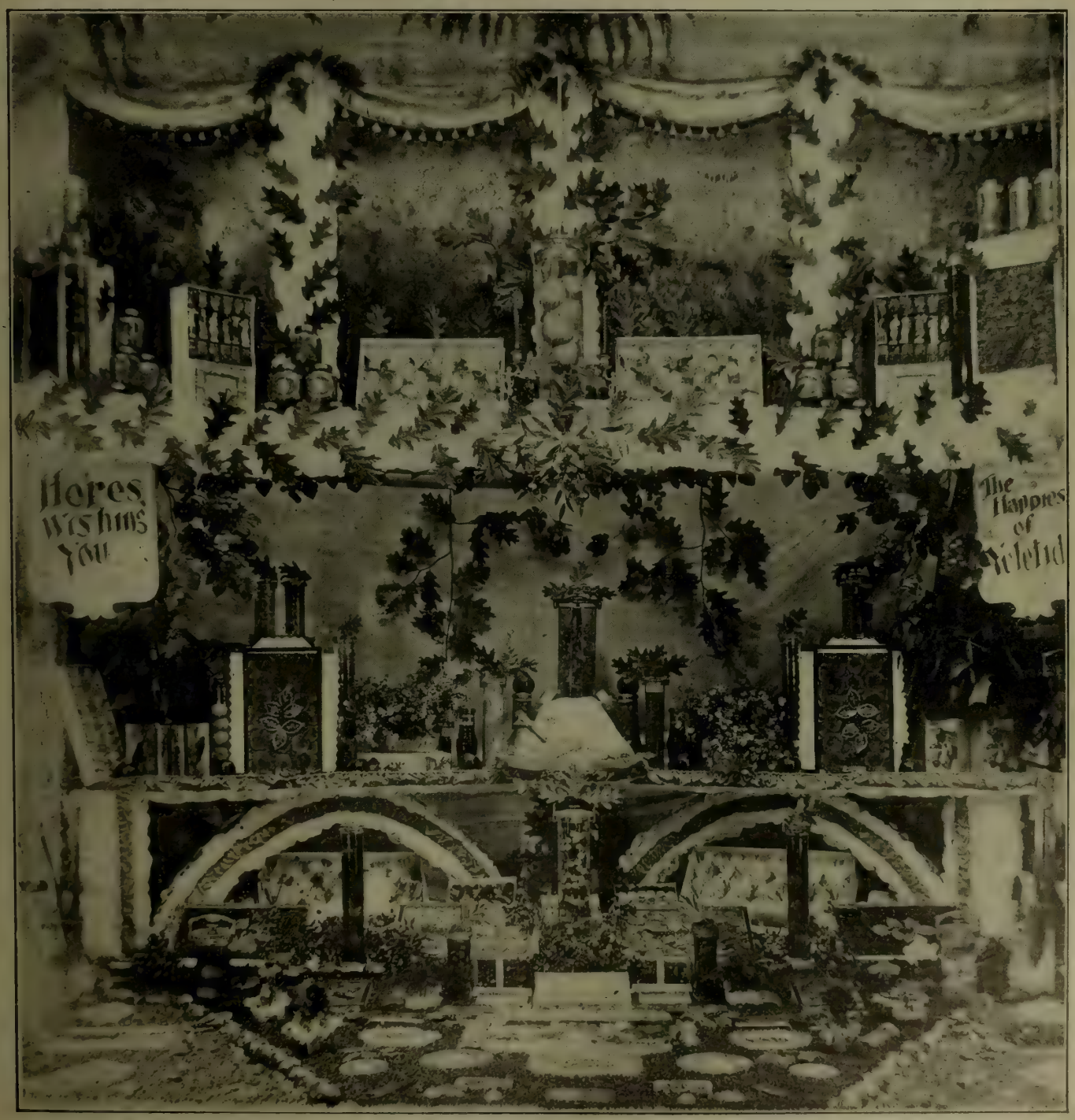
Consumption is another point worthy of a little consideration. Some business men claim that high prices do not tend to lessen the consumption of an article provided it be an article of every day use and not a luxury. This may be the case if all goods are correspondingly high in price, but single out and advance the price of any one line of goods and the decrease in the sale of that particular line will at once be noticeable. For instance, if the butcher advances the price of fresh meat, the grocer immediately finds a greater demand for such goods as can be used in the place of meat, such as bacon, eggs, cheese, canned meats, fish, etc.

Last, comes the question of importation of foreign goods. Undoubtedly, high prices of home products, increases the importation of foreign goods to compete with them, and this, naturally, is a state of affairs that all Canadian business men wish to discourage. It is a recognized fact that this is one of the most serious questions the manufacturer has to deal with, and it does not require an old business man to remember the day when there was such an outcry about merchants showing a preference for foreign goods. Lately, "Made in Canada" has been the cry, but how long it will last depends almost entirely on the Canadian manufacturers.

Prize Window Dressing

Winners in the Grocer's Christmas Competition—Window Dressing as a Fine Art—Three Valuable Examples of Carefully-Designed, Effectively-Arranged and Business-Bringing Displays—One From the Pacific Coast, One in the Heart of the Rockies and One From Ontario.

Around Christmas time of last year, The Grocer ran a special prize window dressing competition, open to every grocer in Canada. The result was that the office was for many weeks overwhelmed with photographs of windows of every size and description, ranging all the way from good to bad, with many indifferent ones in between. The response, while exceedingly gratifying, was also somewhat embarrassing, for the judges, according to their own account, passed many restless nights before they could arrive at a decision. The winners were published in February of this year and attracted a great deal of attention. These issues are now, of course, long out of print. Since that



Christmas Window Dressing Competition—The First Prize Winner.

time we have received so many requests for their reproduction that we have now no choice or desire but to accede to the popular demand, and meet the wishes of our subscribers. The three photographs following are the first, second, and third prize winners in the competition referred to above.

The first-prize window hails from "the coast," its home being Victoria, and it was trimmed for Dixi H. Ross & Co. by H. O. Kirkham, one of the eighteen clerks employed by the firm. The Victoria papers took notice of it, as well they might, and visitors from the east in Victoria at the time were loud in their praises of it.

The centre of the ground floor display is formed of the best quality currants, inlaid with boxes of crystallized fruits, ginger, stuffed dates, Jordan almonds, Smyrna figs, bottles of cherries and extracts and other good things, with a centrepiece of finest Malaga clusters. On either side of the currants, divided by rows of orange, lemon and citron peel, are golden sultanas, and set in these are boxes of glace cherries, crystallized angelica, plum puddings and fruit cakes in tins, and numerous other little boxes of Christmas dainties.

Farther back will be noticed large bottles of fruit in their natural condition. The centre bottle is "Royal Anne" cherries, the others are plums, pears, peaches, Logan berries, apples, grapes, and currants of all kinds.

The floor of the back part of the window is covered with large cranberries, and in these are set boxes of prunes, peaches, pears, nectarines, apricots, and figs, also fancy boxes of bonbon crackers, Christmas candles, etc.

The articles are not set straight, but diagonally, across the window, with a pillar at each end and one in the centre (which does not show very well in the photo). On these pillars above the arches, is a shelf, also diagonally set, with a centrepiece, on which is seen a 29-pound turkey. On either side of the turkey were placed bottles of corn on the cob, green peas, cranberries, etc. The rest of the shelf is filled with flowers and Christmas delicacies, making a very effective back for the window.

The arches and all the woodwork were trimmed with white puff-bunting, with strips of delicate green.

Natural plants and strings of smilax in the window produced a remarkably pretty effect and gave color to the window.

The upper part of the window was also something original. A shelf was constructed, circular at the ends and V-shaped in the centre, and on this shelf goods were placed. The frosted glass at the back was draped with white puffed bunting and autumn leaves, then under this shelf hung clusters of grapes and grape vines, and a bunch of mistletoe in the centre, also the cards with Yule-tide greetings. The side shelves and mirrors do not show very well in photo.

The Second Prize.

The second prize went to George Rogers, 830 College Street, Toronto, and even with the unsatisfactory photograph reproduced it is easily seen why he deserved it.

Perhaps the main feature of the display is the four wire cylinders placed at intervals across the window. These measured about one foot in diameter, the taller ones standing about four feet, and the others about two feet. The larger cylinders, containing almonds and walnuts, topped with apples and oranges, were made of a double thickness of wire netting—that is, a tube within a tube, the diameter of the one being two or three inches less than that of the other. Only the space between the two then required to be filled, although the appearance is that of a solid column of nuts. One of the remaining cylinders is filled with apples, while the other contains oranges.

The central pyramid is composed of E. D. Smith's and Goodwillie's preserves and jams, together with honey in the comb and in jars, arranged in layers, each tier resting on a sheet of

Christmas Window Dressing Competition—Winner of the Second Prize.

glass placed on top of the one below. At the right and left of the pyramid are smaller pyramids on the same plan, while two more are constructed of canned goods.

Boxes neatly covered with crepe paper and heaped alternately with oranges and apples are arranged across the window. Between these are cartons of seeded raisins, in pyramid form. These, with small bottles of flavoring extracts, are also used as fillers in other parts of the display.

In the foreground are boxes of figs and candied peel, with small heaps of nuts between.

In the foreground are boxes of figs green wreathing, hung perpendicularly, an inch or so apart, from a horizontal bar in the floor of the window.

Holly placed in every available corner framed in the whole display, and with a large tissue-paper bell hung from the ceiling gave the proper Christmas tone to the general arrangement.

The Third Prize.

The third prize winner, like the first, is a British Columbia window, and is that of Robert M. Hood, of Nelson. The display was designed and carried out by D. C. Wilson, of Hood & Co.'s staff. Without at all challenging the finding of the judges, we believe that had the photographer been more successful, the awards might have been differently arranged. Certainly Mr. Wilson has attained results of distinctive merit in window dressing and it is interesting to know that the window executed a markedly appreciative effect upon the firm's Christmas trade. The cherry reflection in the right pane of glass is that of the mountains. That is suggestive of Nelson's situation and some advantages.

The following description of the window is interesting :

The base of the window was covered with purple crepe paper liberally sprinkled with diamond dust, the latter showing up well against the purple.

Round the inside casing of the entire window was an evergreen trimming covering all visible woodwork and giving the window a seasonable frame.

Front Row—Peak, Frean's biscuits in long, narrow fancy ½-lb. boxes, placed in zigzag form, the spaces in front being filled in with a complete assortment of nuts.

Second Row—Open 1-lb. boxes of Dehesa cluster raisins alternately with open ½-lb. boxes of mixed chocolates, the centre of each half row showing fancy boxes of chocolates.

Third Row—Bulk chocolates, in 5-lb. boxes at either end, next a display of peels and between two long, hand-painted Japanese wickerwork boxes of chocolates were displayed two handsome bronze vases, the bowl loaded with Malaga grapes, cluster raisins and mixed nuts, the vase holding chrysanthemums in proper table style.

Behind the vases were pyramids of oranges, a pyramid of Heinz's apple butter, and also boxes of natural pulled figs and piles of Vienna figs in 1-lb. baskets.

Fourth Row—Pyramids of canned fruits with 10-lb. and 20-lb. boxes of Smyrna figs set in between and forming part of the background. The tops of the fig boxes were set off with miniature pots of holly, and two pyramids were topped with acacia palms.

Centre—Built in circular style, in front fancy chocolates, Tonee figs in bottles, behind a circle of package raisins, with pots of holly on top, the inner circle filled with Valencias, a fancy bottle of sauce set on top of pyramid. Open 5-lb. boxes of 9-crown clusters, hand-painted boxes of chocolates, open boxes of Fard dates, boxes of crackers; these interspersed by bottles of champagne cider completed the outer circle.

Behind and forming part of the background a mirror with Xmas greeting. The wall on the right hand was covered by a tall pyramid of tomatoes, a stuffed owl sitting on top, around and above it a dressing of evergreens. All the evergreens were sprinkled with diamond dust.

From the chandeliers was suspended a dove grasping trails of art flowers, which were carried to the four corners and drooped to the bottom, to the chandeliers, and behind to the mirror encircling frame of same, sprays of finest ferns drooped over mirror, Xmas bells hung from centres of chandeliers.

All the figs and dates displayed were encased with decorations, no bare box showing ; art trails fell from the tops of the pyramids.

The window was not overcrowded. Every article in it was seen to advantage and during the Xmas business it proved its attractiveness by being a great trade winner.

Prices on all the goods were advertised daily. Owing to the reflections of the mountains on the opposite side it was almost impossible to get a good photo of the window.

Christmas Window Dressing Competition—The Third Prize Winner.

HOW TO IMPROVE YOUR WINDOW

Neatly-written price-tickets assist the effectiveness of a good display.

The "Show Card Writer" is a little magazine that has just made its bow to the public. It is published in Poutiac, Michigan, by W. A. Thompson, and is described as "The only publication in the world devoted exclusively to show card writing." As an authority on those subjects which are comprised in the art of show card writing and designing, we should imagine it will eventually occupy a high place. The first number is full of good things, and contains much of direct interest to the retail grocer who writes his own cards and price tickets and desires to improve the appearance of his window by marking the goods displayed therein with more artistically lettered and thus more effective price tickets than he has hitherto had the ability to design.

"In the line of price tickets, says a short article in the paper referred to above, there is a big demand for neat and novel designs. No end of odd and peculiar shapes, such as triangles, circles, diamonds, crescents, stars, ovals, etc., can be quickly cut from cardboard and when nicely finished in colors are sure to attract attention and sell goods. There is no other advertising so inexpensive and at the same time so effective.

"When making special designs, always have separate patterns so that all tickets of the same style will be uniform. They can be made in any style or shape with pleasing results when not too large. Small square cards may be made very neat with either a plain border line or simple scroll in a light shade of paint, the figures brought out prominently and distinctly in black or other colors in full strength.

"All retail merchants recognize the efficiency of neat and distinct price cards in advertising and drawing attention to goods in the show window or on display throughout the store. Small price cards when attached to goods always appear larger than they really are by actual measurement. Try this a few times and you will discover that there is considerable study in making effective price tickets. After some experience any one can make a very small price ticket have more prominence than that which many card writers use—which is generally twice or three times larger than necessary. There is no end to the variety of work that can be done in this way and at the same time at a trifling cost.

"Common white cardboard, 6-ply, cut to the desired size or style, will give good results when using paint in strong and brilliant colors."

In the cut reproduced above are given examples of a variety of designs which may be used to good advantage and without much practical experience by any grocer or general storeman who will take the trouble to devote a little time to the work.

Eighteen Suggestions for Neat Price Ticket Designs.

A. P. Taylor, of John Taylor & Co., soap manufacturers, has been down in the Maritime Provinces for a week or so stirring up the company's representatives and incidentally laying plans for more business in that part of the country.

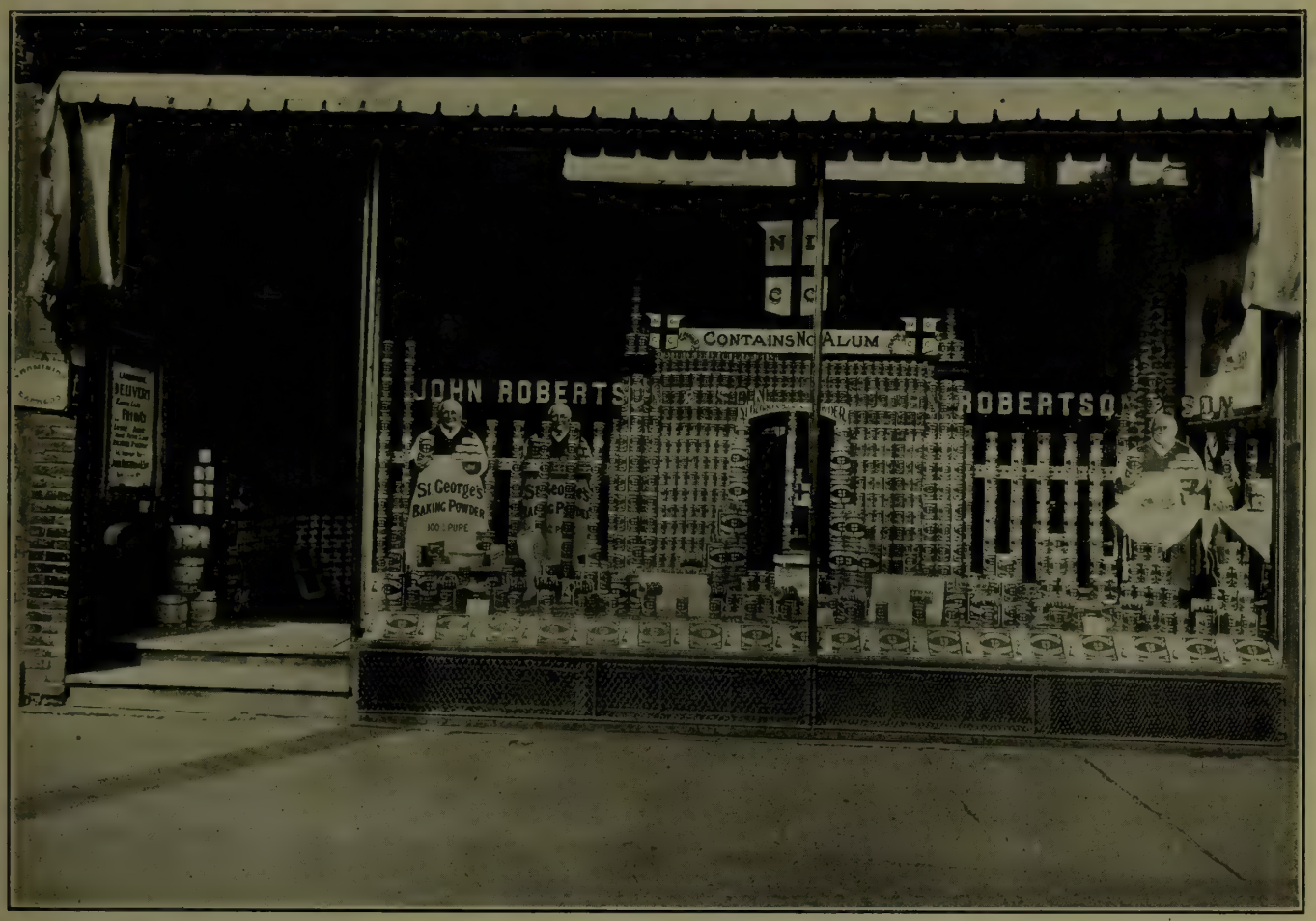
THE SHOW WINDOW.

The best window for a grocer in which to show his goods is one which is plain and even, with a large plate glass front. It frequently happens that the grocer's window has neither a plate-glass front nor an even interior. There may be columns inside of the glass. One partition may be straight and the other may run off at an angle. All of which the window dresser must needs take into account when he comes to arrange for his display.

If there are two permanent columns in the window, these should be made use of in making the display. If there is but one column another should be made for the display to correspond with it. Where one side is on an angle it should be made straight to correspond with the other side, or the other side should be made angular. As a foundation the window should be made to have its sides alike and the back should be made to parallel the glass front. With this for a beginning the trimmer may proceed in an intelligent way to create in his mind the general design he desires to follow.

Having conceived of his plan the decorator will get all of the fixtures needed for the display ready and putting them in place will go ahead with his decorations. This done, he may place his signs and goods in the window according to his preconceived plans.

It sometimes happens that having begun his display according to the general plan already conceived, many happy suggestions come to the trimmer. These he can make without in any way marring the whole design as it was originally created. These little changes, made as the window display is being developed, are likely to prove to advantage. All good trimmers work in this way, rather than bind themselves to the hard and fast rule of their original conception. It is like the artist who would paint a beautiful picture. He has in his mind just what he



An Effective Baking Powder Display

The window shown herewith was dressed by the National Drug and Chemical Company, proprietors of St. George's Baking Powder, for John Robertson & Son, one of Montreal's leading grocers, whose store is situated in the heart of the retail shopping district of that city. Messrs. Robertson are noted for their consistently striking window displays, and the one which is reproduced here should go a long way toward enhancing their reputation.

The National Drug and Chemical Company also deserve credit for the energetic and agressive methods which they are employing to bring St. George's baking powder to the attention of consumers all over Canada. Although this article is of comparatively recent introduction, branch houses have already been established in Halifax, St. John, Montreal, Ottawa, Kingston, Toronto, Hamilton, London, Winnipeg, Calgary, Regina, Nelson, Vancouver and Victoria. This window is the first of a series which the company propose running in all the cities in Canada, in conjunction with an immense poster campaign, which is now in full swing throughout the country. This is probably one of the largest baking powder campaigns ever undertaken in Canada.

This particular window display proved itself to be well worth the trouble expended upon it, the sales resulting therefrom being most satisfactory.

wants, but as he proceeds new ideas come to him and he puts them into practical effect. But this must not be carried so far as to destroy the essential features of the original design. It is largely in small matters of detail that improvements are possible and desirable to make.

The general rule of making an elaborate design, as followed by large houses that maintain a special staff of window trimmers cannot well be followed by the smaller merchant. However, it is well for him to conceive of a general plan of decoration, even if he does not go so far as to make a sketch of his conception.—Art and Science of Window Dressing.

attracting many new customers within the store.

TRICK WINDOWS.

People who are fond of humor are often led to believe that trick windows which express some humorous phase of business are very effective in drawing trade. Some ingenious men like to arrange a window so that it will, in a measure, at least, conform to some cant phrase or stereotyped trade line. For example, a man designs a soap window, and after he has his soap piled up he pushes some of it down or gets that effect of having soap lying about at the foot of the pile as though it had fallen. What the merchant wants is to attract buyers, not merely a crowd of curiosity seekers. There are thousands of foolish things a merchant can do to attract attention, but the only kind of attraction that serves his purpose is the kind that sends people into his store.

The best merchants in all the large cities avoid these trick or catchy displays. The cheaper houses resort to it frequently. The better class of merchants regard such window displays as tending to lower the dignity of their house. Sometimes one of them makes a mistake and is tempted to try the virtue of one of these humorous displays. It usually happens that he regrets his folly and does not try it again.

A. MacLaren Imperial Cheese Window Display, Dressed by R. H. Stewart.

A CHEESE DISPLAY.

The window display shown on this page was put in for R. H. Stewart, of 599 Sherbourne street, Toronto. It is composed entirely of jars of MacLaren's Imperial Cheese, and at night, brilliantly lit up, it had a most effective and unusually striking appearance. The window was dressed by Mr. Stewart himself, who is fortunate in possessing what is probably one of the finest grocery stores in the city. Photographs of the interior of his establishment are reproduced elsewhere in this issue. The window proved a winner from a selling standpoint, and was the means of

Then he puts in a card: "A tumble in soap." Or he puts a lot of goods in a balloon all ready to ascend. This he placards: "These goods are all going up. Buy now," and so on to an almost unlimited degree. Men can invent these catchy displays without hurting their brain much. But our advice to the good, substantial merchant is, do not do it. Leave this class of window trimming to the men who put young ducks or old foxes in their windows to attract attention.

These things do attract attention, to be sure. But merely attracting attention is not good window dressing.

There is no objection to bright signs with a touch of humor in them. But what is here meant to discourage are those cheap, extravagant displays that are devoid of real humor. Epigrammatic sentences are what the window dresser should strive to produce. Lines that are catchy in the sense that they are easily read and understood without an effort. Lines that make a lasting impression.

Leave the tricks and coarse displays and noise to the cheap stores. They are dime museum effects, and are out of place in a high-class store.—Art and Science of Window Dressing.

HOW SALMON ARE CANNED

Visit to a Modern Factory in British Columbia—Cleanliness is the Prevailing Feature.

In these days of inspections, reports of special commissions, "Jungle" books, and the commercial muck-rake, one is apt to think that the product of canning factories in general is, at best, but a second-class article of food, and accordingly, to be eaten only on rare occasions. In British Columbia canned salmon, however, we have a bright and welcome exception to this rule of recent years. If the salmon you buy bears a responsible British Columbia firm's label and the fish is of the last season's pack, you are assured of an article fit for any table.

The Start for the Fishing Grounds.

Having heard the usual stories in connection with the work in the factories being done only by Chinese, and this for particular and concealed reasons, I was prepared for at least some obnoxious odors in the near vicinity of the cannery. However, I made an appointment with J. J. Mulhall, manager of the Eagle Harbor cannery, and, accompanied by J. D. Broom, of Vancouver, we boarded the steamer leaving with supplies for the different canneries situated near the mouth of the Fraser river.

Typical Fishing Boat.

I confess to receiving a distinct shock when, at the first port of call, we discovered that a party of tourists had pitched their camp quite close to the cannery, and were apparently thriving upon their close proximity to what I had imagined would be a spot where "distance lent enchantment to the view."

The Eagle Harbor cannery is situated in a beautiful natural harbor surrounded by mountains and tall cedar trees, as shown in one of the accompanying cuts. Mr. Mulhall conducted us to the factory house, where we found everything as clean and sweet as a summer camp at Muskoka, the Chinese cooks being specially noted for their neatness. The fish was just being landed from the boats as we entered the cannery, and we, therefore, had an excellent chance to note the different processes through which the salmon has to pass before being ready for shipment.

J. D. BROOM, Vancouver, Salmon Expert.

The fish are first sorted out in piles on the floor, which is as clean as repeated washings can make it. The salmon are never allowed to remain long before being cleaned, and this insures good, firm fish in the tin. As soon as the fish are sorted, the head, tails, etc., are removed and the fish split open by the "finner," who passes them to the "cleaners," where the insides are removed and the fish passed to Indian women, standing in front of a long tank of water. Here the fish is subjected to a thorough scrubbing, both inside and out, and dropped into a second tank of salt water, where they are left for a short while.

Next the fish are put through the slicing machine, where they are cut into steaks the depth of the tin into which they are to be packed, whether it be flat or tall. From the slicing machine the fish is carried in boxes to the "fillers," who put the steaks into the tins, whence they are passed to the "weigher." Here trained eyes watch each tin, and any can which is not up to the standard weight is rejected.

The tins are then placed on a traveling belt, which carries them first of all

The Fleet in Tow.

to the crimping machine, which punches a hole in the top and puts the cover on entirely without human aid, and so firmly that the tins may be rolled along on the side without the top coming off. The hole is necessary to allow the steam caused by the hot solder to escape. They next pass through the soldering machine, all the time under such critical inspection that chances are very slim for a tin being improperly soldered. Then the holes in the tops are closed and the tins immersed in water, where any air-holes are discovered and the tins rejected. Next the tins are cooked for a half-hour at a temperature of about 212 degrees, when they are taken out and another hole punched in the top, which allows the steam to escape, and at the same time excludes all the air from the tin; after which they are finally soldered up and again subjected to an inspection under water, as shown in photograph No. 3. After passing through

Interior Eagle Harbor Cannery.

this satisfactorily, the fish is cooked again for an hour at a heat of about 240 degrees, when the tins are piled up and allowed to stand for some days, when every tin is once more subjected to an inspection in case any of them should swell. Finally they are laquered and boxed ready for shipment to the markets of the world.

We thoroughly enjoyed a meal from one of the largest fish caught, which was prepared in a very appetizing manner by the Chinese cooks. Late on in the afternoon the fleet was towed out to the fishing grounds by the tug in the manner shown in the accompanying photographs Nos. 5, 6, and 7.

Testing Tins Under Water.

The salmon breed near the source of the rivers, where the water is rough. The scenery in these places is usually very fine. Photograph No. 8 shows a typical mountain scene in British Columbia, a paradise for the disciples of Izaak Walton. At a certain age the young salmon pass down the rivers to the Pacific ocean, where they wander no one knows where. They return to their spawning ground after a certain length of time. It is a wonderful sight to see them jumping up falls eight and ten feet high.

The run varies each year; every fourth year the run is large, whereas the number of fish decreases during the next three. This season is the second, so that next season we may expect a very short pack indeed, when we remember that this year's pack falls far short of the average. Indeed, it is the opinion of several prominent salmon authorities that some, at least, of the canneries on the Fraser river will not be in operation next year, as the run may not be large enough to pay the expenses of operating. It has been said that even this year the Chinese contractors, who do all the hiring of labor, are losing money, and, accordingly, the writer noticed, the poor Chinese laborers get only two meals per day, instead of three, which they are allowed during a good season. It is also the serious complaint of British Columbia fishermen that the Americans are largely responsible for the noticeable falling off in the number of salmon of late years. It is to be hoped that our Government will look into this matter before it is too late.

The eastern Canadian agents for the Eagle Harbor salmon cannery are Messrs. Hayter & Scandrett, Toronto.

In connection with announcement of Chicago canned meat revelations and their possible effect upon markets for canned goods, the Minister of Marine and Fisheries ordered a committee of the British Columbia fisheries commission to investigate and inspect salmon canning operations and the salmon canneries from hygienic and sanitary standpoints. Hon. Mr. Brodeur received the report. It stated that the commission had made a thorough inspection of the canneries operating in the Fraser river district.

"We were accompanied by Dr. Fagan, of the Provincial Board of Health. Without exception we found conditions satisfactory. The salmon being packed were fresh from the cold waters of the Pacific, and were placed in the cans in absolutely fresh condition and in the most cleanly manner. We found no cause for complaints. The Provincial Government Board of Health maintained a continuous and systematic inspection of all the canneries last year. From our inspection we have to assure you that the salmon canned in this province is fresh and wholesome." The report is signed by Commissioners Sweeny, Babcock, and Brown.

THE RIGHT CHANGE.

One of the little things that comes up frequently between customer and clerk is disputing over change. Occasionally the net result is deadly to the store.

Eagle Harbor Cannery.

Many a good customer has been known to leave the store for good because of such a difference.

"I gave you five dollars," said the customer.

"No, ma'am, it was a two-dollar bill," says the clerk.

But the customer knows different and is sure she is right. And the clerk is equally sure.

You know how such differences arise. You also know they are well worth any little care and system that will tend to eliminate such disputes.

One of the best things yet advanced as a solution is to have the clerk always announce the amount of the coin or bill handed over by the customer.

Supposing the customer gives a five-dollar bank note in pay for goods. The clerk says immediately, "You gave me five dollars."

Where the Salmon Play.

Then if the customer thinks that the bill was larger, the correction can be made before it is too late. This is a simple little method, but it is very effective. Many city stores now insist that this be done in every instance.

FREE COFFEE.

"Free Coffee To-day," is the sign seen every Monday and Saturday, in a grocery store window in the vicinity of the shopping district. The astute proprietors are alive to the fact that these are the two days when the great army of shoppers are abroad in the land, and that tired mortals in the strenuous game greatly appreciate the refreshment of a cup of coffee. Goods are well displayed, and placards on every hand—silent but eloquent salesmen—tell of their merits. Thus the object of all good advertising—getting people into the store where they have leisure to study the goods while sipping their coffee—is accomplished.

USEFUL INFORMATION.

A good advertisement sure to be hung in a prominent place by housewives was recently given away by a western storekeeper. It consisted of a small, neatly printed card, containing brief notes of mail collections in his neighborhood, addresses of doctors, telephone numbers, street car service, and a list of all the conveniences at the disposal of the public in his store.

WHO'S WHO, AND HOW

At the Top of the Heap in Groceries

Examples of quality in human goods.
Graduates in the grocery trade.

Some men are born with a silver spoon in their mouths; but it is not these in whom the world usually is most interested. As in other walks of life, so in groceries—it is to the men who have spent a lifetime "getting there" that their fellow men accord the greatest measure of respect and interest. The following sketches are all typical of such men, and fairly representative of the qualities of brain and body necessary to achieve success in a business of which one, at least, of the subjects here presented, was a pioneer.

WALTER PAUL,

A Pioneer in the Retail Grocery Trade of Canada.

Sixty-nine years ago, in the little Scotch village of Killearn, in Sterlingshire, there was born one, who, in later life, was destined to become one of Canada's leading retail grocers.

Walter Paul conducts a business in Montreal which, for class of customers, volume of trade and quality of goods sold, is equalled by few retail distributors of foodstuffs in Canada.

Half a century ago he was just about completing his education in his native village. Of sturdy Scotch stock, (his parents lived on a farm) he did not spend his life from the age of reason to manhood in securing an education in school and university; but with a brave heart, after obtaining what learning he could up to the age of fifteen, he began to contribute to the support of the family.

In 1854 he went to Glasgow and there began his education in the grocery business. He entered the employ of A. & T. Buchanan, beginning as messenger boy. Young Paul soon proved to his employers that there was good material in him and that he was capable of development. As he increased in years and experience, promotion came his way, and he occupied more responsible positions. With the Buchanans he held all positions from the lowest to the highest. This firm he left in 1863. The Buchanans, by the way, now conduct a large confectionery manufacturing business in Glasgow.

An old Quebec grocer, Adam Waters, long since dead, offered Paul a three-year engagement, and, answering the call of a young country, full of future possibilities, he accepted. From that time he has always been closely in touch with the grocery business in Canada and his reminiscences of the olden days would fill many volumes.

Montreal in those days, as to-day, was a growing place, and the young Scotchman finally decided that chances of success were greater there than in the ancient capital. He joined the staff of Alexander McGibbon, who ran a business similar to that now conducted by Fraser, Viger & Co., which firm surceeded him. Always ready and willing, his eyes open, and alert in everything, Paul won the respect and confidence of his employers and gained rapid promotion.

WALTER PAUL, MONTREAL.

After having been several years with McGibbon, where he built up for himself a thoroughly good connection, the insistent demands of ambition resulted in his opening a store of his own on St. Catherine St., where the John Murphy building now stands. Here he labored night and day, with the assistance of three clerks, to win a place for himself in the grocery trade.

That he succeeded in his endeavor is beyond question. His business to-day, if not the largest in Montreal retail grocery circles, is at least equal to the best. By strict attention to business and by following modern and up-to-date methods, he has won a place for himself among the leaders in the retail grocery trade of the Dominion, while financially he has succeeded to the limit, probably, of even his ambition.

Since he started business, he has increased his volume of trade four-fold. Thirty clerks and drivers are now employed. Six delivery vans place his goods in all parts of the city, while he runs a Lake Shore delivery every week, sending provisions as far out as St. Annes.

He is about to open a new store at 80 University St., a step made necessary by increasing trade. Unlike most grocers, Walter Paul has customers in most every part of Canada. Not a week passes but large orders are shipped to particular customers in Halifax, St. John, Quebec, Ottawa, Toronto, and even as far west as Winnipeg. That he should command such an extensive outside trade speaks volumes for his groceries and his methods.

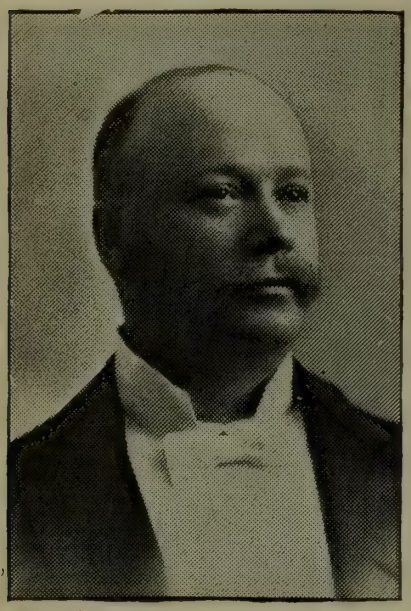
A big, well-built man, with prominent nose and chin, and steady, deep-brown eyes, his personality breathes a forceful character. An ideal retail grocer, who has studied his business and takes a pride in it, Mr. Paul is eminently a man who has cut his own path through the world. But although he knows his business to the last detail, he is not wholly wrapped up in it. He has time to devote to charities, as his modest bequests prove; the leisure to go in for church work, and the desire for further education. He is interested in several Canadian educational institutions, and is a member of the Board of Trade, the Business Men's League, and the Caledonian Society.

And how did he succeed in business? He answered the question in a few brief sentences. "I have made it a rule to handle nothing but the best goods, which I sell at moderate prices. I carry everything in groceries and never, under any circumstances, run out of a line. For the rest, I make it a point to pay strict attention to customers, to deal with them in a straightforward, honest manner, and by the quality of my goods and the treatment accorded my patrons, to induce them to return, and to make my store their Mecca of groceries."

ALEXANDER FRASER, MONTREAL,

A Success Won by Honesty, Ability and Perseverance.

Forty-one years ago a little Scotch lad in knee breeches, determined upon securing a position that would mean his start in life, applied at the offices of the Standard Life Insurance Company, St. James street, Montreal. The sturdy



ALEXANDER FRASER

youngster made an impression upon Mr. Ramsay, the manager, and he was taken on. For four years he earned his small but growing salary with the insurance company; then decided he was not cut out for an insurance president, and obtained a position as junior office assistant in the grocery store known as the Italian warehouse, of which Alexander McGibbon was the proprietor. That was the entrance into the grocery business of Alexander Donald Fraser, president of Fraser, Viger & Co., Montreal, one of Canada's foremost retail grocery stores.

His life has been spent on St. James street, within a space of two city blocks.

In 1870 Fraser entered the employ of McGibbon, who had been established since 1856. During thirteen years' service as office assistant and clerk, he acquired a good education in groceries, and by close application to his work, unswerving honesty and loyalty, he had won the respect and confidence of his employer to such an extent that he was made a partner. That happened in 1883. The new firm was known as Alexander McGibbon & Co.

Two years later Mr. McGibbon retired and Fraser, seizing the opportunity, formed a partnership with Hormisdas Viger, who had long been a fellow clerk. The new firm name was Fraser, Viger & Co.

Under energetic management the concern made great strides, and business increased wonderfully. Mr. Viger died in 1893, but the firm name was continued as of old.

In May of the same year, incorporation was effected, Alexander Donald Fraser, president; George Alexander Fraser, vice-president; Joseph Edmond Tardy, cashier; Alexander Davidson, manager; Charles Peter Macklarer, assistant manager, and Charles Shepherd, secretary, compose the new company, Fraser, Viger & Co., Ltd., which boasts a capital stock of $500,000.

Mr. Fraser is an Irish-Scotchman. He was born in Ireland, where his father had a farm, in 1852, but his people came originally from Inverness, Scotland. When a year old, he crossed the ocean with his parents, who were attracted to Canada.

The family settled in Montreal, and in a few years the boy was sent to school. He attended "Hick's" for a few years, and then went to the McGill model school. Circumstances, however, made it necessary that he should begin to earn his bread at the age of fourteen.

Whether or not he has made a success of life rests with the reader to decide. As a high-class, profitable retail grocery business, that conducted by Fraser, Viger & Co., has few equals in this country. Not many have such a wide, strong and paying connection.

In a little private office over the store, connecting with it by a narrow back stairway, Mr. Fraser gives personal attention to his large interests. Though he has been forty-one years in harness, no thought of retirement ever enters his head. His ideas are those of a young man ambitious for the future. Just the other day he was speaking to the writer of his intentions to open branch stores in the suburbs of Montreal. He is not in a rut. He is open to consider new schemes, and always has been. He is not a small man by any means.

One of the qualities, which has contributed largely to his success, is his remarkable foresight, which was illustrated in a striking manner by his purchase, in 1903, of the building in which the firm's business is located. He paid Samuel Nordheimer, of Toronto, $190,000 for it. Recently he refused $250,000 from the C.P.R. He foresaw the possibility of the building changing hands and feared that he might lose a location which was worth thousands to his business. Had the C.P.R. purchased the building he would, undoubtedly, have had to move. In the same way he quickly recognizes a good agency, of which he has many.

Mr. Fraser is brusque in manner. He is the kind of man that gets down to business without any hedging. Sometimes he appears to be gruff, but that is mostly on the surface, for he has a kindly heart, as his employes will testify. He has the knack of knowing a good man when he sees him, and he gives such a person every opportunity, and rewards where reward is due.

With the exception of staple goods, all the groceries and the wines and liquors carried are imported direct. Mr. Fraser's effort has been to keep the best and to sell at fair prices.

A firm believer in the power of the press, he is a steady advertiser in the city dailies, and uses circulars widely. For years the firm has made a specialty of sportsmen's stores, and Fraser, Viger & Co. are known by fishermen and hunters in all parts of the United States and Great Britain.

In his advertisements, Mr. Fraser tells a straightforward story, and he appeals to the reader chiefly through quality. The firm's customers are of the very best class, residing in every part of Canada, and they receive steady satisfaction. They are always ready to put in a good word for Fraser, Viger & Co.

By push, close attention to details, a thorough knowledge of groceries, and judicious buying, Mr. Fraser has built up a business of which any man might be proud to call himself the head.

HON. J. D. RYAN, ST. JOHN'S.

Mr. Ryan came from county Tipperary, Ireland, to Newfoundland, when quite a boy, and entered the employ of

HON. J. D. RYAN.

the well-known Harbor Grace firm of William Donnelly. Later, he came to St. John's and opened a grocery business on Water street.

At the annual meeting of the Benevolent Irish Society of St. John's, in 1895, Mr. Ryan was elected president.

and has been unanimously elected each year since.

He has been an active member of this grand society for over twenty years, and by his ability, ripe judgment, honesty and industry, has rapidly made his business one of the most extensive and most reputable in the colony. He entered public life in 1900, being elected to the House of Assembly for the district of Ferryland, and having had the unique honor of being chosen one of the Executive Council of the colony immediately after his election, a position which most people only attain after years of political experience.

J. T. BRILL.

After four years in the House of Assembly, Mr. Ryan was promoted to the more dignified atmosphere of the Legislative Council, or Upper Chamber, which corresponds with the Senate of Canada.

Mr. Ryan is a hard worker, and can be found at his desk as regular as the clock goes round. He also believes in recreation, and for twenty years has made it a rule to take a trip away to the Old Country for rest. Mr. Ryan's keen foresight and financial ability, which, in a few years brought his business to be one of the foremost in the colony, have always been at the disposal of the B.I.S., in which his interest never flags. When Mr. Ryan was elected president of the B.I.S., the society was resting under a heavy debt, and the bank to which the debt was due, having become insolvent during the financial calamity, the previous December, it was imperative that the society's debt should be paid at once to the liquidators of the defunct bank. Mr. Ryan negotiated with a Canadian bank to take over the loan. By this arrangement the society in which he takes so must interest was relieved from its temporary embarrassment.

As secretary of the St. Patrick's Hall Building Committee, in 1876, and as chairman of the Rebuilding Committee in 1892, he has rendered the society invaluable service. Mr. Ryan is a director of most of our local manufacturing industries, and can always be counted upon to aid in any good cause. Mr. Ryan's stock is always replete with the best goods the world's markets produce, and his able staff of assistants bear witness to the good business training they are receiving.

J. T. BRILL, GUELPH,

Pioneer of the Butter and Cheese Business of Canada.

The accompanying photo is an exact likeness of J. T. Brill, of the city of Guelph.

Mr. Brill arrived in Guelph just 42 years ago and is now the leading produce dealer and exporter in the city. He established a large pork packing industry there, and also built one of the finest equipped warehouses in Ontario, 35x 65 feet, which for cleanliness, handiness and utility would be difficult to equal. He also built the first creamery in Ontario, at Teeswater, Ont., and is still running it. He built and started a creamery at Walkerton, Ont., and has been the leading cheese and butter exporter of this section for over 40 years.

Thirty-five years ago he shipped two large train loads of butter (28 carloads) for export, consisting of 5,600 packages, weighing in the aggregate 616,000 pounds, valued at $123,200, the largest shipment ever sent from this section at one time. He paid out in one year for cheese, butter and hogs over half a million dollars.

Mr. Brill is an ex-alderman, and has filled several public positions. He is 83 years old, and hale and hearty, at that, and is just as keen for business to-day as he ever was. He is a daily visitor to the grocery stores in Guelph, and is a general favorite, especially with the ladies and children.

E. B. NIXON, WINNIPEG,

President of the Winnipeg Retail Grocers' Association.

Success in the grocery business can be had for a price but the man who is unwilling to pay the price never wins it. It calls for hard work and intelligent effort. It has been well said that it is worry, not hard work, that ages a man, and the truth of the saying is well proved by the experience of E. B. Nixon, the president of the Retail Grocers' Association of Winnipeg. He has a well earned reputation of being one of the hardest working grocers in the west, but although he confesses that he has almost arrived at the half century mark, very few of his friends would guess it.

When only thirteen years of age, he started at the bottom of the ladder in a Montreal grocery store, earning the magnificent stipend of $3 per month. That was the beginning, and it is safe to say that the young clerk was very soon worth much more than that to his employer. After eleven years with David Crawford in Montreal, he went to St. Louis, and there learned something of the grocery business as it is conducted in the United States.

Still a young man, he came to Winnipeg, where he entered the service of the "Ancient and Honorable Hudson's Bay Company." For sixteen years he was buyer and manager of the grocery department of that company in Winnipeg and gained a wide acquaintance with the western trade.

Not until 1902 did Mr. Nixon start in business for himself. On May 1st of that year he opened a grocery store on Main Street South, and stocked it with high class lines. His appeal was principally to the high class trade of the city and from the first he has secured a very large portion of it.

E. B. NIXON.

Mr. Nixon is an enthusiastic advocate of organization among the retail trade and as president of the Winnipeg Retail Grocers' Association has done much to further the movement.

A MODEL QUEBEC GROCERY

A Photographic Description of Elzear Turcotte's Store in Canada's Ancient Capital.

On the corner of Delfosse and Grant streets, in quaint old Quebec, is located the most up-to-date grocery store in the Ancient Capital of Canada. It is occupied and owned by Elzear Turcotte, a French-Canadian grocer, who has built himself up an eviable trade with all the best classes in Quebec.

His store would not compare with the largest in Canada in question of size, but without a doubt it will compare with the best for artistic and economical arrangement. And as for window space—Mr. Turcotte has enough to make some of the large dry goods houses feel very small, indeed. He has no less than ten plate glass windows for display purposes. Altogether he occupies four buildings, one joining the other, which gives him 250 feet of frontage on the public sidewalk.

As will be seen from the photographs, the interior arrangement of Mr. Turcotte's store is ideal. Every department is complete in itself. There are the confectionery, tobacco, wine and liquor, meat and provision, departments, among others, and each section is excellently laid out.

There is an air of freshness and cleanliness about the store that makes one wish to deal there and the goods kept are the very best; one can always count upon the quality of the merchandise offered for sale. An occasional palm, standing here and there throughout the store, lends effect to the general appearance.

Modern showcases, the latest scales, cash registers, and all up-to-date business methods are in use. Time and money is saved as a result, while the air of progressiveness these conveniences carry with them, is, in itself, an asset not to be despised. The store is brilliantly lighted by large arc lamps.

Mr. Turcotte employs twenty-three hands and it requires five delivery vans to distribute the groceries purchased by his customers, who reside in every part of Quebec. His trade also includes considerable shipping business to the Lake St. John district.

Mr. Turcotte being one of the most successful grocers in the Province of Quebec, and having built up his entire trade in less than fifteen years, any remarks from him as to how other grocers may accomplish a similar result, will be listened to with interest:

"I believe in advertising where it will do most good," he says. "I believe in using the columns of the town papers. Of course, in the larger cities a grocer wastes much circulation, but Quebec is not as large as all that, and I advertise freely in the chief journals here. Another thing, I make it a point never to let pass an opportunity of any kind.

"I make it a rule, also, to keep up my stock. It does not do to say, 'I am just out of it,' to a customer who wants something. And I keep a large assortment of all goods. To advertising consistently, to being constantly on the lookout for new trade bringing possibilities, and to keeping my stock always fresh and up to date, I attribute a large proportion of my success."

A brief history of the long strides this business has made will be of particular interest. The business was started in 1893 with a capital of $100. In 1895 capital and resources had increased to such an extent that Mr. Turcotte was able to buy the property occupied by the store. In 1896, $2,635 was spent in improvements. The increase in business since has been rapid and steady until now his yearly turnover, on a credit basis, is about $40,000. A remarkably small percentage of this remains on the books.

Some details from Mr. Turcotte regarding the floor-space utilized in the business will show better than anything else how large the store and other departments really are. The store occupies 2,800 feet; packing room, 1,880; warehouse, 5,500; 4 cellars, in all, 5,980; premium show room, 1,300; stables, yard and express shed, 7,000. There are two offices, one general, and one private, and also a well-fitted dressing room for clerks. A good deal of money is spent annually in increasing facilities for the comfort of customers, clerks, and the proprietor. This is one of the matters in which any grocer would do well to follow Mr. Turcotte.

Model Quebec Grocery—A Corner of the Wines and Liquor Department in Elzear Turcotte's Store.

COFFEE ADVERTISING.

A very original method of advertising their coffee was adopted by one grocery firm. A window was dressed with a display of the goods, a space several feet long and about a foot deep being left in the front of the window. This was covered with crimson cloth, and about a foot or more above the floor a number of little crimson balls were suspended with cords. This space was occupied by a cat with a family of three playful kittens whose antics with the crimson balls kept an amused crowd about the window all day long.

The connection between this display and the goods shown was made manifest by a placard reading: "If you want to feel as full of vitality and happiness as a kitten, just try our Eureka Coffee. Nothing like it for a bracer in the morning. Makes the world look brighter all day."

A Model Quebec Grocery—Interior of Elzear Turcotte's Store at the Corner of Delfosse and Grant Streets—Note the General Appearance of Cleanliness.

A Model Quebec Grocery—Elzear Turcotte's 250 Feet Store Frontage on the corner of Delfosse and Grant Streets, Quebec.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

LONDON.

The meeting of the Retail Grocers' Association on Wednesday evening last was fairly well attended. The vice-president, Mr. Shaw, was in the chair. In the past, meetings have been held only at the call of the president, but it was decided hereafter to have monthly meetings, the first Wednesday night of each month being the time fixed on. Complaint having reached the association that millers and confectioners have been selling goods to their employes and others at less than retail prices, the offenders were communicated with, and the replies from all but one—who said his retail customers were few and unimportant—were considered satisfactory, being mostly to the effect that they "wouldn't do it again."

* * *

With the advance in the wholesale prices of oatmeal and certain other goods, there has as yet been no corresponding increase in the retail prices, and a strong committee was appointed to interview the trade, with the view of getting a living price, at least, out of these commodities.

The huckster question was also considered by the meeting. The market clerk explained that while he might see hucksters buying on the market, to be able to prove that they sold from wagons there was a difficult matter, in view of the many duties he is required to perform. Steps will be taken by the association to have a watch kept on suspects.

* * *

President Harry Ranahan, of the Retail Grocers' Association, who was thought to have recovered from the illness which laid him up a few weeks ago, has suffered a relapse and is now said to be in a serious condition.

* * *

It is reported that T. S. Brock is about to dispose of his grocery business on the southwest corner of Richmond and Maple streets.

* * *

Provincial Inspector R. W. Bell, who has been making a tour of Ontario's canning factories, looking into their sanitary conditions, was in the city yesterday, and inspected the plant of the London Canning Co. Inspector Bell expressed himself as well satisfied with the conditions as found in the local industry. He has been over most of the western Ontario factories within the last few weeks and has found them uniformly clean. The factories in the Niagara district which were not up to requirements were those in which a foreign element from Buffalo was employed.

* * *

Harry Abell, a local apple buyer, declares that there are three times as many apples in this district as growers early in the season looked for. Mr. Abell has been all over the county buying for some weeks past, and has had no difficulty in securing big lots for shipment to the British market. Apples are easily secured, but the big problem is to secure barrels in which to pack them. So far he has packed 8,000 barrels, the average price paid being $1.50 per barrel.

Sixty per cent. of this season's pack will be Spies, which are of good quality. Russets and Baldwins are also plentiful and of good quality, although the Baldwins are a little smaller than usual. Greenings are scarce and poor, being the one exception to an otherwise excellent crop.

* * *

With hay selling at $17.50 a ton, and pasture unusually bare, local butchers hold out no hope of a reduction in beef prices. At the same time they place little reliance on the report that farmers contemplate selling off their cattle because of the difficulty of feeding and impossibility of fattening them on a paying basis. "The farmers in this part of the country do not have to sell out on one year's crops," said a leading butcher. "They have plenty of feed, in most cases. Of course, they could sell the feed to advantage and let the stock go at a lower figure, but such stock would not be of the kind sold by the butchers of this city."

Continuing, the speaker said, that farmers might be found selling off old milch cows, for instance, and when asked who would buy these, he replied that possibly they would be picked up by dairymen who would think them worth wintering over.

"Do these old cows ever find their way into the local butcher shops ?"

"Well, if you had time, I think I could take you around town and show you a few," the dealer replied. "There are cattle sold here that should not be sold for meat at all. If we had an inspector who knows good meat from bad, this sort of stuff would be seized. But when an animal is killed it is pretty difficult to tell that there is anything wrong with it."

"Do you mean to say that diseased meat is sold to local consumers ?"

"You might hardly call it diseased," was the reply. "But there are old cows, so old they have not been able to masticate their food, and I do not think that meat of this kind should be allowed."

The butcher said that London consumers were a very particular lot of people.

ESSENTIALS OF A GOOD WINDOW.

It is, of course, the happy medium which the experienced trimmer strives to attain, and which the successful trimmer always does attain. A window in which there are a limited variety of objects, contrast or harmony of color, and taste in arrangement, properly blended, should result in a pleasing and attractive display. Such a combination of qualities you will find in the better class of shops to-day. It is a tendency of trimmers in representative cities, and it is these men who make the art what it is who "set the fashions," who inaugurate ideas, who revolutionize the so-called systems.

The metropolitan window trimmer, like the metropolitan advertising manager, editor, merchant, is a leader in his line. He is so, not always through inherent merit, but by the force of necessity and circumstance. He is so because he has advantages that do not come to his provincial contemporary. The best material that can be procured is his to work on, and the inspiration, or, if you please, the competition, of those around him, who are shining lights in this field, is finally an element in his success not to be overlooked. It is for these reasons that the metropolitan trimmer leads, and on this account that metropolitan windows, in the evolution of artistic ideas, are ever a source of surprise and satisfaction.

The workingmen were not different from others, all demanding the best cuts, and making it difficult at times to sell the less high-priced parts of a carcass.

The fact that export prices of cattle have not changed was pointed to as evidence that a decline in retail prices of beef was not to be looked for, at least for the present.

INGERSOLL.

The opening of a five, ten and fifteen cent store here by F. H. Brewster & Co. means additional opposition to practically every retail merchant in the town. As is to be inferred from the prices mentioned, these stores carry an extensive stock of the smaller articles, displayed on the departmental store plan, and it would seem that there are but few lines which they do not handle. The new store will no doubt cut into the trade of tne druggists, stationers, and hardware merchants, but on the whole it will not likely be a very strong competitor of the grocers. Confectionery is usually carried in large quantities by these stores of "popular" prices, but ordinarily the grocers do not attach much importance to the candy trade, thus they have the least to fear in the way of opposition.

* * *

"Frenzied Finance" is no longer confined to the monopolists of the steel trusts or the oil magnates. It has spread to almost every home in the land and is truly a trying proposition. Providing the necessities of life is no longer a simple matter of "placing" the orders, but on the contrary, is a serious transaction. Prices are advancing with such rapidity that it is almost impossible to keep posted on them without inquiring daily, and it is doubtful if the merchants themselves are not diffident about chalking up the increases which circumstances compel them to make. The man who at one time was content to regard bread and butter as a goodly portion of his meal, and frown upon many of the so-called luxuries, is now inclined to take a more serious view of life and class bread and butter in with the luxuries. This is a section, with all its fame for dairying, where butter is invariably a scarce commodity, a state of affairs accounted for by the many cheese factories and the large factory here of the St. Charles Condensing Co. Throughout the summer the price of choice butter has ranged from 25 to 30 cents per pound. This was bad enough from the consumer's point of view, but little, probably, would have been said had the price stopped there. But it has been again advanced during the past few days, selling now at 32 cents per pound, and it has been predicted that it will reach the 35-cent mark before the winter is over. Fortunately no advance has yet been made in the price of bread, notwithstanding the fact that the dream of the farmer—dollar wheat—has been realized. This is the ruling price on the local market at the present time and other grains have also advanced materially. Oatmeal will in all probability be

A. Beattie & Co.'s Store, Corner Thames and King Sts., Ingersoll.

the next to be boosted in price, as oats are selling at 55 cents a bushel and the demand is keen. There is indeed no loophole of escape from high prices, and about the only way to economize, which would hardly be a practical one, would be to reduce the "rations." But just as though the householder did not have enough to worry over, the coal man has now announced that the price of coal has also taken a jump from $7 to $7.25 a ton, and there are rumors that it may be raised to $7.50. From the standpoint of the grocer, however, it is gratifying to note that in spite of the higher cost of living, they are all enjoying a brisk patronage. There is plenty of work for all who are willing, with wages advanced to meet other conditions, and the grocers have stocked up with their usual large supplies, in anticipation of a brisk autumn and Christmas trade.

* * *

What about the Thanksgiving turkey? This is a question which many are doubtless asking at the present time, in view of the fact that this important day is only a few weeks distant. If the local market were to be taken as a criterion of the number of turkeys in this section, it could be said without hesitation that they are not plentiful, but fortunately this market is not always a true index to conditions in the surrounding districts. As yet scarcely any turkeys have been exhibited on the market, but it must be remembered that farmers as a rule do not offer turkeys for sale until within a short time of Thanksgiving, and then only a small percentage are brought to the market. The number of turkeys in the majority of districts is invariably small, compared with other fowl, and owing to the high prices which they command, it is seldom that there is a keen demand for them apart from such festive occasions as Thanksgiving Day and Christmas. It has been the custom of several enterprising merchants here to contract for their supply for these occasions, and they are delivered direct to their stores. This is a good plan, for under ordinary circumstances many customers would probably be disappointed were they to rely upon the market for their supply.

A well-known local exporter of turkeys is authority for the statement that turkeys will be as plentiful this season as they were a year ago. In Dereham township and other sections to the south and west turkey raising is followed extensively and it is to these districts that the exporters usually go. It is understood that several of the exporters have been going over the territory sizing up the situation, but it is a trifle too early to give anything definite in regard to the prices. Indications, however, justify the belief that there will be plenty of turkeys for all Canadians who can afford to celebrate both Thanksgiving Day and Christmas in the good old-fashioned way.

* * *

The present week will witness the close of the tomato season with the Ingersoll Canning Co. Information gleaned by your correspondent was to the effect that the company had a very busy season. It is doubtful, however, if the output of tomatoes generally will be up to expectations. Tomatoes were plentiful, but the chief difficulty encountered was the backward manner in which they ripened. The tomatoes this year have been of good quality, a most important factor with the consumers.

With the close of the tomato season the Ingersoll Canning Company will commence canning apples. The apples are put up in gallon tins, and the past two years have shown that there is a good market for the fruit prepared in this manner. Greenings and Spies, regarded as the favorite varieties of Canadian apples, are used very largely by the company.

> The world reserves its big prizes for but one thing, and that is, Initiative. Initiative is doing the right thing without being told. Next to doing the right thing without being told is to do it when you are told ONCE.

Operations are being continued at the Ingersoll Evaporator with a merry swing. Apples are being received in fairly plentiful quantities and the output of the evaporator will be large this year. On making inquiries your correspondent was informed that the bulk of the evaporated apples are shipped to the west coast of Europe, where there is a keen demand for this Canadian product.

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Grocer H. D. McCarty, accompanied by Mrs. McCarty, visited Detroit and other points west last week.

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As a result of the shortage of peaches and the attendant high prices, there have been fewer sales this season in small quantities. In previous years peaches have been freely sold by the quart, but from observation it would appear as though the merchants had made very little effort to dispose of them in this way this season. Although the price has been nearly double that of last year, the major portion of the peaches have been sold by the basket up to the present time.

Arrangements were recently made by the St. Charles Condensing Co., whereby the milk of two large cheese factories, Salford and Prouse's, is being delivered to their factory here. This arrangement will only be in force during the winter, but through it the supply of the condenser has been very materially increased. Heretofore both of these cheese factories have been in operation during the winter. The St. Charles Condensing Co. have also obtained many additional patrons in this immediate vicinity, a fact which is regarded as being very important by the townspeople. That the St. Charles Condensing factory is an important industry will be apparent from the fact that on Monday of last week over one hundred thousand pounds of milk were received. At the present high prices which are being paid for milk, this means that a large amount of money will be put in circulation, and when the farmers are getting in the dollars the grocers and other merchants usually have a period of prosperity.

In this connection, it will not be out of place to mention that nothing definite has yet been made public as to the probable location of the new factory which the St. Charles Condensing Co. were contemplating establishing in some Western Ontario town. Having very materially increased their milk supply here, it is understood they will also add to their facilities.

* * *

Mr. Robert Stuart is Ingersoll's veteran grocer. Mr. Stuart engaged in the grocery business here in 1866, which he has conducted continuously ever since, with the slight interruption of a year and nine months. For the greater portion of the thirty-nine years that he has been in business, Mr. Stuart has occupied the one stand, at the corner of King and Mill Streets. He still enjoys a good patronage and is as attentive as ever to his business interests. From his old books, Mr. Stuart is able to furnish some very interesting information relative to the prices of various articles in the early days. About the time that he entered the grocery business here, pork was selling at five cents a pound retail, while $2.50 per hundred was about the ruling figure off the farmers' wagons. In those days there were no food fads, nor package tea. Oatmeal was the old reliable morning diet, and the tea was all in bulk, the best quality selling at a dollar a pound. Maple sugar was used very extensively at this time, thousands of pounds being made each season by every farmer. It was used for both cooking and table purposes, the usual price being five and six cents per pound. Maple syrup was not looked upon as a delicacy, as it could be had for thirty or forty cents per gallon. Wheat, how-

ever, was selling at about the same price as at the present time—a dollar a bushel.

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The accompanying illustration shows the grocery store of A. Beattie & Co., at the corner of Thames and King Streets, Ingersoll. The store is commodious, attractive, and well stocked with all articles pertaining to a complete grocery business. The stand is an ideal one, being on the principal corner of the two main streets. A Beattie & Co., who also have a grocery business in Stratford, engaged in business here about four years ago. At the present time the store here is under the capable management of Mr. John S. Smith. The store is widely known, the firm of Robinson Bros. having for many years carried on a wholesale and retail grocery business there. A. Beattie & Co. have stamped themselves as being progressive, as the tidy appearance of their store indicates. They believe in carrying a large and well displayed stock and in advertising in an effective manner. One noteworthy feature as to their methods of doing business is a weekly bargain day, which is regarded as a leverage in securing additional patronage. In addition to the manager, the firm employ three clerks. They also have two delivery wagons.

BELLEVILLE.

The grocers of this beautiful city of the bay are just about as happy a crowd of merchants as one could find, and the reason for "the smile that won't come off" is all due to the excellent business they have been and are still enjoying. Every one that has been spoken to by your correspondent says that never in their memory has the city been in such a prosperous condition, therefore, the grocers are always the first to benefit when such conditions exist. Just to give an idea how Belleville is progressing, it is only necessary to state that the increase in the population during the past year is close upon five hundred. This is certainly a splendid record for a city the size of Belleville. It must be admitted that for several years, recently, this city has been "standing easy," to use a military phrase, but during the past couple of years she has redeemed herself and now takes her place among the leaders of the smaller Ontario cities. And why should she not be so favored? She has every advantage, as far as nature is concerned. Situated in one of the richest agricultural and mining counties in Ontario, with excellent transportation facilities, by both rail and water, it is only a wonder that her present strides were not taken years ago. No finer scenery in Ontario can be found than that along the celebrated Bay of Quinte or among the many lakes and mountains in the northern part of the county, where hundreds of American tourists spend the summer. Belleville citizens certainly have much to be thankful for. If some of those inland cities and towns had a sheet of water at their doors such as the Bay of Quinte, or the River Mona, they would simply go wild with delight. The only real luxury that this city now feels the lack of is a street car service, and, judging from the present feeling and need, it may be a reality before long. The erection of the big cement plant by the Lehigh Portland Cement Company is hastening the need for a car service, as this firm will employ about 600 men the year round, and as the works are about four miles from the city, the need of such a service will be readily seen, as most of the men will reside in this city. The company have already built forty cosy houses for their workmen, and are building more. When completed, this will be the largest plant of its kind in the Dominion, with nearly double the largest output. A small village has grown up around the works already, and the grocers are, therefore, reaping a huge benefit. One grocer supplies about $300 worth of groceries and provisions per week to the Belleville Portland Cement Company employes, residing near the works, which are adjacent to the Lehigh plant.

The price of canned goods will likely be advanced this winter. Such is the opinion of a prominent canner of this district. This county and her sister county, Prince Edward, are dotted with canning factories, but a few closed down this year owing to the scarcity of produce. The looked for advance will depend largely upon the price set by the Canadian Canners, Limited. Canned corn at least, will be sold at an advanced price. The factories have had a far busier season, however, than was anticipated two months ago. The first and second weeks of October saw some of the factories handling as much as 2,000 bushels of tomatoes per day, for which the average price paid was 25c. per bushel. Corn has been a good crop, particularly the late varieties. The prices have been high, the farmers receiving $9 and $10 per ton. The contracted prices were $7 and $8 a ton, but the factories were forced to advance these because of the short crop. In a week or so the canning of tomatoes will be finished. This district was visited by a damaging frost on the 8th of this month, and, as a result, many farmers growing canning factory produce, have suffered considerably. Many fields of tomatoes were injured, and corn, too, has, in some localities, been badly touched. The loss is, perhaps, a little greater this year, because of the lateness of the crop. The "nip" was not severe enough to hurt apples.

* * *

R. B. Morden, one of the proprietors of the Belleville Canning Company, says they have been up against a peculiar state of affairs, and that is the lack of help. The company have tried every device to get female assistance, but are only able to secure about half the help they require, and, as a result, they will only be able to can about half as much as usual. Almost every day they have had to refuse tomatoes. There is plenty of work at good wages, which would last, he says, until the middle of November. Owing to the arrival in the city of so many new residents, he cannot understand why the opportunity to make some easy money is not taken advantage of. Some of the girls and women now average $1.50 per day, with clean and comfortable quarters to work in. J. R. Gay, the popular bookkeeper of this company, was married recently to Miss Maud W. Brown, a graduate of Winnipeg General Hospital.

* * *

The wholesale grocers, Kenney, Walmsley & Co., and the John Sloane Company, report a very busy season, in fact, the very best in years. They have had to increase their staffs in each instance.

* * *

Mr. V. Huffman, who has conducted a grocery on Grove street for some years, has sold his business to Mr. Liptie.

GUELPH.

Step by step, nearer and nearer, Niagara power is approaching the city of Guelph. In a very short time now the surveyors who are laying the line will be in Guelph district. The proposed line to Guelph skirts the Hamilton mountain, and comes up through Millgrove, Freelton, Moniston and Aberfoyle, to the city. The line is not being laid along the road, but at what is called the baseline, or in other words, the boundary line between the different properties, some distance from the road.

* * *

The executive committee of the Guelph Retail Merchants' Association were the guests of Jos. Gowdy, at the King Edward, late on Tuesday evening. James Hewer, C. W. Kelly and W. C. Benson were appointed a committee to act in conjunction with the other reunion committees. It was definitely decided to hold a banquet on Tuesday, Oct. 29th,

when the president of the Dominion Retail Merchants' Association will be present and give an address.

* * *

Wheat reached the one-dollar mark here on Monday. Will it stop there is another question ?

* * *

What might have been a serious fire occurred at the Olympia fruit store, on Quebec street, last Thursday night. The clerk undertook to fill the can of the corn-popper with gasoline ; some dropped and burst into flames. All the popcorn was burnt, but no other damage done.

* * *

Our city council buried the hatchet at a picnic at Puslinch Lake this summer, but I think some of the members take a run down occasionally to have a look at it. The board of control proposition for a city our size is not at all necessary, and our council doesn't need to sit up all night worrying over that fact.

* * *

The first grape fruit of the season has arrived, and is a very fine sample.

* * *

The woods are full of travelers this week. They are nearly as plentiful as customers, and each one has the best snaps and all are telling about the advance in prices or about to be, and you had better buy now. That is all right if you can see it that way, but don't forget you are the one that wants to see it. A well-assorted stock is what you want, and not too big, at that. You know your own business best.

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Why some confectionery establishments send out their confectionery in such dirty boxes, as also their biscuits, is a matter of discussion at present. We get fancy chocolates, candies and biscuits in boxes that are far from being clean, which not only make the goods poor sellers, but are certainly not good stock, as no grocer wants to show his goods in dirty boxes. A grocer showed me a sample of soda biscuits from a first-class house, which should have been sent for pig feed somewhere, and another informed me of sending some back to another first-class house for the same reason. Now, why do the managers of these institutions allow such goods to get out of their factories ? The trade doesn't demand any such carelessness. It certainly doesn't pay to allow a line of goods that are not up to the mark to go out among a first-class trade and expect good results. We have the same complaint in regard to bread. We have seen bread sold right here in Guelph with the marks of dirty pans on it, just as well as we have seen biscuits. Then again, we sometimes run across a paper bag that has had cayenne pepper in it, shipped out with a line of pure ground cassia in it. Now, where the economy lies in another chance for someone who knows to reply.

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We see and hear from travelers a whole lot about the raising of prices among the wholesalers. But did you ever stop to think that in most cases the retailer is the man who suffers most ? Take, for instance, starch and corn starch (any first-class brand). We only get 10c retail now, in spite of the advance in price, wholesale. Then take common starch. The price to-day, and the price you are selling at. Figure for yourself. Are you doing the fair thing for yourself ? The same thing applies in a number of instances, which space won't allow to be mentioned, but you know them just as well, perhaps better, than I know. The retailer should be in a position to follow the market either up or down at a moment's notice in any article he handles. There is one point where a good grocers' association would come in useful. We could all act together and be just as well able to raise or lower the price as wholesalers or anybody else. But right there is where some of the retailers are losing money at present, and for no other reason than that they are afraid to raise the price until they are sure their opposition is doing likewise. Get together. He needs it as well as you do.

The Ingersoll correspondent discusses the prospects for Thanksgiving turkeys and describes one of the town's most enterprising stores.

Belleville grocers are rejoicing in an appreciable increase of business consequent upon the influx of new industries.

The Stratford correspondent gives some excellent advice to grocers' clerks.

Woodstock is commencing to advertise itself with a view to growth and increased business.

One of the pitfalls that very often catches the retail grocer is outlined in the Montreal correspondence. The value of window dressing is also dealt with.

Some of the meat being sold in London just now is of questionable quality, and while not necessarily diseased, falls far short of a desirable standard for human consumption.

* * *

An out-of-town grocer was telling me the other day he had to let his head clerk go, and I asked him why, as I knew he was a good man. "He is a good man," said my friend, "a splendid worker, and a good stock keeper, but what I want is a man who can make the others work also." Now, I thought that was funny. Here is a good man losing his job, I said to myself, just because he can't get enough out of his assistants. It is all very well for a proprietor to put up that kind of an argument. But there may be a good reason on the other side also. Some proprietors give a head clerk lots of orders for himself as well as for his assistants. But right there the shoe pinches. He doesn't give him the authority to enforce his orders. If he gets the work done, why, all right. But very often the head clerk works hard himself to get through the work, in fact, does too much himself, but as soon as he crowds those under him, they go at once to the proprietor or get friends to do it for them. The proprietor calls his head clerk to one side and says, "Don't expect too much from so and so, I have him cheap." But just the same he does expect first-class work from cheap help. A boss ought to give a head clerk his confidence and help him in his troubles, if he expects his assistance at other times. A good thorough understanding on both sides saves trouble.

* * *

Some years ago in Stratford I acted as a judge of some window dressing. We gave the prize to the man whom we considered had won it. The other day I was asked by three different grocers to decide or express an opinion on two different windows, but refused, as I have gone out of the window-judging business. But I can safely say that any grocer's clerk or grocer who puts in a window out of the ordinary, doesn't need to be afraid he will not come under the specially mentioned column, or that it will not be seen. But as for expressing opinions or acting as judge, I am out of the business. I like the work and love a fellow worker, but I have no heart to pull his ideas to pieces, or his neighbor, either. We have all got lots of room for improvement. But at the same time in awarding prizes for window dressing, it ought to be taken into consideration whether the employer is willing to give his clerks the time and little incidentals necessary to put in a good window. There are lots of things that come under this head, such as crepe paper, holly and mistletoe, etc., that cost money, and if the clerk has to spend his own money (which is sometimes the case) that ought to be considered.

* * *

An entirely new feature has been added at the O.A.C. College, in the way of a Department of Baking and Milling. This department has been instituted at the express request of the Master Bakers' Association. The object of the Gov-

ernment in establishing this plant was to aid the miller and baker in their work, and supply all necessary apparatus for deeper investigation into the nature of the chemical changes that take place in baking and into what really constitutes strength of flour. These are problems which it is almost impossible to study without carrying on parallel baking tests to aid the interpretation of the chemical work. To this plant a miller may send a sample of wheat at eight o'clock in the morning, and a loaf of bread will be made from it by two o'clock in the afternoon. Reports are then prepared by the department, in which the strength, expansion, and quality of the flour is compared, with what is used in the laboratory as standard flour. This report is sent to the party sending the flour or wheat. This will give the millers the information they need in order to so mix this wheat that they can control the uniformity of their flour.

* * *

There was a marked air of briskness about the market on Saturday, but the supply was very unevenly balanced. Eggs again were not to be had at any price, while other prices remained unchanged, except poultry. There was an over-supply of it, and of very poor quality, and the farmer must learn, sooner or later, that any old thing in the poultry line is not good enough for the market. From 40c. to $1 a pair was paid for chickens, and for ducks, from 60c. to $1 a pair. On the outside market the high prices prevailed and the figures are getting out of the question. Prices are being paid now that were never heard of on the Guelph market before. 52c. to 54c. for oats, and as high as 70c. for barley.

* * *

The police raided the butter market on Saturday, and out of 300 samples weighed, 61 pounds were found short weight and were confiscated. But there is one thing I heard of, where a farmer had 20 pounds, and 3 out of the 20 were short. I don't think that farmer meant to be dishonest; but the three had to go. It is not likely there will be any further steps taken to prosecute the farmers caught in this way.

* * *

The Winter Fair Board met on Friday and fixed the dates for the annual winter fair for from the 9th to the 13th of December, both dates inclusive. The poultry section alone are offering $1,500 in prizes this year, an advance of $300.

* * *

J. F. Richardson, Elora, has just moved into his new store, and it certainly is a daisy. Mr. Wilson is the manager and the store is equipped right up to date with Walker Bin fixtures, etc., and is a credit to Mr. Richardson and also to Elora.

* * *

Carswell Bros. have returned from the glorious west and have again started in business in Elora. They are running a general store. That is saying something for the City of the Rocks, when a firm will return from the west and again settle in the old town.

* * *

Miss Mable McNabb, bookkeeper for A. M. McLaren, has returned from a pleasant visit at her old home in Milton, Ont.

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The National Drug Co. are putting large sized cardboard men in the stores, advertising St. George's Baking Powder.

* * *

E. W. Randall, who for some years has conducted the grocery business on Lower Wyndham St., has sold out to Chittick & Hastings. Mr. Chittick formerly ran a flour and feed business here. Mr. Hastings, who will act as manager, has been a popular clerk for over ten years with W. H. Fielding and his many friends will be pleased to hear that he is starting out on his own account. While sorry to lose Mr. Randall, we wish the new firm success. They opened on Tuesday, with a new stock added to the old one.

MONTREAL.

Burglars have been giving the grocers around town considerable attention during the past few weeks. Desjardin's store on lower Bleury Street was entered and smashed up a bit on one occasion. Again Thomas Elliott, who keeps a bright store at the corner of Ontario and Bleury Streets, received a visit from the men with the "jimmys." They broke into his store late Saturday evening, gaining entrance through the plate glass window, which they smashed. They did not get much for their trouble, however, Mr. Elliott missing only half a dozen bottles of liquor.

* * *

A grocer on St. Dominique the other day had an experience with a would-be passer of a counterfeit $5 bill. He was not easily fooled, however, and succeeded in placing the criminal in the hands of the law.

* * *

So great was the popular clamor against milk dealers who presumed to advance the price of that fluid two cents a quart, that the shippers decided to effect a compromise. On October 1, they began selling milk at nine cents a quart, instead of ten, as they announced three weeks ago. This price is more in keeping with the natural state of things, and the many grocers who sell milk will be glad to learn that they will not have virtually to hold up their customers when they sell them milk. The price of hay and feed is very high in Montreal and district, but not so much higher than elsewhere that such an advance as contemplated should be made.

* * *

Now that the fruit season is practically over, there are quite a few grocers wondering how much money they have made in fruits and vegetables during the summer which is just past. There are a good many, unfortunately, who do not know that they have lost a considerable sum in what they thought was a business that paid them well. Included in this number one does not find the experienced grocer, the man who has been at the game for years, during which time he has had his eyes open, but the class is made up of young chaps who have not been long at the counter. More's the pity.

These young grocers went at the fruit business this spring, as they do most every summer's beginning, in a wholesouled manner. Quite early every morning they were to be seen seated on their delivery wagons making haste to the market to secure the pick of the offerings of the farmers. With the farmers they usually made a good dicker, and in the end, came off not second best. But later they were seen around the fruit stores laying in a supply of pears, plums, peaches and other high priced, perishable fruit. It is on these lines that they lose money.

Whether it is that they are in a hurry, or they take every man's word to be as good as his bond, they do not seem to exercise their usual good judgment in purchasing fruit. Time and again have retailers been seen buying on the market, say, pears. The fruit dealer offers a box, and on being asked how many dozen it contains, off-handly replies: "Oh, say about fourteen dozen." The experienced grocer is quite sure of his fourteen dozen before he pays for them.

This is the inexperienced man's stumbling block. He takes the dealer's word and carts home his purchase. Even at the store he does not bother to count the pears, but, opening the box, sorts out the bad ones and then fixes a price based on the dealer's word that there are fourteen dozen in the box. Only too often there are only twelve dozen pears in the case, and at least one dozen goes to waste before the balance is disposed of. Now, basing his price on the fourteen dozen, the grocer is likely to sell the pears cheaper than if he paid the same price for twelve dozen. Then, not allowing for waste, he does not count still another dozen. Therefore, he reckons his selling price on the basis of fourteen dozen purchased, while in re-

ality he only gets returns for eleven dozen.

Now, what grocer can afford to lose the price of three dozen pears per case? Where's the profit? If such grocers as buy their fruit carelessly will but bear this little instance in mind next spring and summer, not alone in connection with pears, they will find that they will not have to contend with some unknown loss figures at the end of 1908, when they are figuring out their profits and losses for the year. It's such a little thing—but then it is the little dribs and drabs, the small leaks, that so quickly kill off the profits in the grocery business to-day. A man is watching for the big losses, the small items do not appear on the surface. One has to think, in order to locate them.

* * *

Now that the holiday season is coming on, it is up to the grocers to do something nice in window dressing. The amount of trade that can be secured through attractively dressed windows is beyond belief, unless one has tried the window as a silent salesman. There are in Montreal quite a few grocers who know the power of the window, and they are, some of them, getting ready even at this early date.

* * *

I know of one grocer on a side street who has a progressive manager whom lack of good location does not discourage. He recently had a first-class fall window which attracted a great amount of attention, and sold dollars and dollars' worth of groceries. This manager firmly believes in window dressing. And his faith works to the benefit of the proprietor, for action being next to belief, the manager gives much attention to the window. He attracts customers from districts covered thoroughly by other grocers simply through his attractive store front, backed up by good groceries at a reasonable price. And there are other grocers not possessed of a good location who are making good use of their windows. The largest retail grocer in Quebec City attributes a great measure of success to his ten windows, backed up by newspaper advertising. His store is in an out of the way section of the city.

* * *

Let the man who does not believe in windows talk to a grocer who has seen the power of them place cash in his register. There is a grocer on St. Catherine Street who is noted for his frequently changed, artistic windows. It is an actual fact that he sells thousands of dollars worth of groceries every year, solely because of his window. Thousands of people pass his store daily, and he takes advantage of the fact. A tea window he put in for about a week last year netted him sales to the amount of $500 over and above what he regularly sold to his steady customers. He had been doing absolutely no advertising, so the window must have sold the tea.

* * *

To get results, one must, of course, devote considerable attention to the window. A few parcels of various lines thrown in the window will not result in sales. There must, first of all, be something in the dressing of the window to attract the attention of passers-by; then the attention must be held sufficiently long to permit of the window advertisement making an impression.

Acquire the art of catching and holding the attention of those who pass the store, and you have mastered the art of window dressing.

* * *

Some progress is being made in the early closing movement. Grocers in the central part of the city are taking up the idea. P. Campbell & Co., Brouillet & Guay, Thompson & Co., T. A. Woods & Co., and P. Elliott are the latest acquisitions to the ranks of the early closers. They shut up shop at seven every Thursday evening, and they expect to close every Tuesday evening after the holidays. All the St. Catherine Street grocers close every night, that is, those west of University Street, so that things look brighter for the clerks in that part of the city.

* * *

Walter Paul, who runs a fine large store at the corner of St. Catherine and Metcalfe Streets, has opened a branch at 80 University Street. It is an excellent place of business, fitted in the most modern manner. Mr. Paul expects to relieve the pressure on the west end store somewhat by the opening of this branch.

OTTAWA.

Notwithstanding the copious rains in this section for a month past, the Ottawa market is a sufferer by scarcities of agricultural and dairy products which enter into and from a part of the grocery trade to an important degree, and for which prices now rule higher than they have done at this season for former years past.

The grass lands, which, during the hot months of this year, became too much exhausted of moisture before the rainfall, do not show much improvement in fresh growth for fall grazing, consequently the stocks have to be additionally fed from the supply laid in for winter, which, because of a short crop, will be insufficient to last through the feeding months.

The dairy prospects, therefore, are not so hopeful, as the late rains seemed to lead those interested to believe, and farmers are now endeavoring to dispose of their herds as best they can, though for the most part at a serious loss. It is expected there will be a good supply of water in streams and wells for winter use, the want of which in previous years has been to many a great source of trouble and expense, but this will not compensate the threatened losses through scarcity of feed.

* * *

Best qualities of hay are now selling from $22 up per ton. A farmer having sixty tons to sell was offered $1,000 cash for the quantity on the spot. He got full price, instead. Oats, 52c up per bushel in large lots. Butter, 30c up. Cheese, 13 1-16c at cheese board sales. Milk, 8c to 10c per quart, with a fair probability of higher prices in the near future. Potatoes and all staple products are in brisk demand. Poultry and meats the same, all commanding high figures.

Movements in grocers' merchandise are fairly active, in view of the usual advance in freight rates at this season, both for warehousing of stocks, and for shipment of outgoing purchases, so that business is seasonably satisfactory, done as it is, under stringent money conditions, resultant, more or less, from Ottawa's proximity to the Cobalt region, in which this city and vicinity is heavily interested.

In face of this fact, however, but few failures have occurred in this section during the past two years, which is a most encouraging feature of its mercantile health and future prospects.

* * *

The civic assessment fof the city of Ottawa for 1908 has just been published in the papers, showing an increase of over two millions more taxable property than for the year of 1907, and an increase of over two thousand during the past year to its population, all helping to keep up a keen demand for supplies surely to accrue to the grocers' benefit in the end.

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With the rise in flour, no yeast was used by the bakers to raise the price of breadstuffs, as their combined agreement suited the purpose, but not to such an extent as to cause complaint.

* * *

Fruit has not been as plentiful this year as in the past. This section is yet largely dependent on western Ontario orchards for its fruit supply, but as some attention has been given, and is growing, towards fruit tree planting in suitable places, we may expect an additional supply in due time. Generally speaking, this part of Ontario is not adapted to fruit culture. The long, cold winters are unfavorable to trees, except in protected localities, and for the

small fruits unless they be levelled to the ground and covered.

* * *

Ottawa is said to possess the largest retail produce market in Canada, and as imported products find a ready sale in large quantities here, there is every reason to believe that the cultivation of fruit in the Ottawa valley would prove a most profitable industry. Work in all departments of labor is fairly plentiful at good wages, and merchants generally, are getting on nicely.

CHATHAM.

R. B. McEachren has purchased the stock and good will of the grocery on Queen Street, until a short time ago conducted by John Brennan. Mr. McEachren has added to the stock considerably, and re-opened for business on the 10th inst.

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Grain prices here continue high, and there is no indication of a drop. Deliveries are rather slow just now. In Blenheim and other adjoining towns, the high prices offered have resulted in somewhat larger deliveries. Beans are an exception, however, for, though as high as $1.50 per bushel has been offered for two pound pickers, deliveries have not been heavy.

Prices offered last Saturday were as follows: Corn, shelled, 60c.; oats, 57c.; wheat, $1; barley, per 100, $1.56; beans, per bushel, $1.30 to $1.50.

The prices of market stuff and farm produce also show a tendency to soar. For butter, farmers ask all the way from 28c. to 30c. on the market, and eggs last Saturday fetched 23c.

* * *

James Argyle Read, who has been conducting a general store at Northwood, in Harwich township, made an assignment last week for the benefit of his creditors. Sheriff Gemmill is assignee, the assignment bearing date of Oct. 10th. The creditors' meeting will be held at Harrison Hall, Chatham, on Oct. 18th, and Nov. 15th is fixed as the day of distribution of the assets. Mr. Read, who was in business at Northwood for several years, had a large trade in that section of the country, and the news of his financial difficulties comes as a surprise.

* * *

Leamington has repealed an early closing bylaw, passed some time ago. The bylaw has affected grocers, dry goods men, jewelers, harness makers and dealers in other lines. Apparently, it didn't work well, for at the last regular meeting of the Leamington council, a petition for its repeal, signed by a majority of the merchants in each of the lines affected, save one, was presented. The harness makers, the only trade not represented by a majority, were subsequently brought into line, and at a special meeting of the town council, held later, the bylaw was repealed. Under the caption, "A Step Backward," the Leamington News has this to say regarding the move:

"The repeal of the early closing bylaw is unfortunate. Instead of repealing the law, it should have been still further extended. This is too progressive a community for such reactionary legislation long to continue popular. We feel sure our people will soon repeal the repeal. No up-to-date employer but knows his his hands will do more work in less time, up to a reasonable limit. Our merchants can make better money and have a bigger trade by short hours than by long ones, and they know it."

* * *

The Favata-Zakoor trouble, which has engrossed a share of public attention for the past few weeks, saw its termination at least for the time being, in the division court a week ago, when Gaspar Favata was awarded $8 for damages sustained by his push cart as a result of its collision with Zakoor's delivery wagon.

* * *

The enterprising L. B. Drummond, attorney-at-law, New York, has been operating in this vicinity, and Maple City merchants have not been overlooked in his attentions. One of those favored with a legacy of five shares of C.P.R. stock was Alf. Deloge, the St. Clair Street grocer. Mr. Deloge didn't bite. Instead, he invited Mr. Drummond to send on his stock, C.O.D. Needless to say, the stock didn't come.

The Old Boys' Reunion, held at Thamesville last week, in connection with the East Kent Agricultural Society's fair, was a big success. Large crowds attended from all parts of the province, and the exhibits and attractions were high class in every respect. As a result of the enterprise of the directors and the liberal patronage of Thamesville boys, old and new, the gate receipts were $1,200—$900 in excess of any previous year.

* * *

A significant advertisement appeared in one of the local papers last week. It was as follows: "Owing to merchants objecting to ticket canvassing, the ladies of Christ Church Guild have placed tickets for sale at Andrew's Grocery, Central Drug Store, and Brisco's, and hope to receive a liberal patronage." Evidently the recent resolution of the Retail Merchants' Association is having the desired effect.

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Joseph Capman, the Fifth Street butcher, last week had on exhibition a calf which he claimed was a record breaker. It was five months old, and weighed 275 pounds.

* * *

W. Morrice, the Queen Street butcher, has moved across the street, to a more commodious stand, at the corner of Queen and Richmond. The new stand permits of a more liberal window display. Mr. Morrice opened for business at the new stand about the middle of the week.

SASKATOON.

The grocery trade is very active for the season of the year and a good fall trade is looked for. Just now special orders are being filled for threshers and homesteaders, who take considerable supplies of provisions into the country with them. There is a dearth in butter and although the supply from the farming districts has always been light, it is now being much curtailed, and dealers are negotiating for shipments from produce merchants in the east. Dairy butter is retailing for 25c. per lb. Creamery butter is 30c. Eggs are 30c. per dozen. Potatoes are 50c. per bushel, and onions 5c. per lb.

* * *

Shipments of Ontario and California fruit are arriving and being rapidly distributed and many housewives are now busy preserving. Apples are $2.25 per box; pears, $2.90 per case; crab apples, $2.90; plums, $1.15 per crate; peaches, $2; tomatoes, 75c. per basket. The first consignment of grapes arrived last week and are selling at 60c. per basket.

* * *

It is announced that the Nash Fruit Company, of Grand Forks, N.D., have purchased the fruit business of R. A. Rogers & Co., of Winnipeg and Saskatoon. There will be no change in the management of the local business at present, but the purchasers will take over the two Canadian branches on October 15th. A representative of the new owners is expected here about that date to put matters on a definite working basis for future operations.

* * *

J. Y. Griffin & Co., of Winnipeg, the largest wholesale meat dealers in the Dominion, have opened a branch in Saskatoon, with W. J. Bell as local manager. This widely known company also have branches at Edmonton, Calgary, Nelson, Vancouver, Regina and Fort William. They are now the largest cheese, butter and egg dealers in Canada, and more than a car of their goods will arrive in this city weekly in future. Next year they intend building a packing house, to cost one and a half million dollars, and a canning factory, costing nearly as much, in connection. The

new packing house will have a capacity of 15,000 hogs, 300 cattle, and 300 sheep per day.

* * *

Grindlay Bros. have opened a new feed and sales stable on First Avenue. Their boarding rates, which include proper attendance on horses and cleaning of rig and harness, are: Single horse per month, $14, team per month $27. They have also a scale of charges for shorter periods. The stage to Asquith stops here every Monday and Friday.

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A. C. Poole has purchased the bakery business of J. F. Cairns and intends maintaining the past good reputation of this house.

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Holmes & Benson, grocery and hardware dealers, have dissolved partnership and Frank Holmes will carry on the business in future.

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Young & Galbraith, grocers, have dissolved partnership.

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Some fine potatoes from the farm of P. J. Somerfelt are on exhibition at the Board of Trade office.

ST. CATHARINES.

Though St. Catharines is situated between the two great arteries of trade and travel—Toronto to the north and Buffalo and Niagara Falls to the south and west—she has her advantages by being in the great fruit-growing belt of the Niagara district. With the old Welland Canal as the motive power for her manufactories, with the new Welland Canal as a means of transportation of goods and merchandise, the two railways, with their connections, and the steamers that ply between Port Dalhousie and Toronto, give her some advantages over her competitors in trade. The city, without blowing trumpets or a boom, is steadily growing, and outside of the fire limit a large number of frame dwellings have been and are being erected to meet the demand for housing. In fact, the demand for dwelling houses is greater than the supply, and though rents have been gradually increased, the demand still continues. All classes of mechanics have been kept steadily at work during the past season, but now that the cool weather has set in, there will be slackness in some trades.

The fruit season is rapidly drawing to a close and a good deal of disappointment is felt by the fruit men. Plums, pears, and apples were far below the average in quantity, peaches proved to be a little better crop than was expected early in the season, and all of the above brought high prices. The grape crop is the best for a number of years. In fact, there is an overabundance, though the rose bug did some damage on sandy soil. Grapes are selling at $32 to $33 per ton. These kinds usually go to the wine manufactories, of which the George Barnes factory, located between St. Catharines and Port Dalhousie, is the largest in this vicinity.

* * *

Saturday is the principal market day for the week and farmers and hucksters come from long distances to dispose of their products. Farmers these days are as sharp as the other business men. A choice lot of vegetables or fruit will be at the top of the bag or basket, but further down the sample is usually not so good, so the buyer gets caught. They will couple chickens dressed, one young and tender, the other an old fowl, but keep the prices high. The ruling price for chickens is 40c. Butter ranges from 30 to 35 cents per pound and the reason given for such figures is that the pasture was poor and the cows did not give as much milk as when in good pasture. There was but a limited supply on the market. Eggs were sold at 30 cents per dozen, and the supply was limited. Hay advanced one dollar per ton and sold readily at $16. Potatoes were sold at 80 cents per bushel and potato growers told your correspondent that the late yield would be light, consequently, one may look for expensive potatoes before the next crop ripens.

The retail grocers here vie with one another as to who can produce the finest window display. This exhibit is more than half the battle to win customers. And as each has his hobby, one will see a great variety of windows.

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Alderman Charles M. Gibson, one of our young and leading grocers, is a possible candidate for re-election at the forthcoming municipal contest. Though not pretending to be a platform speaker, Ald. Gibson has accomplished good work during the current year.

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Ald. B. J. Lenbsdorff, the present chairman of the Finance Committee, is a possible candidate for the mayoralty the coming year. Ald. Lenbsdorff has been a member of the council for several years, and has proved an efficient officer. Mayor Andrew Riddell, one of the staunch business men of this city, will probably retire from municipal office at the expiration of his present term, and rumor says he is an aspirant for higher honors. Ald. Harry Southcott will probably seek re-election. In addition to being a druggist, he is intimately associated with the Wethey Mince Meat and Canning Company, who have built up an extensive mince meat business.

* * *

Cheese making in this section of the Niagara district has ceased to exist as an industry. There is but one cheese factory in this section—the one at Bismarck—about twenty miles from St. Catharines, which is conducted on an extensive scale. William Hanna, of Thorold township, a prominent farmer and speculator, conducts a cheese factory on a large scale. These two are the only cheese making firms in the Niagara peninsula, though a third one is expected to be opened out in the near future, at Queenston. Mr. W. A. Sherwood, a prominent grocer of this city, is to be the proprietor and operator, assisted by his son, who is associated with him in business.

* * *

Short time accounts, or spot cash is the motto of the merchants here. No long-drawn accounts, as in the old days, running for six months or a year, and frequently not paid then. The merchants claim the present system to be the best for buyer and seller, as the buyer secures an advantage. True, there are workmen who get their pay either fortnightly or monthly, and the account extends to the end of that term, but no longer, and a fresh account is opened out. That's the cause of the grocer's success, and he does not require to lay in six or twelve months' supply ahead, as in the olden days, for his wants can be supplied now within a few hours or days.

STRATFORD.

There is not a great deal of stir in the grocery business at present, trade having the tendency to move along in the usual tenor of its way. Grocers do not report any great rush, nor do they report that trade is dull. On the whole the season (fruit) has been a good one, and although there were scarcities in many lines, there was abundance in others. Considering the large number of grocers in this city, trade and business is good for all, or almost all. The progressive grocer gets the trade, and it is not hard to single such a grocer out from his fellow tradesmen.

* * *

There is all the difference in the world between a successful business man and the non-successful one, and the difference is not only noted in the different businesses, but in the general appearance and characters of the individuals. And in many cases the business man is not successful simply because he does not use the ways and means by which success can be obtained. He fails to see why such and such an article should be given a trial, when the other brand sells

just as well. He is content to just slip through comfortably. In plain words, he is lazy. Too lazy to look after his own business. Clerks seeking positions should try to get into good stores. The good clerks are found in good stores.

* * *

Nothing, perhaps, does more to hold a man in the favor of an employer than efficiency. There are always those who can do the work fairly well, if someone else does the planning. Really efficient workers are always scarce. There may be men who can do work well up to a certain standard, but who need more or less watching to see that they maintain the proper standard. The clerk who succeeds to-day in any line of business is the one who does a certain amount of thinking for himself and puts it into practical use, the one who decides on points of interest, points that will help to promote his employer's business. There are those who have still to work well when the work is clearly defined by the judgment of others, but who lack judgment themselves. In a short conversation with one of the leading merchants of this city the other day, he said in part, that he made it a practice to advance the clerks in his employ who took and showed an interest in the welfare of the business. If he saw a clerk doing his best and originating new ideas he gave him the preference every time over the clerk who simply did what was required of him and no more. And after all, it's the little things in life that count. It's the little extras that count in any business ; it's the same little extras that the clerk puts into his work that attract the attention of his employer. The clerk that succeeds is not the one that closes up shop sharp on the tick or that comes to work a trifle late in the morning. It's the very opposite, and it's the clerk that puts in a little overtime without grumbling that draws the fat salary. There are thousands of more or less incompetent persons who hold their positions chiefly because of the lack of better workers to take their places. The employer clings to the man who can take hold of a proposition in its roughest state and work it out to its logical completion. This kind of a clerk is too rare a man not to be appreciated by the employer who looks well to his own interests. The employer is always ready and glad to shift some of the burdens from his own shoulders onto a competent clerk, and it's the competent clerk who works up into his employer's estimation that begins to share the responsibilities of the business, and gradually finds that his ready cash is growing in large bank accounts. Even if the employer's appreciation is not always expressed outwardly in words, it is there, and in his own heart he finds much satisfaction in having a really efficient man to lean upon. Young clerks, all you have to do to succeed in this world is to apply your stored-up talents to good use, to uses that will have a tendency to make the firm you work for prosperous.

* * *

The market last week was very largely attended, having the dimensions of a Christmas market. It was quite noticeable that the prices in almost every article of farm produce had a tendency to advance. The cost of living has increased during the past week, and fuel and provender has become a luxury. The only fault that the grocers find is, that although they have in a number of cases to pay the wholesalers an advanced price, the price to the customer remains at practically the same as it did prior to the increase from the wholesale end.

* * *

W. J. Norfolk, proprietor of the Clean Grocery, is advertising his Queen blend coffee, and last week had a lady demonstrator serving up the delicious blend to the customers.

WOODSTOCK.

A special number of The Grocer is always looked forward to with deep interest, for while all its issues are filled with matter of an interesting and instructive nature to the grocery fraternity, yet it is possible, on occasions, to turn out an issue that is brim full from cover to cover with hints, suggestions, and information that no live grocer can afford to be without.

* * *

Your correspondent regrets to report that the Woodstock branch of the Retail Merchants' Association has practically suspended business. No meetings have been held for several months, it being impossible to get enough out to make it possible to do business. The term of office of the officers of last year has expired, and new ones have not been elected, because there was not a quorum the evening this was to have been done. It is doubtful, anyway, if men could be found to accept official positions, for the work has been exceedingly discouraging, in the face of the lamentable lack of interest displayed by merchants. The situation is hard to explain, and that Woodstock is not alone, I notice from what other correspondents have to say. One would think that enough interest would be taken in an organization which exists for no other purpose than to benefit its members, to make it possible to maintain in every thriving town and city a thriving branch of the Retail Merchants' Association.

* * *

It is useless to say that there is nothing for an organization to do. There is lots that might be accomplished, if grocers would drop little petty jealousies, which we all must admit do exist, and work together, not for the extortion of the public, but for their own best interests, which in the end work out in the interests of the general public. It is possible for them to prevent little price-cutting habits, which only react on the cutter's business, and to do numerous other things which make business more pleasant and profitable.

* * *

The price of bread is a variable quantity just at present here. The bakers have no organization, and this is the result. One man sells bread at five cents for a two-pound loaf. He will deliver to any part of the city. What his object is, is not just apparent, for flour is quoted at $2.75 per hundred pounds, and there is most certainly no profit in the price at which he sells. Another sells a two-pound loaf for five cents, providing you call for it. He will not deliver. This bakery does a big business with farmers every Saturday. A third sells a pound and a half loaf for four cents, but this isn't so popular, for people have become accustomed to paying five cents for a loaf of bread, and they would rather see the size of the loaf reduced, than pay six or seven cents. This man does not deliver. Some other bakers sell pound and a half loaves for five cents, and deliver anywhere. Lastly, one venturesome dealer sells bread at five cents for a pound and a quarter loaf, and has been for a week or more. All loaves under two pounds must bear a label giving the weight. The one selling the pound and a quarter loaf said he was forced to the reduction in size by the increase in all the supplies which go to make bread, and in the expenses of running an establishment. He said there was no money in selling at any other price, and was certain that it was only a matter of a few days before all the others would have to follow in the path he made. Meanwhile, people can get almost any kind of a loaf they want for any price they want to pay.

* * *

There is a strong probability that milk will be increased in price from five to six cents a quart in the near future. Dealers say there is no money in selling at five cents, and that an increase is unavoidable.

* * *

On the whole, local grocers have enjoyed a prosperous summer and are in a position to stand any possible decrease in custom during the winter, should the tightness of the money market come to have a local effect, and reduce business, by putting less money at the disposal of householders. Fruit has been scarce in nearly all lines. Just now, there are lots of grapes procurable. There are

plenty of apples in the district for home consumption, but not many will be available for export purposes.

* * *

The Shredded Wheat Biscuit Company have been giving a number of demonstrations throughout this district. The demonstrations have been taking the unusual form of banquets, in which the biscuits are served up in numerous dainty and appetizing forms, to make out a supper of several courses. The company operate under the auspices of the local church, and make everything free, with a concert of local and outside talent following the supper. The whole is, of course, an ingenious advertising scheme, and one that meets with success. It introduces to people who were previously unacquainted with the goods, a new article of diet, and shows them in what different ways it may be served, with fine results. In one place, Windfall, the affair was such a success on the first night that it was repeated on the evening following with just as big a crowd.

* * *

A suggestion is being made in some quarters that it would be advisable on the part of the city authorities to consider the establishment of a municipal abattoir, where animals would be slaughtered, after a careful inspection. Dominion inspectors are stationed at packing houses, to protect the consumers of packed goods, which are to a large extent exported. There is no inspection in most places of animals slaughtered and placed on local markets, and there is no safeguard that people are not consuming tainted meats. It is a matter which might well be taken up by the Provincial Government, to make it compulsory on municipalities to provide public abattoirs, under the direction of an efficient inspector.

* * *

The Board of Trade is commencing a campaign for the advertising of the city among prospective manufacturers, in an endeavor to cause them to locate in this city. To this end, a handsome booklet is being prepared, which will set off to advantage Woodstock's handsome public buildings and private residences, and in its reading matter, its advantages as a place in which to locate. It is a tribute to Woodstock's public-spirited citizens that the whole expense of the production is being borne by private citizens, and it will entail no expense to the Board of Trade nor to the City Council. Woodstock has been in a measure slumbering for a number of years, but people are coming to a realization of the fact that other places are going ahead, and a different spirit is already in the air, a spirit of progressiveness, which should steadily boost the population and importance of the Industrial City from this time on.

Wheat has touched the dollar mark here, but how long it will stay there is a matter for conjecture. Even at that price, not a very large quantity is being brought in to local mills, farmers apparently holding out in hopes that the price will go higher yet. However, the proprietor of Cullen's roller mills believes the price is more apt to drop. He says there is no demand for Ontario wheat by the British importers; that the price advanced with the price of Northwest wheat, for which there is a demand, and because of a certain demand by local millers.

* * *

Several new public buildings are now under way here. The corner-stone of a new $25,000 Y.M.C.A. building was laid the other day. A $20,000 Carnegie library is rapidly going up, and the roofing-in of a fine new hotel building has just commenced. At the municipal elections in January, the people will vote on a proposal to spend $60,000 on a new city hall. A project for one or two new ward schools is also in the air. Watch Woodstock grow !

PEMBROKE.

My first duty this week will be to thank Galt for his kindly welcome to The Grocer's columns, and for his friendly criticism of the ready cash system, but I still adhere to my former opinion about it. I certainly agree that at this period of the year the farmer is pretty flush with money, but what about the summer months, when he has spent his money and has little or nothing to sell except milk and eggs ? It is then that the pinch is felt and then it is he asks for credit. Certainly, I do not see why the cash system cannot be conducted, but the difficulties are great and manifold. Take, for instance, if a customer, after making several purchases, sees something that he or she takes a fancy to and on looking into her purse finds she has not sufficient to pay for it. Now, for the merchant to be consistent, he has nothing before him but to refuse the article or to offer to send it c.o.d. Most of us know that the majority of people do not possess the tempers of angels, and that in a great many cases the merchant not only runs the risk of losing the sale of the goods, but also a future customer. And then, again, there are the goods ordered by 'phone. As a merchant remarked who I was talking to on the subject, as the bell rang : "That darned thing is responsible for more credit than anything." A customer rings up with a long order to be sent right off. When the delivery man gets there the lady is out, and the maid hasn't the money. She requires some of the goods for cooking purposes; the delivery man refuses to leave the goods without the cash; consequence, another good customer gone. Now, I think that if the system the Winnipeg retail grocers have started, that giving information about doubtful payers, was taken up in every town, it would save many a bad debt and worried hour to the trader.

* * *

What miserably cold weather we are having and what a damper it has put on trade. With the streets a sea of mud and the rain pouring down, it is only a case of necessity that brings the lady shopper out, and it is surprising how tight the pocket gets when the spirits are as damp as the weather. Such has been conditions in Pembroke for the last week, and a great falling off in trade has been the result. Still, we must not grumble, for we shall be having all we know what to do with as the days draw nearer to Christmas. Most of the traders have started getting their goods in for the festive season.

* * *

With the announcement of the price of canned tomatoes the scramble has been great to secure stock, among those who had not already placed their orders. One lucky merchant managed to place an order for 35 cases at the old price and his only regret is that he did not make it double.

* * *

On the market on Saturday prices for butter and eggs took another upward jump, the former reaching 30c to 32c, with June and July packed tubs at 25c. Eggs reached 25c a dozen, being very scarce, except in one case, where, tempted by the high price, one man appeared with a large crate and was quickly surrounded with eager buyers. "Are you sure these are fresh ?" asked a lady. "Sure, ma'am, perfectly fresh," said the dealer. At the same moment one of the eggs burst with a loud report.

* * *

Potatoes took a drop of 5c a bag, and a plentiful supply of vegetables kept the price about level. The last cases of local tomatoes were brought in, as owing to frost and cold, a great quantity have been spoiled. Price per basket was 40c. Onions sold at from 90c to $1 a bushel. Carrots, turnips and beets brought 30c a pail. Fowl sold for 60c to 75c a pair, and a bumper meat market brought the prices down below the average. Hay, which is very scarce, has already reached $18 to $20 a ton, and fears are entertained that before the winter is over it may reach $25.

* * *

With the feed dear and hay at the above price, many farmers are killing off their cattle, rather than keep them, and in one district an unknown disease has car-

ried off some scores, thus making the prospect for some of the farmers anything but pleasing.

BARRIE.

Thos. N. Hahley and family are leaving town this week for Toronto, where he has purchased a grocery stock in one of the best and oldest stands in the city. We wish him the same prosperity that has always been with him during his twelve or thirteen years of business in Barrie.

* * *

Ed. Armson has been spending the past week in Pembroke.

* * *

W. Herron, who has been conducting a small but flourishing business here, has sold out and purchased a grocery store on Major street, Toronto.

* * *

The bakers of Barrie have asked the Council to reduce the standard weight of "bakers' loaf" from two and four pounds, to one and a half and three pounds, respectively, urging in support of their application, the increased cost of raw materials manufacturing and delivering.

* * *

J. A. Janes, who manufactured cigars here a few years ago, has returned to town and opened a factory on Owen street, where he will continue to manufacture the brands which he has been making in London.

* * *

The Bank of Nova Scotia have rented half of C. W. Palk's store, and are rushing all preparations for their new bank branch, to be opened there about New Year's time.

* * *

Reed & Co., Hawkstone, have sold out to Frank A Tebo.

HAMILTON.

Now that the manufacturer and the jobber have arranged the price of canned goods to suit their expenses and profits, would it not be advisable for the retailer to think over what he should charge his customers? A great many retail grocers do not know what their expenses are. I am sure some of them would be shocked if they did. Nor do they know exactly what the net profit is on the goods they sell. How pleasant it would be if all the retail grocers could meet in a well-organized association and discuss this and other important trade questions, even as the canners and jobbers have done. A good association, just at this time, when all the manufacturers are making up new price lists, and, incidentally, soaking the poor grocer, would do a lot of good. Every new price that I have seen yet puts the retail man in a position to realize less profit than before. The cereal people must think the grocers are getting puffed up on their ready-cooked stuff, to judge by the arbitrary orders they give us to sell on the new prices. One firm asks us to sell a plate with a few rolled oats in a box for 25c. and pay them $2.75 a dozen for same. However, this is only one of the things that grocers should compare notes and chat about, if organized. The time is coming when protection will demand it. Why not now?

Getting back again to tomatoes at $1.27½ means that they will retail at two for a quarter—not a very large profit. The prices of peaches and strawberries are too high for ordinary people and those that buy them will likely be in a position to pay a profit. Every day something gets a boost.

J. Y. Griffin & Co., of Winnipeg, probably the largest provision merchants in Canada, have opened a branch at Saskatoon, which will now take upwards of a car of their goods weekly.

St. Catharines grocers are emphasizing cash and the short-time account system of business.

Short weight butter was detected and confiscated, on Guelph market on Saturday.

The Hamilton correspondent thinks that the time is ripe for thorough grocery organization.

I see by the newspapers that the distillers got together and elevated the price of whisky, and the paper very kindly goes on to explain that, being only some ten cents a gallon, the retailer will have to stand for it. Just a matter of $4 a barrel, and from 25c. to 50c. a case on bottles. The increased cost of living is certainly looming up large, and for the average householder the coming winter begins to look rather a tough proposition.

NEW TORONTO OFFICES.

S. H. Ewing & Sons' Toronto offices are now located at 20½ Front St. E., where larger premises have been secured. The old quarters were not large enough to accommodate the growing trade of the firm in Toronto and district.

D. J. MacLeod and R, W. Andrews have opened a grocery business in Sherbrooke, Que., under the name MacLeod & Andrews.

GROCERS' GUILD INDICTED.

Hamilton Grand Jury Brings in True Bill—Case Goes to January Assizes.

The case against the Dominion Wholesale Grocers' Guild, which has been arousing a good deal of interest in the trade for some time, was carried a step further in Hamilton on Friday, when the Grand Jury brought in a true bill against the officers of the Guild. The indictment reads as follows: "That H. C. Beckett, George E. Bristol, John I. Davidson, Thomas E. Escott, W. G. Craig, J. F. Eby, Thomas Kinnear, the Dominion Wholesale Grocers' Guild and the Ontario Wholesale Grocers' Guild did during the years 1898, 1899, 1900, 1901, 1902, 1903, 1904, and 1905, at the city of Hamilton and elsewhere in the Province of Ontario, unlawfully conspire, combine and agree and arrange one with the other and others of them, and"—here follows a long list of firms—"to unduly limit the facilities in producing, manufacturing, supplying and dealing in sugar, tobacco, starch, canned goods, salt and cereals, being articles and commodities which are subject to trade and commerce."

They are also charged under this section with restricting trade and commerce, with limiting and lessening the manufacture, enhancing the prices and lessening competition in the commodities mentioned in the indictment.

Counsel for the defence expressed themselves as desirous of disposing of the case as soon as possible, but the Chief Justice replied that he would have no time open until January.

It would be to the interests of the trade generally to have the matter thoroughly decided as soon as possible.

OGILVIE FLOUR MILLS MEETING.

The annual meeting ot the. Ogilvie Flour Mills Company took place in Montreal last week. It was announced that net profits for the year were $630,685.57. F. W. Thompson, vice-president and managing director, speaking of the past year, said that it had been a most successful one, and he was very optimistic for the future. The election of officers and directors resulted as follows:

Directors—C. R. Hosmer, president; F. W. Thompson, vice-president and managing director; Sir George A. Drummond, K.C.M.G.; Sir H. Montagu Allan, E. S. Clouston, H. S. Holt, Shirley Ogilvie.

Officers—W. A. Black, general manager western division; S. A. McMurtry, treasurer; T. Williamson, secretary; W. A. Gandle, assistant secretary; F. H. Anson, general superintendent; Lt.-Col. A. E. Labelle, local manager; George A. Coslett, Fort William manager.

THE CANADIAN GROCER

Established - - - - - - 1886

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VANCOUVER - - - Geo. S. B. Perry
ST. JOHN, N.B. - - 7 Market Wharf
J. Hunter White

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J. Roland Kay

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SHORTENING CREDITS IN THE WEST.

"I have letters from more than a score of retailers thanking us for going after collections hard and putting pressure on them to pay their accounts. The general stringency has forced us wholesalers to do this, and a general movement of this kind has made it necessary for the retailers to go after their own accounts and shut down on credits. As a result, scores of Western stores are now selling either absolutely or practically on a cash basis, and all have been compelled, at least, to shorten their credits. Retailers are beginning to reconize the benefit of the cash system into which the necessities of the situation have practically forced them, and I, as I said, I have letters from more than a score of Western dealers telling me that the net result of this stringency has been a good thing for them."

In the above words, a leading Winnipeg wholesaler expressed to this paper last week his opinion of the financial stringency and its effects. Every commercial traveler in Western territory has practically the same story to tell. For the last two or three years, thanks partly to the educative work of the retail associations, and the trade papers, there has been a general tendency towards shortening credits in the Western Provinces, but some pressing necessity was required to win a general victory for this movement. That pressing necessity has been supplied by the financial stringency of 1907. The banks have brought pressure to bear upon the manufacturers and wholesale houses, and the latter have been compelled to press the retailers for prompt payment. The process has been disagreeable; it has borne very heavily upon some business men, but the net result has been a benefit.

It is now possible to estimate the business situation in the West, with some degree of exactitude. Owing to the high range of prices which the farmer is getting for his grain, it is now generally conceded that the West will make as much money this year out of a small crop as it did last year out of an exceptionally large one. Some districts will suffer, but, taking the country as a whole, the situation is satisfactory. The moderate estimates published in this paper from time to time during the last three months, have been justified by the actual results, the boomster estimates of more than 115,000,000 bushels made by supposedly well-informed business papers and the crop killing reports circulated by the knockers, pessimists and wheat market bulls, having proved alike erroneous. The West is all right for another year, and, with retail business forced to a cash or monthly payment system, the prosperity of the country now rests upon a secure and stable basis.

THE FLOUR SITUATION.

Since the end of August the flour market has been steadily advancing, just why, a good many do not altogether understand. There have been six advances to the time of writing, the first an advance of 25c, then an advance of 15c, with four raises of 20c each. At the beginning of September, flour ruled, for the two best grades, $5.10 and $4.50 a barrel; now the ruling figures are $6.30 and $5.70, showing an advance of $1.20 per barrel.

A year ago, towards the end of August, the prices for the two best grades were $4.70 and $4.20, which figures had been ruling for some time. During the last days of August there was a decline of 20c, and for three weeks prices ruled steady until there was another drop of 10c. In early October, however, prices recovered 10c, and, later, another 10c, and a year ago to-day ruling prices were $4.60 and $4.10, showing an increase since that date of $1.70 and $1.60 per barrel.

In some quarters there has been a feeling that the high prices ruling are not justified by the existing conditions, but this is hardly the case. In the first place, wheat has been exceedingly firm, and there have been large advances. At the beginning of October, 1906, No. 1 northern wheat, Fort William, brought 74½c, against $1.11½ on the same date this year. By comparison, it will be found that the advance in flour has not been out of proportion to the advance in wheat, but that rather there is scope for still further rises in flour before the proportion will be equal.

Millers, the larger ones, at least, have stored in their elevators grain purchased at lower prices than those which have ruled recently, and they have been able to manufacture at a profit without putting up the price of flour in proportion to the increase in wheat values. The advances in flour have been made because present stocks of grain will not last forever. The millers have a natural desire to take their profit when they can get it—and there is no profit in buying wheat at to-day's prices and selling the flour manufactured from it at any lower figures than rule to-day. Consequently, they are making a larger profit than usual on flour made from grain purchased months back, in anticipation of an almost certain loss when the flour made from grain purchased at present values, comes to be marketed.

A SATISFACTORY REPORT.

The Canadian public generally will be somewhat reassured, after the recent discussion regarding some of the Ontario canning factories, by the report of Dr. R. W. Bell, Provincial Health Inspector, who has just returned from an

inspection of twenty-four factories in the western Ontario counties. His report regarding these is, on the whole, satisfactory, and indicates that where difficulties in securing labor are not overwhelming, there is no trouble in keeping factory conditions up to the desirable standard.

FINE THANKSGIVING TURKEYS

What cheering news ! We are to have fine, fat, juicy and tender turkeys for this year's Thanksgiving. How much satisfaction this will bring to the hungry householder, who looks forward to a joyful family reunion around the browned carcass of a stuffed gobbler, and to the grocer who delights to see his customer walk off with an eighteen-pound foundation for the feast under his arm !

Last year, it will be remembered, Thanksgiving arrived two weeks earlier than usual, and as a result the farmers were not able to bring their prize birds up to a condition satisfactory for the great day. This year, with two weeks more of stuffing and strutting, the gobblers ought to be in the pink of condition. Reports confirm this prognostication, and it seems certain that the quality of 1907's Thanksgiving dinner will be well provided for.

As to the supply, reports are not so reassuring. Our correspondents in the western counties are optimistic over the turkey "crop," and say that farmers there are preparing for a big harvest. City poultry dealers, however, say that their reports are not so bright, and that the supply will not be at all abundant. There have been practically no turkeys in the market as yet, and the price is almost prohibitive, but with the opening of the turkey season the supply is beginning to increase and prices will probably drop to some extent.

A NEGLECTED ASSET.

Is your store a cheerful one ? Is it bright and clean and attractive enough, and are your clerks and yourself full enough of the kind of cheerfulness that will bring a man up out of the dumps when he drops in to order a few little things on his way to the office ? That's what it should be.

Cheerfulness is an asset not usually considered in connection with the selling of groceries, and yet one whose importance cannot be underestimated.

Think for a moment what traveler you like best, and I'll wager you the profits of a Saturday morning's business his house gets your biggest orders. Isn't this because he always greets you with a cheery smile—no matter how wet the day is, or what kind of a bed he slept in at the small hotel in your town the night before ? And isn't he always the same to you whether he loads you up with half a car of stuff or only sells a few pounds of this or that ?

Now don't you suppose this thing works out the same way with your customers ? It isn't only politeness or quick service. A clerk could be polite and yet make your customer feel as though she had been in the icebox. It's real "No. 1 hard" heartfelt cheerfulness that ought to be prevalent all the time in your grocery. If your store hasn't got it, import a small shipment on trial, and see how the investment works out.

Even if that last case of Valencias went bad, or the rats got at your new table figs, don't stay grumpy and thus spoil the sale of other goods. Cheer up and make a joke out of it, and you'll sell enough extra to make up for the loss. God made us to be cheerful. You never saw a sunflower look grumpy in your life, even if it was dripping with rain.

START CHRISTMAS SELLING EARLIER.

The Christmas season tries the facilities of most stores very severely, and the great majority of merchants feel that if they could extend the holiday rush over a little longer period they would do a good deal larger business, and handle it with much more satisfaction to their customers, and, consequently, to themselves. It can be done. In most cases active selling does not commence until the first week in December, or later, and the congestion of trade that follows is well known to everyone. Is there any good reason why you could not attract brisk buying the last week in November? Numbers of other retailers have done so, and you can, too. The Christmas spirit will have permeated the atmosphere by that time, and it rests with you to stir it up. Advertising and display are the chief mediums through which this may be accomplished. Devote your newspaper space to Christmas goods, and emphasize the advantage of buying early, when selections can be made more comfortably and while assortments are unbroken. Make the windows and interior co-operate with the ads. If you can evolve some idea to interest the children in your store it will help very materially.

It is not too early to think of the Christmas trade. Lay your plans now and resolve that your facilities shall be much better this year than ever before.

AN IMPORTANT DETAIL.

A reader of this paper draws attention to the carelessness with which many business houses handle firm names. For some weeks the reader has been watching his mail and has been surprised at the number of times his name has been misspelled. The evil, he says, is far greater amongst his Canadian correspondents than amongst writers in the United States, more attention being paid to the proper spelling of firm names across the line.

Jobbing houses are, he says, amongst the greatest offenders, one house with which he has been dealing for over 30 years persisting in spelling his name "Johnston," although all his printed matter reads "Johnson." "If I signed my cheques and drafts as carelessly as these business houses write their addresses," writes our correspondent, "it would be necessary for them to hunt around for some one who would pay the accounts."

The points are well taken. It is undoubtedly annoying to receive nine out of ten letters with the address wrongly spelled. Many of the errors are made, probably, in dictating letters to stenographers, but the instance given by the correspondent of a firm continuing to address a customer wrongly after thirty years' business connection shows gross carelessness, as hundreds of letters must have been received containing letterheads, etc., on which the customer's name was correctly spelled.

Most men are particular about the spelling of their names and all merchants and employes of business houses should take particular care to make no mistake when addressing customers in correspondence or in personal conversation.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Canned Goods—New prices.
Beans—Higher.
Flour—Advanced.
Fish—Revised.
Dairy Produce—Advanced.
Rolled Oats—Advanced.

Montreal, October 17, 1907.

Brisk fall trade is reported by most dealers, but the general trouble lies in the scarcity of money, which is seriously hampering collections.

Canned goods are about the feature of the past week's business. New prices are out on several lines, including tomatoes and corn. Figures quoted are considerably above last year's prices, as it was expected they would be. The advance in pear and peach prices is quite large. Teas are scarcer than they have been for months. Every dealer is looking for different varieties, but supplies available seem to be not far from nil. Prices are extremely firm. Cereals continue to advance. This week rolled oats and flour are higher. For the best flour $6.30 a barrel must be paid to-day. The advance in rolled oats during the past month has been something abnormal. The first direct steamer from the Mediterranean, the Bellona, has arrived in Montreal, and raisins and currants are now being distributed. Nuts are firm and dairy lines are again higher.

SUGAR.—A good consumptive demand for sugar continues; in fact, there is some improvement noticed in the call for this article. Prices remain very steady, with no prospect of a change at present.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES.—Syrups are in strong demand at unchanged prices. Deliveries are fairly good, but would be better were manufacturers able to turn out the goods more quickly. Molasses is quiet.

Barbadoes, in puncheons	0 27	0 32
" " fancy	0 32½	0 33½
" " extra fancy		0 35
" in barrels	0 31½	0 33½
" in half-barrels		0 34
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Teas of every description continue extremely scarce. London offerings of various lines are made, especially in blacks, and dealers buying are able to obtain perhaps one lot in ten bid upon. China Young Hysons are higher and supplies available in China lower grades are very small. Interest locally, however, centres chiefly in blacks, which appear to be scarce in every part of Canada. London is also in short supply, despite the fact that 4,000,000 lbs. of tea more than last year were shipped to England from India.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 20	0 22
Common	0 19	0 20
Ceylon—Broken Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20½
India—Pekoe Souchongs	0 16½	0 18
Ceylon green—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Business is fair at unchanged prices.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS AND NUTS.—An easier feeling is noticeable in the primary market for currants this week, due to the fact that the second direct steamer, the Jacona, has left Patras. The Bellona, the first direct boat, has arrived in Montreal with her cargo, and the goods are now being distributed. Valencia raisins are firm, while Californias are also strong. Prunes are unchanged. Walnuts have been advanced ½c and 11c to 13c are now the ruling prices. There has been a slight decline in Tarragona almonds, which are selling from 12½c to 13c. Valencia shelled almonds are quoted from 31c to 33c, a drop of 2c. Brazil nuts have been advanced ½c, ruling quotations being 17c to 18c. Citron peel is exceedingly firm at the high prices ruling to-day, 16½c to 17½c.

Currants—		
Filiatras, uncleaned, barrels	0 07¾	0 08
Fine Filiatras, per lb., in cases		0 07½
" " cleaned		0 07½
" " in 1-lb cartons		0 08
Finest Vostizzas "	0 03½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown		0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 06½
Selected, per lb		0 07
Layers, "		0 07½
Dates—		
Hallowees, per lb		0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ⅛'s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		013
Choice seeded, 1-lb. pkgs	0 12	0 13
Loose muscatels 3 crown	0 10½	0 10½
" " 4 crown	0 11½	0 11

Prunes—	per lb.	
30-40s		
40-50s		
50-60s	0 08½	0 09
60-70s		0 08½
70-80s		0 07½
80-90s		0 07½
90 100s		0 06½
Oregon prunes (Italian style), 40-50s		0 07
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07
" " 90-100s		0 06½
" " 100-120s	0 05	0 04½

SPICES—Ginger is firmer, according to latest advices. Peppers are low, and buying of them is confined to a few purchasers. Nutmegs continue cheap. Jobbers report a good movement in pickling spices.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

EVAPORATED APPLES—This week new stock is offered at 11c, but trade is not brisk as this figure is pretty high.

BEANS—Beans have passed the $2 mark, as will be seen from quotations. Dealers report stocks very small, and say it is most difficult to obtain even small lots. Prospects are that prices will be even higher than they are to-day.

Choice prime beans	2 05	2 10
Soup peas, whole, bag 2 bushel	2 50	2 60

MAPLE PRODUCTS—The market is very quiet, and prices quoted are nominal.

Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 08½
Beauce County per lb	0 09	0 09½

RICE AND TAPIOCA—The usual demand for rice is reported. Tapioca is firm. Some lots were expected here two weeks ago, but they have not yet arrived. It was thought these parcels would sell for lower figures than have been quoted lately, but wholesalers are going to part with the stock at to-day's prices, so scarce is tapioca in this district.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 07½ 0 08

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday Oct. 17, 1907.)

It is now possible to estimate with some degree of accuracy the business situation as it is likely to be found during the next year. The crop is smaller than last year and a few districts will feel a touch of hard times, but taking into consideration the high range of prices now being paid for grain, it is conceded even by the pessimists that the western country as a whole has no real reason to complain. There is, accordingly, a more confident feeling among all branches of the trade and, while credits are shortened and collections are sharply looked after, business is showing a marked revival.

Salt is advancing, and owing to the rising prices of grain, breakfast cereals are also going up rapidly. Evaporated apples are opening at high prices, and it is likely that there will be further advances, as at present prices they are being handled without profit. Salmon is higher and supplies in Winnipeg are short.

CANNED GOODS—Buying is light, owing to the extremely high prices this fall, and the retail trade do not yet understand just what is the wisest policy to pursue. Apparently profits in canned goods will be light this year, as it is very difficult for the retailers to get the prices warranted, and, in fact, made necessary by the big advances announced by the canners. Salmon is higher this week and supplies are light. Orders cannot be filled in full. The same condition obtains in the canned fruit and vegetable market. Prices are abnormally high and the goods cannot be obtained even at the prices asked.

FRUITS.

	Group No. 1.	Group No. 2. & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Rasyberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—	
golden wax, "	1 06½ 1 01
refugee, "	1 06½ 1 04
" crystal wax	1 16½ 1 14
" red kidney	1 21½ 1 19
lima	1 46½ 1 44
Corn—	
2's	2 23 2 18
Tomatoes	2 99 2 94
Peas (new) per dozen—	
(No. 4) 2's "	1 06½ 1 04
(No. 3) 2's "	1 16½ 1 14
(No. 2) 2's sweet wrinkle	1 21½ 1 19
(No. 1) 2's extra fine sifted	1 51½ 1 49
Succotash—	
2's "	2 63 2 58
Beets—	
whole, "	2 08
sliced, "	2 28
whole, 3-lb., "	2 64
sliced, " "	2 84
Spinach—	
2's, per doz	3 13 3 08
3's "	4 09 4 04
gallon, per doz	11 10
Asparagus, per doz	2 89
Tomatoes—	
per case	2 79 2 74
Beans, golden wax	1 98 1 93
" refugee	1 98 1 63

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " Chili " "	2 25
" 2 " " "	1 90
" 3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 65
" " 1's "	1 50
Roast beef	
1's, per doz	1 50
" 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¾'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	5 75

SUGAR—Quoted as follows:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
Icing sugar in bbls	5 60
" in boxes	5 80
" in small quantities	6 20
Powdered sugar, in bbls	5 40
" in boxes	5 60
" in small quantities	5 65
Lump, hard, in bbls	5 95
" in ½-bbls	5 95
" in 100-lb cases	5 95

SYRUPS AND MOLASSES — Corn syrups are reported in brisk demand. Molasses is moving slowly. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—Whole green Rio is quoted at 8¾c, and roasted at 11¼c. Ground roasted sells at 12¼c.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails.,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS—

Australian raisins—	
Brown Lexias, per lb	0 08
**Extra brown " **	0 0
Sultana raisins, bulk, per lb	0 13½ 0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Valencia raisins, f. o. s	1 75
" " selected	1 85
" " layers	2 10
Trenor's Valencia raisins, f.o.s, per case	2 70
" " selects "	2 85
" " layers "	2 95
California raisins, muscatels, 2 crown, per lb	0 10½
" " 3 "	0 10½
" " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15
Pears, choice (halves), per lb	0 13½
" standard "	0 13
Plums, choice (dark pitted) per lb	01½
Nectarines, choice	0 16

EVAPORATED APPLES—The prices quoted to the trade at present are from 9¼ to 10¼c per lb. It is not likely, however, that these low prices can be very long maintained. The lower price quoted is for California fruit, the higher for Ontario. The Ontario evaporators are quoting the wholesale houses about 9c f.o.b. Ontario stations, and it is expected that there will be an advance on these prices. Under the circumstances an early advance by the Winnipeg wholesale houses may be expected.

HONEY—New Ontario honey is commanding a high price. We quote:

2½-lb. tins (pure), in cases of 24	9 50
5-lb. " " 12	9 25
10-lb. " " 6	9 25

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04
Patna " "	0 04½
Tapioca, per cwt	8 00
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 15
" (shelled), per lb	0 33
" in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 5

CEREALS—Prices are advancing rapidly owing to the condition of the grain market. The various breakfast foods have nearly all announced advances and higher prices will be noted below in our quotations of rolled oats. We quote:

Rolled oats, 80 lb sacks, per 80 lbs	2 95
" 40 " " 80	3 00
" 20 " " 80	3 12
" 8 " " 80	3 40

Granulated oatmeal, per sack	3 25
Standard, per sack	3 25
Cornmeal, 49's, per sack	0 95
Pot Barley, per sack	2 5)
Pearl " "	3 5)
Pearl " per ½ sack	1 80
Split Peas, per sack	2 75

BUTTER—Prices are in the transition stage and advances are sure to occur in the course of a few days. Produce houses are now paying 21c per pound for No. 1. dairy ; 19c to 20c for good No. 2. dairy, and 18c for cooking butter. These prices are f.o.b. Winnipeg. Creamery is selling to the retail trade at 28c to 30c per pound.

EGGS—The supply is short and Ontario eggs are now being brought in. Produce houses are paying from 23c to 24c per dozen for fresh eggs delivered in Winnipeg.

CHEESE—Ontario 14c.; Manitoba 13 to 13½c.

Cured Meats.

Quoted as follows :

Hams, selected, mild cure, 10 to 14 lb., 100-lb. crates	17½
Bacon, selected, mild cure, 5 to 7 lb., 100-lb. crates	21
Backs, selected, mild cure, 8 to 10 lb., crates	18

Sugar Cured.

Prices for 100-lb. sacks ; add ⅛ for 200 lb. boxes ; ¼ for 100-lb, boxes ; ½ for 50-lb. boxes.

Hams, light, 10 to 14 average	17½
Hams, medium, 14 to 16 average	16¾
Hams, heavy, 25 to 30 average	16
Hams. skinned, 20 to 25 average	17
Picnic hams, 6 to 10 average	13
Shoulders, 10-14 average	13¼
Breakfast bacon, clear, bellies, 8 to 10 lb.	13¼
Breakfast bacon, clear, bellies, 10 to 12 lb.	17½
Breakfast bacon, wide, 14-16, or strips 6-8 lb.	17
Clear backs, bacon, 8 to 10 lb.	17½
Clear backs, bacon, 12 to 16 lb.	17
Spiced rolls, long	16½
Spiced rolls, short	14½
Dried beef hams, sets	16
English cured bacon, bellies, 14 to 18 average	17
Smoked beef tongues, choice	18

Smoked hams, boned and rolled, 3 cents per lb. additional.

Dry Salt Meats.

Prices for 200 lb. sacvs ; add ⅛ for 200 lb. boxes ; ¼ for 100 lb. boxes.

	Unsmoked.	Smoked.
Long clear sides, 50 to 75 lb	12	13½
Short clear sides, 45 to 60 lb.	12½	14
Extra short clear, 35 to 50 lb.	12½	14
Boneless backs	13	14
Clear bellies, 20 to 25 lbs.	13½	15
Clear fat backs, 12 to 14 lbs.	11½	12¾
Square shoulders, 14 to 16 lbs.	11½	13

Barreled Pork and Beef.

	Brls.	Hf. Brls.
Mess pork	$25.00	$13.00
Short cut mess, standard	26.00	14.00
Pig pork, boneless, brisket	23.00	12.50
Selkirk bean pork, clear	21,00	11.50
New mess beef	12.00	7.00
New plate beef	11.00	6.50

ONTARIO MARKETS.

POINTERS—

Canned Goods—New prices out.
Sugar—Steady and unchanged.
Flour—Advanced.
Teas—½d. advance.
Fish—Revised.

Toronto, Oct. 18, 1907.

Canned goods are again the feature of the wholesale grocery markets, new prices having been given out within the week by the Canadian Canners. Almost without exception these prices are higher than those of last year's pack. Cherries are unaltered, and neither corn nor tomatoes are as high as was generally anticipated, but most other lines show a very stiff advance over last year's prices. Deliveries on pears will likely be almost 100 per cent., on peaches 60 per cent., on corn 85 per cent., and on tomatoes 70 per cent. On plums orders will probably be delivered in full.

As noted in our last issue, the London market advanced ½d. on India and Ceylon teas. This applies only to the cheap grades, ranging from about 10d. per pound, down. The advance has come at a most inopportune moment, curtailing, as it has, even the small amount of business that was being done in these lines previous to the raise. Stocks of tea held here are practically nil. The bean crop is said to have been badly affected by rains and frost, and apparently not more than half the crop has yet been pulled.

Business generally is reported satisfactory, some houses claiming that their total business so far this month is greater than the amount registered on their books for the same period in September. Collections are fair in the city, but a little slow from country points.

SUGAR—A moderate consumptive demand is reported for refined, but nothing to warrant special comment. Prices continue unchanged, as they have done for an unusually long period. There is no feature in the refined market to indicate in which direction they are tending, and the majority of the trade do not expect any change at present. The New York market has been firm and steady, with indications pointing to a fairly large distribution for October.

Willett & Gray say of the raw situation:

"There has been no change in quotations for centrifugals during the week.

"European markets made narrow fluctuations for beet sugar downwards, closing at lowest point of 9s. 8½d. on a dull market, influenced by favorable weather crop conditions as cabled by Mr. Licht. The influence of the weather in the United States on the domestic cane and beet crops has not been as favorable in some sections for high results and possibly somewhat less Louisiana and domestic beet sugars will be made than anticipated.

"Weather reports from Cuba indicate a decided lack of the necessary rains to produce satisfactory crop results, and definite advices begin to come to hand of special difficulties on many estates. Cane in the fields of some centrals is being sold to other centrals for economy sake. This assures the grinding of all cane in the fields, notwithstanding the fact that a less number of centrals will work during this season. The visible supply of sugar in the world at last available dates is 61,912 tons less than last year.

"Beet contracts for May delivery are again below 10s., at 9s. 11½d., and might possibly go to 9s. 7½d. eventually, and temporarily, at which the outlook ahead gives fair promise of profits on purchases made without special risk of further important decline."

Paris lumps, in 50-lb. boxes		5 15
" in 100-lb. "	4 85	5 05
St. Lawrence granulated, barrels		4 50
Redpath's granulated		4 50
Acadia granulated		4 45
Berlin granulated		4 40
Phoenix		4 45
Bright coffee		4 40
No. 3 yellow		4 30
No. 2 "		4 20
No. 1 "		4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

COFFEE—The world's visible supply in bags was 16,712,582 on Oct. 1, compared with 16,004,313 on Sept. 1, 1907, and 12,153,621 on Oct. 1 last year. Stocks of all kinds in the United States were 3,863,414 bags on Oct. 1; 3,862,690 on Sept. 1, 1907, and 3,334,348 on Oct. 1, 1906. The local situation is quiet and unchanged. Willett & Gray say :

"In the past few days there were somewhat larger receipts at Santos, but this, according to reports from Brazil, is due to the announcement that increased freight rates on the railroads in San Paulo will go into effect November 1st. But even under this impetus the crop movement so far is considerably below that of two years ago, and as stated before in this column, receipts seldom show a decrease in October. Therefore, so far as receipts themselves furnish indications of the size of the crop the total outturn this season should not be larger than the small crops of 1903 to 1905, or an average of about ten millions. An important item concerning the present crop is the fact that the large well-kept plantations have given such a small yield. The important "Schmidt" plantations in San Paulo gave last year 201,000 bags, while this year, with the harvest entirely finished, the result is less than one-fourth of it. Other planters' experiences are some better and some poorer. Reports are received from several plantations of a yield of only 10 per cent. of last year, other as much as 40 per cent., but the average is considerably below one-third, and the outturn of the Schmidt plantations being under one-quarter of last year's crop, ought to indicate a fair average of all the others. It has been stated repeatedly that the real cause pf the 'freak' crop was the high percentage of yield per tree, and coming freely from the old trees, not from a large number of young trees bearing fruit for the first time. Reports show that the absence of flowering is because the trees and soil are exhausted and these facts are the basis for the belief that there will be several small crops following the extraordinary yield of last year. The law of 1902 prohibiting the laying out of new plantations is still in force, so the only new trees to

come into bearing are those planted by careful managers to replace old trees.

"Many minds find it difficult to understand why the Santos production for three successive crops should average about 7,000,000 bags and be followed by one of 17,000,000 bags and then again a small crop of five to six millions, but the fact is it was a veritable 'freak' crop last year, which is not likely to occur again for a number of years, if ever.

"While the trade continues to buy only in keeping with its daily wants, the distribution is satisfactory, as European and American deliveries for the first three months of the season were 500,000 bags larger than the same time last year."

TEA—The advance of ½d on the London market, registered last week, has had the effect of putting a check on business for the time being. The advance is applicable only to Indian and Ceylon teas worth 10d and 8d a pound, and under, and has not been placed on any of the higher grades. The impression among the trade has been for some time that tea prices were as high as they were likely to go, but most of these optimists are now prophesying a further advance before many weeks. This market is practically bare of stocks of all grades, and no immediate relief seems to be in sight. Mail advices from London, under date of October 3rd, say:

"Although no complete news of Indian outturns during September is yet to hand, favorable weather for the most part seems to have been experienced, especially in Assam, and at present it looks as if the total crop secured would show a small increase on 1906. Meanwhile, mail advices confirm previous cables of exceptionally heavy direct shipments from Calcutta to outside markets, so that the quantity available for the United Kingdom should be rather less than last year. This probability has conduced to the activity prevailing this week, the keenness of the demand up to 7d, resulting in ¼d per pound advance in most instances.

"A further increase of 500,000 pounds took place in China imports during September, the clearances for the four months ending 30th ult. being six and three-quarter millions, against five and a half millions in 1906. Ceylon receipts, in contrast to Indian, were again heavier but deliveries showed no improvement, and stocks of this growth are now two and three-quarter millions more than a year ago. According to London figures, clearances of all kinds last month marked a decline of one and three-quarter millions on 1906, but the Board of Trade returns will probably indicate a less heavy falling off, owing to the rather larger quantity now being shipped to home ports other than London."

The offerings at London public auctions during September were 175,000 packages, as compared with 168,000 packages in the same month of 1906.

"Although there were a few good teas from Darjeeling, and from Assam," says a report, "which realized highly satisfactory prices, the general run of quality was not so good as at the corresponding period of the last two seasons. There was, however, some recovery in the prices of the better, medium and fine grades. Commonest were irregular but stronger at the close of September. Dusts and fannings were in strong demand at high prices; owing to Russian requirements in Calcutta for brick tea purposes, the percentage of those grades coming on the London market is now greatly reduced."

DRIED FRUITS—Currants are very firm. It was expected that the September market would be strong, owing to the heavy forward sales, but no one could have anticipated the enormous demand which has prevailed and has put up prices about 3s. since the opening of the season. And this, with a crop of generally indifferent quality, and fully sufficient for all consumptive requirements.

Valencia raisins are firm and unchanged. There is a strong market for Sultanas, and cable advices received Wednesday stated that prices have advanced.

Prunes, Santa Clara—	**Per lb**		**Per lb.**
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08½
Note—25 lb. boxes ½c. higher than 50 lb.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 03½ 0 03½		
Bag Figs	0 04½ 0 05		
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana	0 12½0 lb		
" Fancy			
" Extra fancy			
Valencias, selected old	0 05		
Valencias, new	0 07½ 0 08		
Australian	0 08½		
Seeded, 1-lb packets, fancy	0 11½		
" 16 oz. packets, choice	0 11		
" 12 oz. " "	0 09		
Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairs	0 04	" choice	0 08½
Domestic evaporated apples	0 09		0 09½

MOLASSES AND SYRUPS—Demand is quiet, and prices are unchanged. There is no special feature to the situation.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03⅝
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 2 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

NUTS—A cable received early in the week advised that prices on Grenoble walnuts have advanced, but mentioned the quality of the crop as being exceptionally fine. The crop is, of course, very short, but this guarantee of quality will come as good news to many in the trade who were somewhat dubious on the point.

Almonds, Tarragons, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—Prices are unchanged. But little business is passing.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cinnamon	0 35
Nutmeg	0 30 0 75
Cloves, whole	0 30 0 50
Cream of tartar	0 19 0 25
Allspice	0 20 0 22
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 60
" ground	0 25 0 50

RICE AND TAPIOCA—A steady demand is reported for medium pearl tapioca, and further shipments are understood to be on the way to this market. All prices are steady and unchanged.

Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 05 0 06
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 08 0 08½
Carolina rice	0 10
Tapioca, medium pearl	0 08

BEANS—Prices are higher, primes being hard to get under any circumstances, and practically impossible to secure at anything under $2. There are next to no stocks of Lima Beans on the market, it being a between-seasons period for this line. Further supplies, however, are said to be on the way.

Beans, hand picked, per bush	2 00
" prime No. 1, "	1 85 2 00
" Lima, per lb	0 07

HIDES AND WOOL—Business is very dull, buyers doing business on a hand-to-mouth basis only. Tanners are buying occasional lots of 500 hides or so, but generally speaking, there is little improvement in the situation.

Hides, inspected, cows and steers, No. 1	0 07½
" " " No. 2	0 06½
Country hides, flat, per lb., cured	0 06 0 07
Calf skins, No. 1, city	0 12
" " No. 1, country	0 11
Lamb skins	0 65 0 75
Horse hides, No. 1	2 75 3 00
Rendered tallow, per lb	0 05½ 0 06½
Pulled wools, super, per lb	0 23
" extra	0 25
Horse hair, per lb	0 30
Wool, unwashed	0 12 0 13
" washed	0 22 0 23
" rejections	0 15

CANNED GOODS

MONTREAL—New prices for several lines are out this week. Corn is selling at 97½c and 95c, which is only 5c above prices which have ruled for some time past. Gallon corn has been advanced from $4.65 to $4.90. Tomatoes are $1.07½ and $1.05, against $1 and 97½c. Carrots, cabbage, cauliflower and parsnips are quoted at the old figures, as also are pumpkins. In fruits, apples, blueberries, pears and peaches are above last year's figures considerably. Especially does this apply to peaches and pears, which are away up. Grapes are quoted this year $1.52½ and $1.50, for 2's preserved. In the trade the figures given out are regarded as very high, but they did not surprise, as they were expected. Reports of the shortage are contradictory, some giving figures which are extreme. Canned lobsters are higher, in fact, are becoming quite a luxury. To-day ½-lb. flats are quoted $2.40 to $2.50 dozen; 1-lb. flats are $4.75 to $4.85, while 1-lb. talls are quoted $4.10 to $4.20.

TORONTO—New prices are out at last. Their general trend may be summed up as follows: Red and black cherries currants, gooseberries, pineapples, plums (all lines), rhubarb and raspberries, remain the same in price.

There has been no advance in any vegetables, except on corn, turnips, succotash and tomatoes.

The advance on peaches, pears and apples has been heavy.

Many of the prices are a surprise to the wholesaler. Corn and tomatoes were expected to be considerably higher than is actually the case, while many of those lines on which there has been no advance, were expected to be higher than last year's prices. Probable deliveries by the Canadian Canners will be: Pears, full; peaches, 60 per cent.; plums, full; corn, 85 per cent., and tomatoes, 70 per cent.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 20	1 17½
" preserved, 3's	1 42½	1 40
" standard gal	3 27½	3 25
" preserved, gal	3 37½	3 95
Blueberries—		
2's, standard	1 17½	1 15
2's, preserved	1 6,½	1 65
Gals., standard	5 17½	5 15
Grapes—		
2's Preserved	1 52½	1 50
Gals S andard	3 77½	3 75
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals, red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard	....	5 90
Gals. " solid pack	....	8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard	....	6 75
Gals, solid pack	....	8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75
Peaches—		
1½'s, yellow (flats)	2 17½	2 15
2's, yellow	2 37½	2 35
2½'s, yellow	3 27½	3 25
3's, yellow	3 62½	3 60
3's, yellow (whole)	3 02½	3 00
2's, white	2 32½	2 30
2½'s, white	3 22½	3 20
3's, white	3 57½	3 55
3's, pie peeled	2 2½	2 00
3's, not peeled	1 77½	1 75
Gal., pie, peeled	7 52½	7 52
Gal., pie, not peeled	5 52½	5 50
Pears—		
2's, Flemish Beauty	1 92½	1 90
2½'s, Flemish Beauty	2 27½	2 25
3's, Flemish Beauty	2 42½	2 40
2's, Bartlett	2 12½	2 10
2½'s, Bartlett	2 47½	2 45
3's, Bartlett	2 52½	2 60
3's, pie	1 47½	1 45
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 77½	3 75
2's, light syrup's	....	1 45
3's, " "	....	1 95
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
Pure maple syrup, bulk, per lb	0 06½	0 07
Compou d maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 09
2½'s, whole	2 82½	2 80
Florida 2's sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 52½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12½	2 10
2's, H. S.	2 2 ½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Raspberries, Black—		
2's, black, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's " preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50
VEGETABLE		
Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 10
2's, whole, " "	....	1 00
3's, sliced, " "	....	1 35
3's, whole, " "	....	1 25
Beans—		
Fancy brands	1 32½	1 30
2's, golden wax	0 92½	0 90
3's " "	1 37½	1 35
Gals. " "	4 02½	4 00
2's, refugee or valentine (green)	0 92½	0 90
2's, crystal wax	1 02½	1 00
Red kidney, 2's	1 07½	1 05
Lima 2's	1 32½	1 30
Corn—		
2's	0 97½	0 95
Gal., on cob	....	4 90
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Turnips—		
3's,	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Succotash—		
2's	1 27½	1 25
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 07½	1 05
2's, standard	0 92½	0 90
2's, early June	1 02½	1 00
2's, sweet wrinkled	1 07½	1 05
2's extra fine sifted	1 37½	1 35
Gals., No. 4	3 72½	3 70
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 07½	1 05
3's, all kinds	1 27½	1 25
Gals, all kinds	3 77½	3 75

A TIME-SAVER.

They have a unique way of price-cutting in a big Dundas street butcher shop in London, Ont. Whole carcasses are displayed in the windows, with price tickets on the various parts, so that a buyer making a purchase, knows how much he has to pay per pound. The scheme saves a lot of questions and expedites sales.

The business of John Bowsher, baker, of Bradford, is advertised for sale.

COCOA AND CHOCOLATE GO UP.

Enormous Advance Recently Due to Scarcity of Cocoa Bean and Heavy Demand.

The advance in cocoa and chocolate, prophesied last week, has come with a vengeance. While nothing definite has been quoted, locally, it is likely that the recent advance will be from forty to fifty per cent. This, added to previous advances during the year, will amount to an appreciation of from 100 to 125 per cent. on the price of the cocoa bean during the last twelve months. These advances seem attributable, principally, to scarcity of the bean, though the enormous increase in the consumption of chocolate products must be a considerable factor in the result.

Importers and manufacturers were the first to notice the stringency in the cocoa bean market, but the retailers will feel the advance immediately, and it will also reflect on the general public. Both sweet and milk chocolate, and also confectionery, which includes the product, will be affected.

Members of the trade state that the advances will probably continue for several years, at least, and that there is a possibility of still higher prices.

TRADE NOTES.

Sauer Bros., grocers, of Buchanan, Man., have sold out.

T. H. Carey, grocer, of Chaplin, Man., is closing up business.

Joseph Potwin, grocer, of Winnipeg, is succeeded by Ann Lucas.

H. W. Scott, grocer, of Toronto, has sold out to W. J. Sawyer.

Jacob Greenberg, grocer, of Winnipeg, has closed out his business.

The firm of Allaire, Louis & Co., grocers, Montreal, have assigned.

E. C. Mowat, Toronto, has bought the grocery business of W. J. Woods.

S. K. Mood, general storekeeper, of Wood's Harbor, N.S., has assigned.

W. J. Robinson, grocer and butcher, of Toronto, has assigned to G. O. Merson.

The assets of Gedeon Beliveau, grocer, of St. Moise, Quebec, are offered for sale.

Oliver Thomas, grocer, of Toronto, has disposed of his business to W. A. Herron.

To accommodate their growing trade, the Crystal Springs Bottling Works, proprietors of Noxie-Kola, Waterloo, Que., are making extensive additions to their plant. Mr. Perkins, the proprietor, is now making a three-storey addition 36 ft. by 38 ft., and before next season arrives, another addition, 36 ft. by 60 ft. will be made. The plant now measures 78 ft. by 130 ft., three floors.

Established 1868 **39th Season**

PORK SAUSAGES

The choice bits of fresh pork, and the tasty herbs and spices, together with the care used in casing, packing and shipping, combine to make the trade in **"Matthews" Sausages** a

Pleasure for Particular Merchants

Not the cheapest on the market, but the best. That is our boast, and we know a regular supply will build up your trade. Write for prices on weekly orders.

The Geo. Matthews Co., Limited

BRANTFORD **HULL** **PETERBOROUGH**

The Bean Market is Higher

but a well-timed purchase of our supply ahead of the advance, enables us to take care of all our customers at the same old price on

SAVOY BRAND PORK AND BEANS

STOCK SAVOY BEANS BECAUSE

(1) They are the best money makers for you.

(2) Self-advertisers, because they will bring you new trade through the satisfaction they give your regular customers.

TWO DOZEN TINS FREE

We will give you one case of two dozen No. 2 tins of Savoy Pork and Beans free with every five cases of No. 1, No. 2 or No. 3 purchased. This offer applies to assorted orders for five-case lots of these sizes.

Savoy Beans are packed in four sizes, No. ½, No. 1, No. 2 and No. 3, both plain and in Tomato Sauce.

Send your order to your jobber or direct to us. In the latter case, don't fail to mention the wholesaler through whom you prefer the goods to be shipped.

Send in a trial order for five cases.

"MADE IN CANADA"

BY

Armour Limited

TORONTO.

Canadian Factory,
77 Front St. E.

CORONA

"The Standard in Canada."

Quality will out. Consumers in every part of Canada are using **Corona Brand** provisions in greater quantity than ever.

Wise, progressive grocers have realized the possibilities of **Corona Brand,** and are pushing it vigorously, with results that are very gratifying.

Outside of quality, one of the chief selling forces of **Corona Brand** goods is the attractive manner in which they are put on the market.

CORONA BRAND

Hams, Bacon, Rolls — **All varieties Cooked Meats**
Sausages, Green Meats — **Selected Beef and Pork**
and our numerous other lines

carry out our assertions in the most forcible manner. Excellence is proved by steady demand. Profits are possible only when first-class provisions are constantly in demand.

We are makers of the justly famous **Corona Brand Kettle-Rendered Leaf Lard.** A great seller in 1-lb. packages, and pails of all sizes.

Also packers of **Corona Brand Creamery Butter** and **Cheese.** Great lines to push. Try them.

WE HAVE NO RETAIL STORES.

The Montreal Packing Co., Ltd., Montreal

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Hams! Bacon! Lard!

"Star Brand" MEATS and LARD are all the product of carefully selected animals which are inspected by the government before coming to our packing house.

With over 50 years' experience in the curing of Hams and Bacon, we are enabled to sell you the very finest product on the market.

F. W. FEARMAN CO. Limited
HAMILTON, ONT.

The Luck of a Horseshoe

is a disputed question. But there is no doubt whatever about the profit-building powers of the

HORSESHOE of **Ham** **BRAND** and **Bacon**

Only the meat of perfectly sound animals is used, and it is cured perfectly.

JOHN DUFF & SON
HAMILTON, CANADA

Provisions for Particular People

is a paying line in the grocery business. You would realize this to be a fact if you were to stock the

"Ryan Brand"

The Ryan Brand is in demand by the best class of customers—customers who want the best and are willing to pay for it.

We have something to say to you about Ryan Profits.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

The INGERSOLL PACKING COMPANY, Limited

BEAVER BRAND HAMS AND BACON

"CANADA APPROVED"

The above words must be attached to every package of meat food products shipped to foreign or inter-province points. Every piece or package of hog products leaving **CANADA'S MOST SANITARY PAC"ING HOUSE is GOVERNMENT INSPECTED** and passed. Combined with this safeguard is the careful selection of every ham and side of bacon, the guaranteed sugar cure, the uniform quality. The price is a little higher, but then the **PROVED RESULTS,** a satisfied and regular customer and an increasing trade. If you are not selling **INGERSOLL PRODUCTS** give them a trial. Ask your friends who are selling them, ask our representatives or write direct to

The INGERSOLL PACKING CO., Limited

Pork Packers

INGERSOLL ONTARIO CANADA

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED.
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

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Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

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Established 1878. 10 North John St.
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Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

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ABERDEEN, SCOTLAND,

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Leading Firm in

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Sweet—Mixed and Chow

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TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

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Business Manager

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Montreal and Toronto.

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It is the aim of every grocer to please his customers. If he gives satisfaction to the housewife he is sure to hold her trade.

Selling *WM. CLARK'S CANNED MEATS* the grocer is always certain of the customer's *smile of satisfaction.* The quality of *WM. CLARK'S* goods is indisputable. *CLARK'S CANNED MEATS* are regarded as the standard in Canada, and the maker's name is a household word which means the best in canned meats.

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Hams and Bacon

Under Government Inspection

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With every tin of Milk and Cream you can guarantee your customer quality and satisfaction.

REINDEER Condensed **MILK**

TRURO BRANDS QUALITY

JERSEY Sterilized **CREAM**

Sweetened.

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You retain 30% profit

Truro Condensed Milk Co., Ltd., Truro, N.S.

By Royal Warrant Purveyors To H. M. King Edward VII

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BOVRIL

Do not be persuaded to load your shelves with inferior Fluid Beef preparations which can only be sold as "substitutes" with much trouble and loss of time.

Bovril is a standard line which never varies in quality. It will always please your customers and do you credit.

BOVRIL Limited, 27 St. Peter St. Montreal

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RED CLOVER BRAND

The Most Delicious
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Superior to all Others

A Sure Cure for

STOMACH TROUBLES
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DIABETES, ETC.

In order to avoid confusion see that the ticket, the capsule and the cork bear the mark **SOURCES SAINT-LOUIS** and the **RED CLOVER.**

DIRECTIONS

A wine glass before or after meals ; a large glass mixed with milk before breakfast.

SOLD EVERYWHERE

AT ALL GROCERS ***AT ALL DRUGGISTS*** ***AT ALL BARS***

L. CHAPUT, FILS & CIE., WHOLESALE GROCERS, MONTREAL

SOLE AGENTS FOR CANADA

Dairy Produce and Provisions

MEAT AND CANNED FOODS ACT

This Act Applies Only to Houses Doing a Business Outside Their Own Province or With Foreign Countries—It is Not Inter-Provincial in Character.

A number of our subscribers have written us, requesting a copy of the new Meat and Canned Foods Act, which was passed at the last session of the Dominion Parliament. Finding it impossible to obtain a sufficient number of copies from Ottawa, we have reproduced the act in full here, and trust that it will be studied by all foreign houses, as well as by all those within the Dominion itself.

The following regulations do not, as so many people erroneously suppose, apply to any establishment within the meaning of the act in which the sole products prepared for food for export, or stored for export, are fish, fruit or vegetables :

1. All animals intended for slaughter for export in any establishment shall be inspected as provided by the regulations.

2. No animal shall be allowed to enter the parts of an establishment where slaughtering is carried on, unless it has undergone such inspection and been found to be healthy and fit for food.

3. Every animal affected, or suspected of being affected, with contagious or other disease, shall be slaughtered under the supervision of the inspector and be disposed of as provided by the regulations.

4. All carcasses and portions thereof of all animals, wherever slaughtered, intended for export, shall be inspected as provided by the regulations.

5. Unless the Minister otherwise directs, upon the report of an inspector, animals owned by farmers and slaughtered by them on their own premises, and animals slaughtered by retail butchers on their own premises, shall not be subject to inspection under the provisions of this Act.

6. Every carcass, or portion thereof, found to be healthy and fit for food, shall be marked by the inspector in such manner as is provided by the regulations ; and the carcass, or portion thereof, may then be dealt with as the owner thereof sees fit, subject to the further supervision of the inspector.

7. Every carcass or portion or product thereof prepared for food in any establishment and packed in cans or similar receptacles, or in any package whatever, shall be subject to inspection during the whole course of preparation and packing ; and after all the requirements of this Act regarding inspection have been complied with, and not until then, all such packages shall be marked by the inspector in such manner as is provided by the regulations.

8. The inspector may at any time reinspect a carcass, or any portion or product thereof, in order to ascertain whether, subsequently to the first inspection thereof, it has undergone decomposition, or has otherwise deteriorated, or has been tampered with or adulterated by the use of preservatives or otherwise.

2. Every carcass, or portion or product thereof, sent out of an establishment, and returned thereto for any purpose, shall not be again sent out therefrom without re-inspection.

9. Every carcass, or portion or product thereof, found, upon inspection or re-inspection, to be unhealthy or unfit for food, or which contains such ingredients or preservatives as may render it unfit for food, shall be marked by the inspector in such manner as is provided by the regulations, and shall thereupon be deemed to be condemned as unfit for food and shall be disposed of as provided by the regulations.

10. Any person slaughtering, or permitting the slaughtering of, animals and selling, or offering for sale or transportation, for export a carcass, or any portion or product thereof, which is unhealthy or unfit for food is guilty of an indictable offence and liable to one year's imprisonment.

2. Every one who is convicted of this offence after a previous conviction for the same crime shall be liable to two years' imprisonment.

11. The provisions of sections 3 and 4, and of sections 6 to 10, both included, shall apply to such establishments only as are from time to time designated by order-in-council.

12. All articles prepared for food in any establishment and packed in cans or similar receptacles, or in any package whatever, shall be subject to inspection during the whole course of preparation and packing ; and all such packages shall be marked with—

(a) the initials of the Christian names, the full surname, and the address, or, in the case of a firm or corporation, the firm or corporate name and address, of the packer ;

(b) a true and correct description of the contents of the package :

Provided, however, that if it be established to the satisfaction of the Governor-in-Council that such marking would hinder the sale of any of said articles in the British or foreign markets, he may exempt such articles from the provisions of this section.

13. All fish, fruit, or vegetables used in any establishment where these articles are prepared for export, shall be sound, wholesome, and fit for food ; and any such articles or products thereof found in the said establishment unsound or unwholesome shall be confiscated and destroyed as provided by the regulations.

14. An inspection and close supervision of the sanitary conditions of any establishments shall be maintained as provided by the regulations.

2. The inspector shall refuse to inspect or mark articles in any establishment where the sanitary conditions are not in accordance with the regulations.

15. In the event of the provisions of this Act, or any regulations, or the lawful instruction of an inspector not being complied Rith in any establishment, the Minister may withdraw the inspector therefrom, and may refuse to it the inspection, marking and certification of the articles prepared therein, and may cause the establishment to be closed.

16. No person shall offer or accept for export, or shall export any articles subject to inspection under this Act, unless its requirements regarding inspection and marking have been complied with in respect to such articles.

2. No clearance shall be granted to any vessel carrying any carcasses, or any portions of products thereof, unless they are duly marked in accordance with the provisions of this Act.

3. The provisions of this section shall not apply to meats intended for consumption on board the vessels by which they are shipped from a Canadian port.

4. At the request of the owner of any establishment, the inspector in charge thereof shall issue certificates of inspection for any carcasses or portions or products thereof intended for export. Such certificates shall be in such form as is provided by the regulations.

5. Notwithstanding anything in this section, the Governor-in-Council may, whenever it is deemed necessary or advisable to do so, authorize the export of any such articles without inspection

17. No article subject to inspection under this Act shall be offered or sold for export, or exported, under any name intended or calculated to deceive as to its true nature.

2. No package containing any article subject to inspection under this Act shall be marked with any label, brand

or mark which falsely represents the quantity or weight or contents of such package.

3. No package containing any article subject to inspection under this Act shall be marked with any label, brand or mark which falsely represents the date when the articles or goods contained therein were marked.

18. Every person who, not being an inspector, wilfully alters, effaces, or obliterates, or causes to be altered, effaced or obliterated, wholly or partially, any mark on any article which has undergone inspection, shall incur a penalty of one hundred dollars.

19. The Minister may appoint inspectors and other officers for the carrying out of the provisions of this Act, but such appointments shall be confirmed by the Governor-in-Council within thirty days of the date thereof.

2. No person shall be appointed as a veterinary inspector until he has passed such examination as is deemed necessary by the Governor-in-Council.

20. The Governor-in-Council may make such orders and regulations, not inconsistent with the provisions of this Act, as to him seem necessary for the carrying out of the provisions of this Act.

2. Such orders and regulations shall have the same force and effect as if embodied in this Act.

3. Every such order or regulation shall be published twice in The Canada Gazette.

4. Any such order or regulation may be proved by the production of a copy thereof certified by the Minister; and such order or regulation shall, until the contrary is proved, be deemed to have been duly made and issued on the date thereof.

21. The certificate of the inspector or other officer appointed under the provisions of this Act shall, for the purpose of this Act, be prima facie evidence in all courts of justice and elsewhere of the matter certified.

22. Any inspector or other officer appointed under the provisions of this Act may, at any time, for the purpose of carrying into effect any of the provisions of this Act, enter any place or premises, or any steamship, vessel or boat, or any carriage, car, truck, horse-box or other vehicle used for the carriage of articles subject to the provisions of this Act, but shall, if required, state in writing the grounds on which he has so entered.

23. Every person who refuses to admit, or who obstructs or impedes, an inspector or other officer acting in execution of this Act, or of any order or regulation made by the Governor-in-Council or the Minister thereunder; and every person who aids and assists him therein, shall, for every such offence, incur a penalty not exceeding five hundred dollars; and the inspector or other officer may apprehend the offender and take him forthwith before a justice of the peace to be dealt with according to law; but no person so apprehended shall be detained in custody, without the order of the justice, longer than twenty-four hours.

24. Every person who moves, or causes or allows to be moved, any animal, or any article in violation of the provisions of this Act, shall, for every such offence, incur a penalty not exceeding five hundred dollars.

25. The provisions of the Criminal Code respecting the bribery and corruption of officials or employes of the Government extend to all inspectors and other persons appointed to carry out the provisions of this Act.

26. Every person who violates any provision of this Act, or of any regulation made by the Governor-in-Council or by the Minister under the authority of this Act, in respect to which no penalty is hereinbefore provided, shall for every such offence, incur a penalty not exceeding five hundred dollars.

27. Any inspector or constable may, without warrant, apprehend any person found committing an offence against the provisions of this Act, and shall take any person so apprehended forthwith before a justice of the peace to be examined and dealt with according to law: but a person so apprehended shall not be detained in custody, without the order of a justice, longer than twenty-four hours; and any inspector or constable may require that any animal or any article moved in violation of the provisions of this Act be forthwith taken back within the limits of the place whence it was moved, and may enforce and execute such requisition at the expense of the owner of such animal or article.

28. Every offence against this Act, or against any order or regulation of the Governor-in-Council or of the Minister, shall, for the purposes of proceedings under this Act, or of any such order or regulation, be deemed to have been committed, and every cause of complaint under this Act, or any such order or regulation, shall be deemed to have arisen, either in the place in which it actually was committed or arose, or in any place in which the person charged or complained against happens to be.

29. Every penalty imposed by this Act shall be recoverable, with costs, before any two justices of the peace, or any magistrate having the powers of two justices of the peace, under Part XVI. of the Criminal Code.

30. The administration of any part of this Act may be assigned by the Governor-in-Council to any Minister other that the Minister of Agriculture, and in such case the Minister to whom such assignment is made shall have the same powers with respect to the part of this Act to him assigned as the Minister of Agriculture now has.

31. The Governor-in-Council may suspend the operation of any of the sections of this Act until the first day of January next.

CHEESE AND BUTTER BULLETIN

Cheese continues very strong, though there have not been any startling price changes during the week. The feeling everywhere seems to be quite firm, and quotations are looked upon as likely to be higher at any time.

Finest Ontarios are selling this week at about the same figure as was quoted a week ago. To-day, 13⅜c. will be accepted for this grade. Townships are selling about 13½c., while for Quebecs holders are receiving 13⅛c. These figures are considered very good buying prices, as there will likely be an advance in the near future. The make during October has not been particularly large, but then it never attains great proportions.

New Zealand butter is freely talked of in the trade. It is said, indeed, that one or two local houses have lots on the water now, due here shortly. If they have, it is likely store butter, as it is too early for this fall's make of New Zealand butter. To make anything on this line, the importers would have to be in a position to sell around 28c. or 29c. To-day's quotations offer a range of 28c. to 28¼c., but the latter figure is not easy to secure.

Dairy continues extremely scarce, and dealers are asking 24c. to 25c. for what they have to offer. Receipts last week were 8,014 packages, against 10,178 packages same week a year ago. Total receipts since May 1 this year amount to 344,899 packages, compared with 534,648 packages same period 1906.

Exports last week amounted to but 973 packages, which is quite a lot, however, when compared with exports for the preceding week, when 33 packages were shipped. Same week last year 7,202 packages were shipped. Since May 1 this season, 66,761 packages have been exported, while during the same period in 1906, 346,393 packages were shipped.

W. H. Halford, Montreal agent for the St. Charles Condensing Company, paid a visit to the factory in St. Charles, Ill., last week, and dropped in upon The Canadian Grocer upon his way back.

THE PROVISION SITUATION

The returns of the Department of Trade and Commerce for July, just issued, give some instructive comparative figures of Canada's exports of hams and bacon to Great Britain. In July, 1906, the exports of this character were of the value of $953,784. In July of this year, they amounted only to $742,238. For the first four months in 1905, the exports to Great Britain were of the value of $4,151,118 ; for a similar period in 1906, they were worth $3,919,130, a decrease of $231,988. For the first four months of 1907 they amounted to $2,552,687, a decline of well over a million and a quarter dollars from 1906, and more than one and a half millions less than the value of the exports for the first four months in 1905.

These figures mirror with a fair degress of accuracy the decline of interest taken by the Canadian farmer in the hog-raising business. It is a regrettable fact, but one whose truth is not lessened by repetition, that the average farmer in this country looks upon his hogs as a mere by-product, so to speak, of the farm, and takes a proportionate degree of interest in their welfare. The Danes are ahead of us in every point in the game, and with absolutely no valid reason. Canadian bacon can maintain its quality with that produced by any other country in the world, but none the less, Danish bacon is given the preference in the English market, simply because the Danes have made the business a science and have forced the great consuming market to recognize Danish quality as the standard by which other brands may be compared. The respective positions occupied by Denmark and Canada as purveyors to the English market, could be reversed without any fear of Canada being unable to hold up her end with credit. So desirable a consummation, however, can only be brought about by a general revival movement among the farmers, stimulating their interest in the business of which Canadians have every reason to be proud.

Some of the packers are paying a little more for live hogs this week. Average prices are $5.90 to $6.10, f.o.b. ; $6.25, fed and watered, and $6.50, loaded on cars. Receipts at Canadian points have been light, the high price of feed retarding deliveries, but at prices quoted, the packers report receipts satisfactory.

Heavy deliveries from Denmark are the feature of a situation that is tantalizing in the extreme. A slight improvement in the Old Country market has induced a somewhat more hopeful feeling among the packers on this side, but it has not been sufficient to allow them to do more than return thanks sparingly. 57s is now about the average quotation on bacon in the English market, this being 1s better than last week. This advance, however, is not sufficient to allow Canadian packers to market their products at a profit

MONTREAL.

PROVISIONS—Lard is higher this week, as will be seen in quotations. The market is quite firm at the advanced figures. Pork is firmer in feeling, though prices have not been advanced. Smoked meats are selling fairly well.

Lard, pure, tierces	0 11¾ 0 12¼
" " 56-lb. tubs	0 12 0 12½
" .....20-lb. pails, wood	0 12¾ 0 14¼
" cases, 10-lb. tins, 60 lbs. in case	0 12½ 0 12¾
" " 5-lb. "	0 12¾ 0 12¾
" " 3-lb. "	0 12½ 0 13
Lard, compound, tierces, per lb.	0 09¾ 0 11½
" " tubs	0 10¼ 0 11¾
" " 20-lb. pails, wood	0 12¼ 0 12½
" " 20-lb. pails, tin	0 09¾ 0 10¾
" " cases, 10-lb. tins, 60 lbs. in case	0 10½ 0 11⅛
" " 5-lb. "	0 10¾ 0 12
" " 3-lb. "	0 10½ 0 12¼
Wood, net; tin packages, gross weight—	
Canadian short cut mess pork	22 50 23 00
Canadian short cut clear	21 50 24 00
American fat back	23 00 23 50
Breakfast bacon, per lb	0 13½ 0 16
Hams	0 12 0 15½
Extra plate beef, per bbl	14 00 15 00

BUTTER—Butter is very firm, and prices have again advanced, and receipts are very light. This latter condition is attributed by some to the bad condition of the roads, caused by heavy rains, which interfere with the proper delivery of milk to the creameries. Dairy butter is very scarce on spot, and prices for it are firm. There is some talk of bringing in New Zealand butter; in fact, it is said that one or two houses have already imported some. The local market would have to rule between 28c and 29c to cover the cost of bringing this butter into Canada.

Creamery, choice, boxes	0 27 0 28
" " pound prints	0 29
Dairy, tubs	0 24 0 25

CHEESE—Another advance has occurred in cheese, and prices rule very firm. Demand locally is brisk, while the Old Country buyers are paying greater attention to the Canadian market. Export figures are very good, and receipts are satisfactory. The make during October, so far, while small, has not been below the general average for this month.

Cheese, old	0 15 0 16
" new, large	0 13½
" " twins	0 13½ 0 14

EGGS—Storage eggs are being sold freely at advanced prices. Receipts continue practically nil. Demand is fairly brisk.

Selects	0 27
No. 1	0 23
Seconds	0 20 0 21

Honey—The market for clover honey is strong. Stocks are small and prices high. Regarding buckwheat honey, one dealer reports having received a letter from a large grower in the west, who says he harvested a very small crop this season. Locally the buckwheat crop was very good. Prices are firmer.

White clover comb honey	0 15 0 16
Buckwheat, extracted	0 10 0 11
Clover, strained, bulk	0 12

TORONTO.

PROVISIONS.—The market is considerably quieter this week with a slight decrease in prices in one or two lines. Bacons, for instance, are down from a quarter to half a cent, and backs, which have been exceedingly scarce for a couple of weeks, have also dropped half a cent under more plentiful supply. Lard, on the other hand, is even firmer than it was a week ago. Fresh meats remain unchanged, under a quiet demand.

Long clear bacon, per lb	0 10½ 0 11
Smoked breakfast bacon, per lb	0 15 0 15½
Roll bacon, per lb	0 10½ 0 11
Small hams, per lb	0 15 0 15½
Medium hams, per lb	0 14½ 0 15½
Large hams per lb	0 13½ 0 14
Shoulder hams, per lb	0 10½ 0 11
Backs, plain, per lb	0 17½
" pea meal	0 18
Heavy mess pork, per bbl	19 50 20 00
Short cut, per bbl	22 50 23 00
Lard, tierces, per lb	0 12 0 12½
" tubs "	0 12½ 0 12½
" pails "	0 12½ 0 13
" compounds, per lb	0 10
Plate beef, per 200-lb. bbl	12 50 13 00
Beef, hind quarters	0 08½ 10 00
" front quarters	5 00 6 00
" choice carcases	7 50 8 00
" common	4 50 5 50
Mutton	0 08 0 09½
Lamb	0 09 0 10½
Hogs, street lots	8 25 8 75
Veal	0 09 0 10½

BUTTER.—The market is firm, though the supply is slightly larger than last week. With butter at such top-notch prices, people are becoming more economical, the dealers say, and are not using so much butter. This, of course, immediately reflects on sales. Prices are unchanged.

	Per lb.
Creamery prints	0 27 0 30
Creamery solids	0 26 0 27
Dairy prints, choice	0 24 0 26
" " ordinary	0 21 0 23
" tubs choice	0 22 0 23
" tubs, ordinary	0 20 0 21
Baker's butter	0 21

EGGS.—The scarcity of supply still keeps prices up. Very few fresh eggs will be sold from now on until spring, the cold storage variety being relied upon to fill the gap, meanwhile. Quite a demand is felt for limed eggs.

Eggs, candled	0 24
" selects	0 27
" limed	0 23

CHEESE.—A slight advance has been felt this week on account of short supplies.

Cheese large	0 13 0 13¾
" twins	0 13½ 0 14

HONEY.—The situation and prices are unchanged. It may be interesting to note that prices on all lines are about two cents higher than they were at this time last year.

Honey, strained, 60 lb tins	0 12 0 13
" " 10 lb tins	0 12½ 0 13½
" " 5 lb tins	0 13
" in the comb, per doz	2 50 3 00
Buckwheat honey, per lb	0 08 0 10
" " in comb, per doz	1 25 1 50

POULTRY.—The poultry market has fluctuated very widely this year. Last week it was overloaded. This week there is anything but a large supply. Coupled with this, the fact that the quality of fowl is very poor, has complicated things somewhat. Farmers do not seem to have yet learned that they cannot readily dispose of poor quality fowl. Turkeys are an exception, for those which have been received are particularly good, much better, in fact, than were procurable last year. Prices are unchanged.

BREAD IN THE MAKING

Description of the Processes, Methods and Machinery Employed in an Up-to-date Factory.

Grocers who hand out bread over the counter, scores of loaves of it weekly, and who weigh out pounds of standard and fancy biscuits in a similar period of time, scarcely ever give a thought to the way in which these goods are turned out or the processes which are gone through in the making. To these and to the trade generally, a description of the methods of a modern bread and biscuit factory should be of particular interest.

A few evenings ago, at a few minutes before midnight, a representative of The Grocer walked up Soho Street to the bread and biscuit factory of George Weston, Toronto's "Model Bakery." Bread, it should be known, is made only at night, so that it may be delivered to the customer with the maximum of freshness in the morning.

Outside, excepting the midnight hum of the city, everything was quiet. Inside, matters were much different. A walk through parts of the factory to get at the origin of things revealed busy bread-makers, in white suits, rushing here and there, cavernous mouths of numerous ovens belching forth heat waves, and racks of shining, newly-browned loaves, enough, it seemed, to feed three or four Torontos. When it is known that the regular nightly output of this establishment is from fifteen to twenty thousand loaves, with an increase of five thousand or so on Friday night, it will be seen that a quantity of bread which would naturally astonish a layman may be viewed here any night around 12 o'clock.

The First Process.

In this establishment the process of bread-making, proper, begins on the second story. On a large platform at one end quite a respectable mountain of flour in bags was built up. In front of this were two huge dough-mixers, into which the flour is dumped, and the other ingredients, yeast, sugar, salt, etc., in a much less quantity, of course, are added. It may be interesting to the uninitiated to know that, roughly speaking, the proportion of yeast to flour is about one pound to a barrel. Different varieties of bread, of course, require somewhat different ingredients, and for the fruit bread, for instance, currants, raisins, and other tasty stuff of the kind that small boys love, are added in profusion.

These mixers do all the stirring and kneading much more thoroughly and in shorter time than could be done by any number of human hands. When it is understood also that an average of 800 barrels of flour per week is made into dough in these mixers, it will be seen just how much they have to do.

The "Rising" Process.

From the mixers the dough is dumped into immense shallow wooden tubs, the prototypes of the pans our grandmothers used to use, to rise. They are on wheels, so that they may be readily moved about, and at the hour the writer made his visit the greater part of the floor-space in this department was occupied by row after row of these gigantic tubs.

Not all the material, however, goes directly into these tubs. The dough for one or two varieties of bread which are of finer texture than the ordinary, is previously run through what is called a "breaking" machine, which, being supplied with a series of steel rollers, rolls all the air, "all the life," as the bakers say, out of the dough, and provides for a silky sort of texture in the bread substance.

The dough is left in the tubs for from five to seven hours for the "rising" process and it is here, of course, that the yeast gets in its fine work, the chemical action producing a surprising change both in the appearance and nature of the dough. This is the biggest step in the evolution of the loaf.

When the "rising" process is complete, one of the tubs is wheeled alongside a chute leading to the lower story, and the dough is cut up into huge chunks with wooden paddles and is tossed, just as a small boy would throw a cushion across a room, into the chute and so down below. It's really astonishing to see the way this light dough is handled, but the scrupulous cleanliness of everything—floors, tubs, tools, and not least, employes' hands and clothing—takes away any suggestion of indelicacy.

"Scaling" and "Moulding."

The dough is shot down to the floor below and falls directly into a "scaling" machine, which, by the way, is very interesting to watch. At the rate of 1,500 large loaves per hour, a set of steel fingers or jaws in this machine, reach up and bite off from the mass of dough in the hopper a handful (or mouthful) exactly large enough to make a sixteen-ounce loaf. The machine can be set to select any weight of dough, but, unfortunately, it is not altogether infallible, and a set of scales is kept at hand to try to keep it, as far as possible, doing its duty, and to provide against the difficulty which some Toronto bakers have experienced recently through the matter of short weight.

From the "scaling" machine, the shapeless chunks of dough slide down a short chute into a "moulding" machine. This apparatus, which takes the place of our grandmothers' hands, pats and rolls the dough into flat-bottomed and round-topped, though squat imitations, of the ordinary loaf of commerce.

As yet no machine has been built, which will "form" several special varieties of bread. The "Jennies" and "Jumbos" and "Twists" and "French Rolls," for instance, have to be rolled and patted and punched and pressed and twisted into shape by hand. And a most interesting process it is, in another department, to see the white-aproned and bare-armed bread-makers standing in front of huge flour-dusted baking boards and "forming-up" these various special loaves at a rate the household bread-maker would laugh at as impossible.

Most people who didn't think about it would suppose the labels were stuck on the loaves like postage stamps; not at all. The process is much simpler. As the shaped loaves come from the moulding machine they are placed in small pans, one loaf to a pan. The labels are placed previously in these pans, upside down, and thus stick to the loaf. It keeps one man more than busy simply placing these labels.

The loaves in pans are placed in large, many-storied, wheeled racks, and trundled over to the ovens.

About the Ovens.

This brings us to the culminating process in this loaf-evolution, the actual baking. The Weston plant comprises twenty ovens, twelve by fourteen feet in size, and a much larger steam oven. These ovens are fired by coke and are kept at a temperature of about 500 degrees. The bread is inserted and removed by long-handled paddles and these are manipulated in such a way that they pick up and bring out a pan of bread as if they were supplied with fingers. The steam oven is specially designed for the baking of several special lines. The loaves are shoved in, without pans, directly on the hot bricks, and during the baking process a jet of steam is passed over them, the whole producing a very shiny, light-crusted surface, which looks as if it had been given a coat of furniture polish.

Ready for Delivery.

From the ovens the fat, brown-crusted loaves are again placed in the racks, special lines are wrapped, the fruit loaves in parchment tissue, some special lines with bands around the middle, and all placed in a storage room, those for

shipment in hampers, ready for the early morning delivery.

This, then, ends the story of the evolution of the loaf of bread, but mention of several of the thirty varieties made by this firm will be of interest. Who would imagine, for instance, that "Jennie" was simply a large loaf with an elbow punch in the middle, or that "Eureka" was a loaf with a silky internal substance, the result of the dough being run through the "breaking" machine mentioned above. "Aunt Mary" is a line that makes one think at once of Whitcombe Riley, while "Mother's Bread," a line in great demand, is a "home-made" loaf, in which all the very best materials that can be procured are used. Jumbos, French Flake, Sandwich, Vienna Rolls, Bostons and Round Tops are a few of the other special lines which are ordinarily turned out.

The firm employ thirty-five wagons in their city delivery and beside the quantity sold in Toronto, about 81,000 loaves weekly are shipped to smaller towns outside, the district supplied running from Windsor to Cornwall.

HOW BISCUITS ARE MADE

The Weston factory also includes a well-equipped biscuit-making plant, and this The Grocer representative visited on another afternoon, operations here being conducted during regular hours of the day. This department has been in operation for four years, and has proved itself remarkably successful. How the business is growing may be gathered from the fact that this year's output will be a hundred per cent. larger than last. Indeed, the plant is much overcrowded and cannot keep up with the orders received.

One of the first departments seen here was, strangely enough, a repair room, where all the returned tin biscuit boxes were scraped till all the paper was removed, washed, relabelled and fitted with clean glass fronts.

The early processes of biscuit-making are much similar to that described in the making of bread, except that the dough goes through rather more preparation. On the afternoon in question "Social Tea" biscuits were being made.

The dough, after being thoroughly kneaded and put through the "breaking machine," was taken to a long "cracker" machine, this one, by the way, being the latest of its kind in Canada. Here it is fed between a series of rollers, which reduce it to a uniform and proper thickness, and then, after having any residue of flour removed by a revolving brush, the sheet of dough, uniform in width and of endless length, is run below a set of dies. These drop down at regular intervals and cut out and stamp with name and pattern about 160 biscuits. The stamped biscuits then drop onto an endless belt, which moves them out and automatically drops them into large, flat pans. The filled pans are transferred directly into the over.

A Revolving Oven.

The oven is not at all like the ones our grandmothers used to use, as are the bread ovens, but is a large structure, occupying a section of two floors of the factory, and containing a revolving framework, which resembles nothing so much as one of the well-known Ferris wheels. The framework in this case, however, carries shelves instead of cars. This oven is automatically revolved at any required speed and is so regulated that the biscuits are put in, go round the circuit of the wheel and are taken out again at the same door, perfectly cooked.

How They Are Packed.

From the oven the pans go to the packers. This, too, is an interesting process. The biscuits are shaken onto a moving belt alongside which a number of young women are sitting. These gather the biscuits as they pass down the line and pack them in the boxes, doing the work in a surprisingly rapid way. These filled boxes are then stacked in a storeroom ready for shipment.

Other Varieties.

These processes are followed for biscuits of regular form. Different varieties, of course, require different treatment. For instance, there are the lemon and chocolate "sandwiches." The two thin biscuits composing these are brought from the oven to the girls who sit before appetizing-looking little mounds of filling. The proper thickness of this is spread deftly over one biscuit and another clapped on top. The little "Midget-roll" biscuits are made from thin sheets of cake-like material, the dough of which has been squirted out of a flat-mouthed pastry bag. After baking, these are spread with jelly, rolled up and then cut off at the desired thickness. Others, such as the "Butter Scotch Wafers" and "Macaroons," are made in a special machine, which presses the almost-liquid dough into the required shapes.

Cleanliness Prevalent.

One striking feature about the Weston factory is the remarkable cleanliness that exists everywhere. The attempt seems to be made to keep the premises and machinery in the best possible condition.

The present factory was built in 1897 and at that time was the only up-to-date bakery in Toronto. Since that time business has increased to such an extent that the plant is entirely inadequate and this enterprising firm is seeking a site for a new and larger factory, which will probably be erected some time next year.

CEREALS AND CONFECTIONERY

Western Crop Reports Satisfactory—A Record High Price for Flour—Further Advance in Rolled Oats—Situation in Quebec and Ontario.

Reliable reports from the west continue to give the lie to rumors claiming to be authoritative, but in reality emanating from stock speculators and other interested parties with axes to grind. "The grain," said the Toronto Globe correspondent early in the week, "has matured well. The reports from far and near show that the aggregate yield for the whole grain-raising country is likely to be large, and there are those who assert that the quantity will be equal to about 75 per cent. of that secured last season. The quality will be the important consideration, especially in view of the steadily rising markets.

"A recent estimate of the cost of freight and handling for wheat strikes an average of 11c per bushel for the whole west. This is based on an average freight rate of 15c per cwt., or 9c per bushel, and 2½c for handling. If this estimate be accurate, it means that the average price to the farmer for contract wheat all over the prairie country is exactly $1 per bushel.

"The new wheat is still grading very high, when one considers the conditions under which it was produced. The total inspections at Winnipeg for yesterday and the day before were 459 cars, and of these 328, or about 71 per cent., were up to contract. This means that 328 cars in two days contained wheat which would answer for delivery on contracts. In other words, over 300,000 bushels of wheat, which would bring the farmers an average of about $1 per bushel, reached Winnipeg in two days. And the deliveries are small at present in comparison with those of other years. But the significance of $300,000 worth of wheat be-

ing passed by the inspectors in two days at the close of an admittedly unfavorable season should not be allowed to sink out of sight at a time when returns from agricultural activity in the west are being anxiously awaited. These figures do not take account of the lower grades, of which there were 131 cars.

"The approximate value of the two days' receipts of wheat, however, would be more than $400,000, calculating the capacity of a car at 1,000 bushels, and eliminating the cost of freight and handling.

"The circulation of $200,000 per day among the farmers will not continue for the whole year, of course, but that figure is likely to be exceeded before the present rush of wheat to the markets abates. The conversion of the crop into money may be said to be proceeding in a most satisfactory way, and there is no doubt that millions of dollars will have gone into the pockets of the farmers by the time navigation on the lakes closes. Even then only a small proportion of the wheat will have come out. Experience has shown that the railways do not carry very much of the wheat to the Lake Superior ports before the freeze-up comes, and the proportion will probably be smaller than usual this year on account of the lateness of the threshing season.

"The fact that wheat of any kind is bound to bring a remunerative price this season is the comforting feature of the situation, and there is no occasion for concern over the possibility of the general quality of the grain being below that of previous years."

On Wednesday, October 9, the inspections of wheat at Winnipeg exceeded those of the corresponding day last year, for the first time in many weeks. The total for the week, however, was much behind last year's figures for the corresponding period. 234 cars were inspected, as against 207 in 1906. The grading was as follows: No. 1 hard, old, 3 cars; No. 1 northern, old, 7 cars; new, 67 cars; No. 2 northern, new, 51 cars; No. 3 northern, new, 48 cars; No. 4 northern, new, 10 cars, and other grades, 40 cars.

The following are the prices of the chief grades at Winnipeg on Wednesday, October 9, with the comparative values for the same date last year:

	1906	1907
No. 1 hard	$.77	$1.13⅜
No. 1 northern	.75⅛	1.12⅜
No. 2 northern	.72¼	1.09⅜

Even wheat that does not grade high enough for milling purposes is worth as much this year as No. 1 hard was in 1906.

Flour and Cereals.

Flour took a jump of 40 cents during the week, and according to the opinions of not a few millers, is liable to take wings again at any minute and soar upward till it is out of sight and somebody is out of pocket. Manitoba wheat is now quoted around $6 for 60 per cent. patents; $5.90 for 85 per cent. patents, and $5.50 for strong bakers. The comparatively prohibitive nature of these prices is shown by the fact that the average increase over last year's quotations at about the same time is from $1.50 to $2 per barrel. The present prices are probably the highest on record in the history of the trade. Offerings of wheat, though improving, as noted above, are still light, and millers are having some difficulty in obtaining supplies.

In cereals the situation is about on the same basis. Certainly it is no better. Many of the mills are up against it in earnest. They have either got to secure supplies from some source or other, or temporarily suspend operations. Thus it is not unnatural that they should be willing to pay almost any price to get the grain, for even at the highest quotations there is little danger of them being unable to sell the manufactured article at a profit. Prospects are for stiff prices, and a possible advance.

The value of Canada's exports of wheat flour to Great Britain for July of this year amounted to $350,063, and for the same month in 1906, $364,692. For the four months ending July, in 1905, the exports to Great Britain were of the valur of $459,658; for the same four months in 1906 they were $1,277,477. The similar period for this year, however, shows a falling off, the value of the exports amounting only to $1,098,640.

Confectionery.

Christmas is without doubt the big season of the year for confectionery. Easter time runs a good second, but its sales cannot at all approach the mark set each year in December. Just now energetic grocers are sending in their orders and making plans to corall a big share of this trade about six or seven weeks hence. Manufacturers tell us that they are beginning to be rushed with Christmas orders already and the prospects are that this season's business will be far in advance of any previous year. The trade for the last three months of the year is fully fifty per cent. greater than that done in any of the other three periods of similar length during the twelve months.

And all this business will be done in spite of advances which have taken place within the last few fdays. With the advance of chocolate and cocoa, registered last week, there naturally follows an advance in the best class of confectionery. Recent advances in nuts and flavorings will also reflect on these goods. While confectionery of the best quality has felt the result most directly, there has been an increase of from 10 to 30 per cent. in all lines.

Naturally the grocer will want to know how this will affect him. To the man who handles really first-class goods the wholesale advance should not make any material difference. Confectionery is more or less a luxury, and people who buy really high-class goods will be ready to pay a little more for them. The young man who has been buying seventy-five-cent boxes of chocolates for feminine consumption, will have to pay eighty-five or ninety for them. Dealers handling cheaper goods, however, will perhaps feel the advance a little more keenly, for they can scarcely increase the prices on small quantities of these goods enough to provide for even the smallest percentage of advance.

MONTREAL.

FLOUR.—One of the mills has advanced another 20c, but this week there was a slightly easier feeling in flour. Hopes are entertained that the market will not advance any further, but its actions will probably be ruled by the crop, its size, and its movement. Demand, according to reports from the mills, continues very strong, both local and export.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 60	4 10
Royal Household, bags		6 30
Glenora		5 70
Manitoba spring wheat patents		6 30
" strong bakers		5 70
Five Roses		6 1

ROLLED OATS.—Once more rolled oats prices have soared. To-day's figures would seem prohibitive, but sales are reported, and it seems that some, at least, are only too glad to secure stocks, even at present prices. The grocers, retail, will not buy except in very small lots at ruling quotations. Oatmeal has also advanced.

Fine oatmeal, bags		3 40
Standard oatmeal, bags		3 40
Granulated "		3 45
Goldduct cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags		3 35
" 80-lb. bags		3 10
" bbls		6 45

FEED.—Feed continues as scarce as ever, and prices hold very firm. Dealers report many orders, but have not the wherewithal to fill them. At the present moment there does not appear to be any chance of improvement for some time to come.

Ontario bran	22 00	23 00
Ontario shorts	24 00	26 00
Manitoba shorts	26 00	28 00
" bran		23 00
Mouillie, milled	27 00	30 00
" straight grained	28 00	34 00
Mill feed	1 50	1 55

TORONTO.

FLOUR.—Another heavy advance has been registered in wheat products, and prices are now as high as they have ever been in the history of the trade. Some

R. F. CREAM & CO.

General Brokers and Commission Merchants

Flour, Grain, Provisions, Teas, and General Groceries.

CORRESPONDENCE INVITED

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millers anticipate another rise, but the general feeling is that the top notch has been reached and that the present high prices will not be held very long.

Quotations are naturally too high to admit of any appreciable export business being transacted. Domestic consumption, in any case, being strong enough, even at present prices, to take care of most of the output.

Manitoba Wheat.

60 per cent. patents	5 80	6 20
85 " "	5 50	5 60
Strong bakers	5 40	5 80

Winter Wheat.

Straight roller	4 60	4 70
Patents	5 00	5 25
Blended	4 90	5 00

CEREALS.—Rolled oats have again advanced, and the shortage of raw material is making the situation acute. Some of the millers have been forced, temporarily, to shut down, while their larger competitors, who are able to bring their oats from the west, are but little better situated. Opinion is divided as to the probable future trend of prices but a further advance would not be unexpected. Present quotations are :

Rolled wheat in barrels, 100 lbs	3 05	3 25
Rolled oats, in wood, per bbl		6 60
" " in bags, per bag 90 lbs	3 00	3 25
Oatmeal, standard and granulated, per bbl		7 00
" " " " in bags, 98 lbs.		3 55

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WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

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Perfection Cream Sodas.

From your standpoint, perfection is made up of four things : Making, Baking, Packing and Selling.

Mooney's Perfection Cream Sodas are made right, baked right, packed right, and sell right.

How is your stock ?

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Sole Agents for Adolfo E. Gross Malaga Raisins

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IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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THE MOST NUTRITIOUS **COCOA**

COX'S INSTANT POWDERED **GELATINE**

A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

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Dealers in

Coarse Grain of all kinds

Flour Brands

Royal Quality, special high grade Manitoba, for family use.

Manitoba Patent, high quality Manitoba, for bakers' and camp use.

Star Hungarian, 50 per cent. Manitoba and Ontario blends.

Ontario Patent, made from No. 1 white wheat.

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Miller and

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Manufacturer of High-Grade Winter Wheat Flour.

Also, Manitoba Wheat Flour.

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BRANDS: 1st Patent—Purity and Five Stars
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HIGH GRADE FLOURS

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The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

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AND FINE
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Flaked Oats ***Flaked Wheat*** ***Rolled Oats***

Corn Meal ***All Kinds of Feed, etc.***

Ours is the most modern IMPROVED PROCESS, and our millers are thoroughly experienced, picked men. Everything contributes to make our brands A No. 1, and we guarantee satisfaction.

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CANADA: No better Country

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You can get the biscuit business of your community with

MOIR'S BISCUITS

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We have a full stock of all the best grades

Fancy Barbados **Choice Grocery Barbados**
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Packed in puns., tcs., bbls. and half-bbls.

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FRUITS, VEGETABLES AND FISH

Canadian Summer Fruits Disappearing From the Markets—Frost Closes Out Several Lines of Vegetables—Fish Situation Easier.

The impending Thanksgiving has had considerable effect during the week in brightening up business. The demand, already good, has been materially stimulated.

Summer fruits are practically out of the markets. Grapes of course are plentiful and with an above-average crop the supply should continue so for some time, but peaches, and the early varieties of apples and pears, have almost disappeared.

California dried fruits are coming in plentifully in various lines. Evaporated apricots and peaches, for instance, are being fairly well stocked, and the demand is becoming excellent. Jamaica oranges are in good supply and have taken the place of the California variety, which has practically disappeared.

The frosts of a few evenings past have had rather serious effect on a few of the tenderer lines of vegetables. Tomatoes, for instance, are now entirely done, and the frost has also finished the beans and rather seriously touched the peppers. Other hardier lines will hang on for a few weeks longer.

Rather conflicting reports come to hand regarding the New Brunswick potato crop. Recent advices from St. John are fairly encouraging. Last week they say the prospects for saving the potato crop were brighter than they have been at any time this season, but the weather since has thrown the farmers into a panic again. On Saturday most farmers started in digging and found that the rot had not worked nearly the damage that was feared. Some found a hundred barrels of good potatoes to the acre. The red varieties are not injured in the least, and the hardier white varieties are turning out well. The total yield is away above the average, but as about half are rotten, it looks now as though there would be about seventy-five per cent. of a full crop.

Fish are somewhat more plentiful this week and the situation promises to improve from this time forward. Atlantic salmon is practically absent, but shipments of the British Columbia variety along with two or three other lines, have improved the supply considerably. Cod and halibut continue exceedingly scarce. Demand for oysters is opening up and trade is brisk.

MONTREAL.

FRUITS.—Canadian fruits, peaches, pears and plums, are pretty well a thing of the past to-day. Grapes are still selling freely. California fruits are becoming firmer. Apples are moving much more freely, as the season advances. Crabs are quoted to-day at $4 a barrel. New dates are expected any day. Bananas are firm, being exceedingly scarce.

Dates, per lb	0 06	0 07
Bananas, fine stalk	1 50	....
" jumbos	1 75	2 25
Cocoanuts, per bag	....	4 00
Lemons	3 75	4 00
Jamaica oranges, bbl	5 50	5 75
Figs, per lb	0 08½	0 12
Nassau grape fruit, box	4 50	5 00
New Florida grape fruit, box	....	7 00
Limes, crates	....	1 00
California peaches, box	....	2 25
" plums, box	....	2 25
" grapes, crate	2 75	3 00
Almeira Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	9 50	10 00
Apples Tameuse,	3 50	4 25
" other fall varieties, bbl	2 50	3 00
Crab Apples bbl	....	4 00
Canadian Pears basket	0 40	0 75
" Plums, "	0 75	1 00
" Peaches, "	1 25	1 50
" Grapes, "	0 21	0 35

VEGETABLES.—As the fall season closes in, sales at market are falling off and supplies are dwindling. Potatoes are better this week. Some poor lots from New Brunswick sold as low as 54c. a bag, in car lots. Good stock is being placed at 70c. to 75c. Corn is firmer, owing to scarcity. Spinach is lower.

Parsley, per doz. bunches	....	0 10
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Cabbage	0 20	0 35
Turnips, bag	....	0 75
Celery, doz	0 25	0 75
Water cress, large bunches, per doz	0 40	0 50
Lettuce, per doz	0 30	0 75
Radishes, doz	0 10	0 15
Spinach, per box	....	0 50
Green peppers, bag	....	1 00
Cucumbers, bag	....	0 75
Potatoes, per bag	0 70	0 75
Sweet Potatoes bbl	....	3 50
Sweet Potatoes, basket	1 75	2 00
Beets bag	....	0 75
Carrots, bag	....	0 75
Tomatoes, box, 30 lbs	....	0 75
Corn, doz	0 15	0 20
Onions case, small or large	0 65	2 00

FISH.—Haddock are very scarce and prices asked are rather high. Many grocers are taking in place of this line market cod, which are very similar. Other lines of fresh fish are coming in freely. New frozen salmon is now offered. Boneless fish are selling freely, while haddies, which are scarce still, have again advanced. Salmon is scarce. Green cod are coming in more freely, as are also herring. Demand for oysters has been good, but the scarcity interferes with trade. Dealers have advanced prices on bulk. Malpeques are very high.

Fresh and Frozen Fish.

Haddock, express, per lb	....	0 07
Halibut, express, per lb	....	0 10
Mackerel, "	0 10	0 15
Dore, "	....	0 11
Pike, lb	....	0 08
Weakfish, lb	....	0 10
Market cod lb	....	0 05
Steak cod, lb	....	0 08
Lake trout, lb	....	0 09
Whitefish lb	0 07	0 10
B.C. salmon, lb	0 12	0 16
Flounders, lb	....	0 10
No. 1 Smelts, lb	....	0 08
Dressed Bullheads, lb	....	0 10
Smoked and Salted—		
New haddies, boxes, per lb	0 08½	0 09
Smoked herring, per small box	....	0 14
Yarmouth bloaters, box	....	1 25

Prepared and dried—		
Skinless cod, 100 lb. cases	5	50
Boneless cod, 20 lb. boxes	0	07
Boneless fish, 20-lb. boxes, bricks	0	06
Boneless fish, 25-lb., boxes, per lb.	0	05
Shredded cod, 2 doz., per case	1	80
New Kippered Herring, box	1 10	1 25
Oysters—		
Standards, bulk, per imp. gal	1	50
Standards, Imp. qt. tins, sealed	0	40
Selects bulk gal.		1 70
Malpeques, bbl.	10 00	12 00
Caraquets, bbl.	6 00	8 00
Paper pails, 100, pint size	1	10
" 100, quart size	1	50
Pickled fish—		
No. 1 Labrador herring, per bbl.	5	50
" " per half bbl.	3	00
No 1 N.S. herring, half bbls.	2	75
No. 1 Mackerel, pails	2	00
No. 1 sea trout, 10 lb. kegs	5	75
No 1 sea trout, 20 lb. bbls.	10	50
No. 1 Green cod, per 200 lbs.	7	50
Small " " " " "	6	00
Large " " " " "	8	00
No. 1 Green haddock, per 200 lbs	6	00
Labrador Salmon, bbls.	14	00
" ½ bbls.	7	50
Salt sardines, bbl	5	00

TORONTO.

FRUITS—The market is brightening up noticeably in view of Thanksgiving, and early fall trade and demand continues excellent. Canadian fruit, except the late varieties, has almost disappeared. Quinces, however, appeared this week. Peaches are still quoted, though there is no quantity of them, and the quality is not of the best. The later varieties of pears are coming in in fair quantity. Grapes are quite plentiful, though prices are firmer. The banana situation seems a little easier this week. One local firm is offering as a special, 500 bunches of good quality stands, at $1.07. Regular prices, of course, are considerably higher. Jamaica oranges of fine quality are offered in quantity and the crop seems to be very good. These have taken the place of Valencias, which are no longer quoted. Almeria grapes are now coming in quantities, and California dried fruits are also making their appearance.

Jamaicas, per bbl.	5 50	6 00
Lemons, California, 240, 300, 360, 420	4 00	6 00
" Verdellis (new crop), 300's, 360's	4 75	5 00
Bahama grape fruit, 54's 80's, 96's		4 50
Apples, per basket	0 40	0 50
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 3 hands, green	1 25	1 35
Cantaloupes, per case	1 25	1 50
Peaches Canadian per basket	0 75	1 50
Grapes Canadian	0 20	0 25
Pears, Canadian per basket	0 40	0 75
Quinces, per basket	0 45	0 55

VEGETABLES—The frost of the last few evenings has played havoc with two or three of the more delicate lines. Tomatoes, for instance, while they are still on the market, have been pretty badly bitten and will disappear in a day or two. Peppers and beans have also suffered severely. The heavy demand for cranberries has already made itself felt in a substantial advance during the week. Sweet potatoes, also imported, are being sold freely, the quality being superior. Dealers continue to report optimistically on the vegetable situation in general, crops being considerably larger than earlier reports would indicate.

New Brunswick Delawares, per bag	0	90
New potatoes, Canadian, per bbl.	0 85	0 90
Sweet Potatoes (Jersey), per bbl.	4 50	5 00
Onions, green per doz	0	15
Onions, Spanish, per case	2	50
Cabbage, Canadian, per bbl.	1	50

(Continued on 152.)

Fancy Jersey Sweet Potatoes

FINE QUALITY

Fancy Valencia Onions Cases and Half Cases

PRIME CONDITION. PRICES LOW

Just arrived—

Fancy New Eleme Figs "Camel" Brand 10-lb. Boxes

Car Fancy Cape Cod Cranberries due in a few days

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"As proven time and time again."

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"St. Nicholas" "Home-Guard" "Kicking" "Puck"

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Your reputation as a Fruiter is best represented by a Thermometer in changeable weather if you don't give plenty of thought to Fruit Brands. Sometimes you have a first-class line—next time a ——— class line. Think it over—use the above brands and the "Mercury" of your business Thermometer will be kissing the top all the time.

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FRUITS and VEGETABLES!

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"MIGHTY GOOD STUFF"

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Prices on Request.

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MONTREAL

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The Canadian Atlantic Fisheries

It is Estimated That Nova Scotia Alone Loses $100,000 Annually Through Poor Methods in Handling Her Catch of Pickled Fish—Reform, Happily is in Sight.

The administration of the Canadian Fisheries is in the hands of the Marine and Fisheries Department, and is carried out through inspectors and overseers appointed by the Government. These inspectors and overseers in addition to their other duties supply the figures which appear as the fisheries statistics in the annual fisheries blue-book. They frequently do not give the accurate and desirable information which the importance of the fishing industry demands. At various times the Government has appointed special commissions to investigate conditions in certain localities, relating to various branches of the fishing industry. As far, however, as the Maritime Provinces are concerned, matters have been allowed to drift along without much attempt to improve the conditions or conserve the various branches of the industry for our fishermen and merchants, and it is felt by everyone interested in the welfare of the fisheries, that it is time something was done to remedy the present most unsatisfactory state of affairs.

The Government's establishment of fish hatcheries, bait freezers, dog fish reduction works, demonstration of the Scotch method of curing herring, etc., are certainly to be commended. They have, however, been more or less abortive, owing to lack of system, the only partial carrying out of the various things attempted, and the seeming impossibility of eliminating politics. Twenty-five years ago lobsters were so plentiful on our shores that fishermen were making good wages catching them at fifty cents per hundred count. During the early part of the present season they were so scarce that fishermen were unable to make living wages with the price at $40 per crate in Boston. This condition has been brought about by the illegal wholesale destruction of the small-sized and seeded lobsters by the fishermen and packers, in consequence of the law not being enforced by the officers of the department. The conditions in regard to the oyster industry are, if anything, worse than those under which the lobsters are being exterminated. Practically nothing is being done to prevent the depletion of the oyster beds, to say nothing of any effective steps to increase the supply of these valuable shell fish. The clam beds in various parts of the Maritime Provinces are being depleted, in many cases to supply bait for foreign fishermen, whereas, under efficient laws properly carried out, a continuous supply could be maintained to the advantage of all concerned. Unless in the near future, therefore, some radical change is made, these valuable branches of the fishing industry will practically cease to exist. New and stricter regulations are required as well as effective means of carrying them out.

In connection with this article, and the reform advocated therein, it is interesting to note that at the meeting of the Maritime Board of Trade, in August, of this year, the following resolution was proposed and adopted:

"That this meeting of the Maritime Board of Trade endorses the movement for the appointment of a fisheries board to act under the department of marine and fisheries for the regulation and control of the Canadian Atlantic fisheries; and that steps be taken to have this important matter acted upon at the next session of the Dominion Parliament."

The special committee on the modus vivendi also reported as follows:

"The special committee on the modus vivendi beg leave to report that it is highly in the interests of the Canadian Atlantic fisheries that the Dominion Government abrogate the same, until such time as the Government of the United States is disposed to negotiate a new treaty."

The report was signed by S. Y. Wilson, J. W. Stewart, and F. C. Whitman.

The Loss on Barrel Fish.

It is a recognized fact by all concerned in the fish trade of Eastern Canada, that the existing conditions under which pickled fish are handled are most unsatisfactory. The Dominion Government recognized this, when in 1903, J. J. Cowie, the Scotch expert, was employed to demonstrate the fact that the herring caught on our shores could be made to give much better returns if cured and packed under the Scotch method. Aside from the question as to whether the large expenditure made by the Fisheries Department has been justified by the results so far obtained, and aside, too, from the question of the proper method of curing, there is one point that all will agree upon, namely, the absolute need of improving the packages. From time to time individual efforts have been made to supply first-class herring and mackerel barrels, but as there was no recognized standard, practically no good was accomplished. The pickled fish industry has continued to be handicapped by the use of trashy packages, with the resulting low standard of the pack, and consequent loss to all concerned. This condition of affairs not only means loss and endless trouble to the merchant and his customers, but unquestionably means a loss to the fishermen. It would be a conservative estimate to put the annual loss to the Province of Nova Scotia on account of the poor methods used in handling the catch of pickled fish at $100,000. Not only is there the actual loss on account of the low standard or rather lack of any standard, either as regards the cure or the package, but there is also the consequent stagnation of the trade, resulting from the endless trouble and loss to the wholesale dealer, jobber and retailer. Time and again Halifax wholesale houses have received letters from grocers saying that they do not carry herring and mackerel, owing to the impossibility of guarding against the loss which results from leaky packages. At the present time even if the fishermen wanted good packages, they are unobtainable. The Fisheries Committee of the Halifax Board of Trade believe that Canadian barrel factories should be established to put on the market a full supply of first-class inspected packages, fully up to the Scotch standard, and that these should be helped by Government bonus.

The Fishery Board Idea.

The idea of a fishery board for the proper preservation, protection and development of the fishing industry, is one that has proved its worth. One hundred years ago the pickled fish industry of Scotland was in practically the same unsatisfactory condition and position as is that of the Maritime Provinces to-day. A popular agitation

brought about the appointment by the Government of Great Britain, of Royal Commissioners for the betterment and control of the industry of Scotland. These Royal Commissioners were succeeded by what is now known as the Fshery Board for Scotland which, if judged by results, is the best and most effective method of fishery administration in the world. A few statistics showing the growth and development of the pickled herring industry of Scotland substantiates the above assertion. In 1811, the earliest date at which statistics are obtainable under the commissioners administration, the quantity of herring cured and branded in Scotland was 89,934 barrels. In 1831 it had developed to 414,574 barrels. In 1867 the number of barrels cured was 804,090, and in 1902, 1,803,159 barrels, while in 1906 the total number of barrels cured was 2,111,006, exclusive of the enormous quantity used fresh and for smoking. Observe by the foregoing that the first twenty years of board administration resulted in the annual catch being nearly quadrupled, that it was again almost doubled in the succeeding thirty-six years, and that the performance more than repeated itself in the following thirty-five years. This enormous growth has continued right up to the present day with every indication of continuing in the future. It should also be stated that the improvement in the quality of the product has kept pace with the growth of the industry, and that to-day Scotch cured herring leads the world both in value and volume. The laws enacted upon the recommendations of the board are simple and effective, and have together with the thoroughly proficient and capable staff of officers under directions of the board, brought the industry in Scotland to its present valuable condition.

Experience of Foreign Countries.

Twenty-five or thirty years ago the Government of Norway awakened to the possibilities of improvement in their fishery, and sent capable men to all the European countries to study the situation and report. On these reports it was decided to adopt the Scotch system, including the board. As a result the Norwegians have large modern steamers going all the way to the coast of Iceland to operate, and the quantity and quality of their product has increased proportionately with that before mentioned under the Scotch Fishery Board.

About seven years ago Iceland adopted the fishery board system patterned after the Scotch, with even a more complete system of inspection than is carried out by any other government, inasmuch as they grant a certificate with every parcel of pickled or dried fish for export to a foreign country. This experiment has proved so effective and correct that the trading in European countries is actually done on these certificates.

In Holland the Government has made special efforts to increase their fisheries under bounties, etc., but they have not made the progress attained in the countries that have adopted the board system.

In the United States, the administration of the fisheries is carried out through separate State Commissions, whose efforts have resulted in the immense development of various branches of the industry, notably in regard to oysters. Laws have been made to suit the various local conditions, and so effectively carried out, that oyster culture is now on a systematic and scientific basis; the output constantly increasing, and the value well up in the millions of dollars.

SALMON IMPORTS.

Following are the yearly imports of salmon into the United Kingdom since 1896:

	Total Imports.
1896	932,226
1897	1,119,093
1898	1,314,985
1899	926,935
1900	1,032,155
1901	1,003,511
1902	1,734,567
1903	907,076
1904	989,063
1905	792,550
1906	1,233,019
Average from 1896-1900 (inc.)	1,065,079
Average from 1901-1906 (inc)	1,085,353
Average for 10 years	1,075,216

It is now desired by concerted action on the part of those interested to bring the Dominion Government to see that their present progressive policy for the encouragement of the fisheries could be worked out to better advantage to all concerned, by the appointment of a Canadian Atlantic Fisheries Board, on the same lines as the Scotch Fisheries Board, which has control of the Scotch fishing industry. Said board to work in conjunction with the Fisheries Department in all matters affecting the betterment of the conditions of the Atlantic fisheries A fisheries board representing all interests would thoroughly investigate and advise the department in regard to such matters as the depletion of the lobster and oyster fisheries, the destruction of dog fish, the proper distribution of the output of the fish hatcheries; the supply of bait, etc. The board must necessarily be a non-political body. It would be under the control of the Fisheries department in the same way as the Scotch board is under the control of the Secretary for Scotland, in that it would have the appointment of the chairman, which chairman and the vice-chairman, are in Scotland the only two paid officials. The Scotch board consists of nine members—the chairman, three members to represent the fishermen, three for the merchants, a scientist and a legal advisor.

APPLE PRICES.

The early apples shipped from Montreal during the week ending Sept. 14 brought on an average from $3 to $5.75 in the Liverpool market. Shipments for the week following sold for practically the same prices. The highest price noted was $6. The demand for good fruit was very steady, but inferior stock was neglected.

The returns from Glasgow for the same week were somewhat higher, prices ranging from $4.25 to $5.50. A few apples of fine quality sold as high at $8.

Reports have been received from the secretary of the Co-operative Fruit Growers' of Ontario that many of the co-operative associations are holding their winter stock for $1.50 per box, f.o.b. shipping point, No. 1's and No. 2's, wrapped and tiered. Offers of $1.25 per box have already been received. Other associations have sold their entire output of winter apples at $3 per barrel for No. 1's, $2.70 to $2.80 for No. 2's, and $1.75 for No. 3's, disposing of their culls at 50 cents per barrel. Some are holding off for $3.50 for their No. 1's and No. 2's.

Orchards are being sold in Nova Scotia for $2.25 per barrel on an average as picked from the trees. American dealers are reported paying $3 for Gravensteins, kings and spies in the Annapolis Valley.

The price asked the American dealers in Northumberland and Durham counties by the buyers who now control the output, was $3 to $3.50 for No. 1's and 2's. It has not been learned whether many sales were made at these prices. The buyers, representing firms in New York and Chicago claimed that they would be unable to realize any margin of profit after paying the freight and the duty of 75 cents per barrel.

Word is received from Washington that apples are changing hands in the important orchard districts of the States on a basis of $3 to $4 per barrel f.o.b. for No. 1's and No. 2's of standard winter varieties, with such choice kinds as northern spy, jonathan, grimes' golden, yellow newton, etc., running as high as $5, and in some cases still higher.

FRUIT MARKETS.

(Continued from 149.)

Beets, new, per doz. bunches	0 25	0 30
Carrots, Canadian, per doz bunches	0 25	0 30
Lettuce, Canadian leaf, per doz. bunches		0 25
Radishes, Roseland, per doz.		0 25
Cucumbers, Canadian, per bask	0 30	0 35
Cauliflower, per doz.		1 50
Parsley, per doz		0 25
Egg plant, per basket		0 30
Corn, new, per doz (green)		0 15
Celery, Canadian, per doz.	0 35	0 40
Celery, imported, per doz.		0 50
Green Peppers, per basket	0 35	0 40
Red "		0 8
Cranberries, per bbl.		10 00

FISH—The market is somewhat easier this week, owing to receipts from British Columbia. Pacific salmon, qualla and halibut is now quoted locally several cents below the Atlantic varieties. Cod and whitefish continue exceedingly scarce, though straggling shipments are received. Oysters, bloaters and kippered herring, with the high prices of other fish, are selling exceedingly well. There has been no appreciable change in prices during the week.

Perch, large, per lb.	0 08	0 09
Blue pickerel, per lb.	0 08½	0 09
White fish, Georgian Bay, per lb.		0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb.	0 07	0 08
Herring, medium, per lb.	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb.		0 12
Qualla, per lb.		0 10
Trout, fresh, per lb.		0 11
Ciscoes per basket	1 00	1 25
Labrador herring, per bbl.		4 75
Halibut, fresh caught		0 10
Shredded cod per lb		0 08
Shredded cod per doz		0 95
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb.		0 07
Mackerel mediums, each		0 12
" large		0 20
Finnan Haddie, per lb	0 09	0 09½
Oysters, per gal.		1 85
Shell oysters, blue points per 100		1 50
Bloaters box		1 75
Kippered Herring		1 75

APPLE CROP PROSPECTS IN ONTARIO, QUEBEC AND LOWER PROVINCES

The Department of Agriculture at Ottawa has issued the following report on the fruit and vegetable crop prospects throughout Ontario, Quebec, and the Lower Provinces :

The recent rainfall throughout Ontario and Quebec has relieved somewhat the gloomy outlook caused by the long continued drought. It arrived too late to produce any marked effect upon early and fall apples, which will be undersized in the majority of instances. The winter varieties, however, are now growing rapidly. It is hoped they will reach a good average size and acquire a fair color.

In this connection it is interesting to note that the fruit dropped less and reached a larger size in well cultivated orchards, even in the driest sections. This is a grand object lesson. It is indisputable evidence in favor of the conservation of moisture by clean cultivation.

Rainfall in Nova Scotia, New Brunsan exceptionally wet season in the two ues intermittently. In fact, it has been wick, and Prince Edward Island contin- latter sections. Dry weather has prevailed for some time in the lower mainland of British Columbia, but in the inland valleys the precipitation has been rather heavy during the months of August and September. As a consequence the fruit is ripening slowly.

Heavy winds and equinoctial gales are reported from the Maritime Provinces and parts of Ontario. Considerable fruit has been blown from the trees, but as far as can be learned no great damage has been done.

A slight frost is recorded in the Niagara Peninsula, not sufficient, however, to injure the grapes. The growers in this section will be fortunate in harvesting their late grapes before more serious frosts occur.

Apples.—The winter apples throughout Ontario are now growing rapidly. Should the present favorable weather continue into October the late varieties will likely reach a good average size, but early fruits are past the intervention of favorable weather conditions.

The outlook for September, as noted in the different sections throughout the Dominion, is as follows :

In counties bordering on Lake Erie fall apples are light to medium, with the exception of Spies and Baldwins, which are reported very nearly mediu n.

In the counties on Lake Huron and inland to York County, fall apples are light to medium ; winter apples on the whole will be an average crop, though Greenings are reported light to medium, and Spies a medium to full crop.

In the counties bordering on Lake Ontario, north to Sharbot Lake, and Georgian Bay, the majority of correspondents report fall apples to be a medium crop, and winter apples a medium to full crop.

The prospect for Prince Edward County apples is a little brighter since the heavy rains ; but the fruit will be small compared with the usual size from this county. Throughout Northumberland and Durham counties along Lake Ontario the trees are heavily loaded with exceptionally clean winter fruit.

In Ottawa and the St. Lawrence Valleys to Lake St. Peter and in Southwestern Quebec, fall apples are very nearly a medium crop, while winter varieties are light to medium. The local market will absorb all the apples in this section. Scab or "spot" has developed rapidly on the Fameuse, particularly in unsprayed orchards, during the past month.

New Brunswick, Nova Scotia, and Prince Edward Island will not have enough apples for local consumption.

Hants, King's, Annapolis and Digby counties, Nova Scotia, report a medium crop of fall and winter varieties. The fruit is of good size and unusually clean. Although this is generally known as

(Concluded on Page 160.)

IS THE BANANA DESTINED TO SUPPLANT THE APPLE?

In one of the reports recently issued by the Dominion Government attention was directed to the banana being a serious competitor of the apple, and the likelihood of its displacing the apple when prices for the latter are exceptionally high. In view of this supposition it might be well to direct attention to the enormous consumption of bananas in the United States and Great Britain. It is estimated that 35,103,379 bunches were used in the States last year. The banana trade of the United Kingdom is, of course, small in comparison. Nevertheless, according to the following statistics from the September Crop Reporter, it will be seen that the growth of the trade has been relatively much greater in the United Kingdomthan in the States.

Comparing the trade of the two countries in the five-year period, 1902-6, imports for consumption in the United States increased only 38.5 per cent., while the increase in the United Kingdom amounted to 127.2 per cent. The following statement shows in detail the growth of the banana trade in the past six years:

Imports of Bananas Into the United Kingdom.

Country.	1901. Bunches.	1902. Bunches.	1903. Bunches.	1904. Bunches.	1905. Bunches.	1906. Bunches.
Madeira	43,231	19,102	22,075	10,114	4,832	1,690
Canary Islands	1,636,946	1,817,533	1,941,472	2,060,330	2,451,966	2,401,118
Costa Rica	.....	.....	.....	440,934	1,363,071	2,061,705	2,736,348
British W. Indies	547,043	967,405	682,883	476,868	1,218,922	1,286,407
Other countries	1,452	660	152	128	489	141
Total	2,228,672	2,804,700	3,087,516	3,910,511	5,737,914	6,425,704

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In the wall paper business this reputation means a great deal to the ultimate success of a merchant. To secure it three or four things are essential.

A good selection of goods is very necessary. You must have fashionable lines to show your customers. They must be brought to understand that what you are showing them is the right thing in Montreal or Toronto or New York. Then they will trust your judgment and will refer their acquaintances to you.

A clean, bright show room, with the latest facilities for displaying goods and with comfortable chairs for your patrons, is needful, if you would have the good word of your customers. Politeness and courtesy in your treatment of these customers must be added to make a strong combination.

A continuity of business on the same scale as that on which you set out becomes necessary. It is all very well to begin well, but unless you keep up your record, the public will lose confidence in you.

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COSMELLI, MEYER & CO., London, Eng., Denia and Valencia	Valencia Raisins, Shelled Nuts, Apricot Pulp.
GREMIDI BROTHERS, Patras	Currants.
A. J. REGGIO & CO., Smyrna	Turkish Figs, Sultana Raisins, Seeds.
SAMUEL RAE & CO., Leghorn, Italy	Finest Olive Oil Manufactured.
NORFOLK VIRGINIA PEANUT CO., Norfolk, Va.	Peanuts.
T. H. STIRLING & CO., Liverpool	English Chicories.
J. MacLEOD, Trinidad, B.W.I.	Cocoa Beans.
KOPS BREWERIES, London, Eng.	Non-Alcoholic Beverages.
CASTLE BROTHERS, San Francisco	California Fruits.

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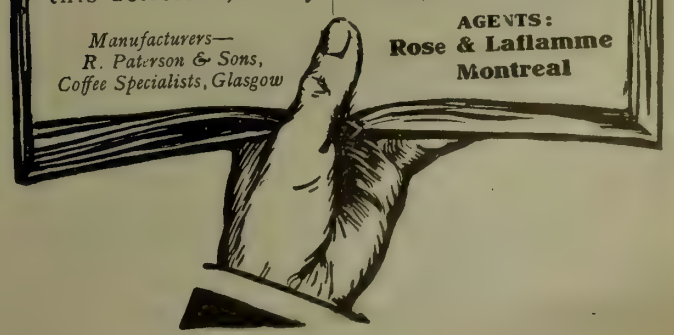

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Salt and Pickled Fish of all kinds

Oysters. Our famous Blue Points have won a reputation all over Canada as second to none.

We fill all orders and answer all correspondence same day as received.

The F. T. James Co., Limited

Catchers and Wholesale Distributors of Fish and Oysters

TORONTO

WE ARE HAVING

OF

Ocean Brand Fish

THE PICK OF THE MARKET—EVERY BOX GUARANTEED STRICTLY FIRST-CLASS

Haddies

Bloaters

Kippered Herring

Large Frozen Mackerel

Large Frozen Herring

We are headquarters for all kinds of

Fresh, Frozen, Smoked and Salt Fish, etc.

both for home and export trade.

HALIFAX COLD STORAGE CO., Limited

Successors to E. M. BOUTILIER

HALIFAX, N.S.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - -	KINGSTON
GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
CARMAN, ESCOTT CO. - -	WINNIPEG
C. E. PARADIS, - - - -	QUEBEC

ESTABLISHED 1874

D. HATTON & CO.

Wholesale Receivers of

FISH

Fresh, Smoked, Salted, Green, Dried, Boneless, Pickled and Shell Fish.

MONTREAL, QUE.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

LARGEST PACKERS OF SEA FOODS
ON NORTH ATLANTIC COAST

ATLANTIC FISH COMPANIES, LIMITED

Head Offices: LUNENBURG, NOVA SCOTIA.

SALES OFFICES AT
HALIFAX, MONTREAL, WINNIPEG,
ST. JOHN, VANCOUVER.

PACKERS OF THE CELEBRATED
"Halifax," "Acadia," and "Bluenose,"
Brands of Prepared Boneless Codfish.

SEA FOODS of every description.

Write our nearest office for quotations and price lists.

ATTENTION!

New Pack of ¾ Mustard Sardines

BRUNSWICK BRAND

Sanitary Can

We guarantee the goods

Write for sample and be convinced

Connors Bros., Limited

Black's Harbour, N. B.

There's as much difference between

"King Oscar" brand Sardines

and other brands as there is between

Electric and Candle Light

It's easy to talk, but "the proof of the pudding is in the eating."

Your customers, once they try a tin of "King Oscar" Sardines, will insist upon that brand always.

"Those who know" buy

"King Oscar"

For sale by leading jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON.

PROTECT YOURSELF

—BY—

PROTECTING YOUR GOODS

In the Largest, Most Modern Mechanical

Fireproof Cold Storage Warehouse

IN CANADA.

Direct connection to warehouse from Main Lines C.P.R. and I.C.R. save cartage.

Adjoining wharves of ALLAN, DONALDSON and THOMSON S.S. lines save time.

Fireproof Construction saves risk.

Through Freight Rates to Europe save risk of freezing in transit. Save trouble.

Capacity 1,000,000 Cubic Feet

Ready For November 10th.

The New Brunswick Cold Storage Co., Ltd.

ST. JOHN, N.B.

Don't & Forget

LET THE TIME PASS

TO GET IN YOUR ORDER

D. & F.

Brand of

Pork Sausages

Sausage time coming

D. & F. means

Quality and Future Trade

DROP US A LINE—
DROP the other fellow

DAVIS & FRASER

Halifax, N.S. Charlottetown, P.E.I.

Every pound of

CRYSTAL GRANULATED SUGAR

is guaranteed to be unsurpassed by any sugar in the world for **PRESERVING PURPOSES.**

Insist on getting CRYSTAL granulated.

MANUFACTURED BY THE

Wallaceburg Sugar Co.

LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg.

Don't Delay Ordering Your

SALT

any kind

VERRET, STEWART & CO.

LIMITED

MONTREAL

their "off year," and some orchards in consequence are not bearing, the crop on the whole is fully up to the average in quantity and far above it in quality. Indeed, it is generally believed that the exports from this section will be at least 10 per cent. greater than last season.

The only condition to be considered in connection with the fulfilment of the bright prospects is the equinoctial winds.

British Columbia will have slightly more than the average quantity of apples, this year. The heavy hailstorms which visited part of the Okanagan valley will reduce large quantities of fruit, in the orchards affected, to the No. 2 grade.

Pears.—Early and late pears will be light in nearly all sections. In British Columbia, however, the crop is generally above the average.

Plums.—The Japan varieties are usually failures this year. The European varieties are below the average, while the American plums are a medium crop in the commercial plum sections of Ontario. The excellent plum prospects for British Columbia have been slightly lowered in the inland valleys on account of the unusual rainfall during the past month.

Peaches.—The crop is very light this year. Early St. Johns have been marketed and have brought high prices. All varieties are now ripening fast and are running into one another. Canning peaches are very scarce. The Elberta is the main crop this year in the commercial peach sections.

Grapes.—The rot has not developed to any serious extent, though it is present in many places. A medium to full crop will be harvested in the Niagara district.

Tomatoes.—Tomatoes are making a very good showing after the rains. A good crop is being harvested, although the rot has been quite destructive. Should the frost hold off until the entire crop ripens the quantity harvested will be much larger than was anticipated early in the season.

CLEAN CANNING FACTORIES.

Government Inspector Finds Pretty Satisfactory Conditions in Western Counties.

The inspector of the Provincial Board of Health, Dr. R. W. Bell, who has recently returned from an inspection of twenty-three factories situated in twenty-two towns in the counties of Middlesex, Lambton, Essex, Kent, Elgin and Norfolk, gives a pretty satisfactory report. The factories in question had not been previously inspected by officers of the Board of Health. With the exception of four or five factories, the inspector found them in pretty satisfactory condition. What Dr. Bell objected to in the questionable factories was simply the manner of disposing of the refuse, which was thrown outside and allowed to ferment, causing filth and bad odors in the vicinity of the factory. In every case the managers promised to remedy the matter at once. The inspector found that most of the people employed in these factories were local residents, not foreigners, and seemed to be particularly cleanly people.

When the factories in the Niagara district were visited last year, the chief objection was to the help. The canners in the west seem to be free from the difficulties of securing local help experienced by the Niagara men, and in consequence, are not forced to house their employes. This was the feature that seems to have caused most of the trouble in the Niagara district.

Laporte, Martin & Co., the Montreal wholesale grocers, are advertising in this issue various lines of canned goods, including "Soleil" brand, for which they are agents. Their "Victoria" salmon and Norway sardines are also mentioned.

Expect to arrive by 1st November the best known brand

Duff's Labrador Herrings

in barrels and half barrels

Whitman's No. 1 and No. 2 Green Cod Fish

New Valencia Raisins, 1907 crop, "Paris Brand," to arrive by second direct steamer "Jacona," due Montreal the 15th November.

Currants, Tapioca, Sago by first steamer.

Canned Goods, "Log Cabin," "Simcoe," "Boulters."

Full Line of Teas

Do not order before getting our prices—they will interest you.

As usual, we handle in large quantities ***Flour, Feed, Grain, Provisions, etc.***

C. O. Genest & Fils
WHOLESALE GROCERS :: ::
Sherbrooke, P.Q.

SUGARS
FLOUR GRAIN
FEED

We are specialists in these lines, as we buy in car lots and consequently are in a position to turn over the goods at the best prices ruling.

Our sugars are of the finest quality, direct importations from Scotland, for every purpose. Manufacturers using this article will consult us to their own advantage.

Write for our prices on any of the above lines. They will interest you.

Samples Cheerfully Furnished

The Standard Trading Co.
Board of Trade Building
MONTREAL

Jose Segalerva

Malaga

Spain

Packer of

Malaga Table Raisins
" Loose Muscatels
" Seeded Raisins
Shelled Almonds, Etc.

Superior Quality
Very Attractively Packed

Segalerva's Brands are well know everywhere and can be had from your Wholesaler.

Be Sure to Ask for "Segalerva"

AGENTS

Rose & Laflamme

Montreal and Toronto

ADVANCES IN NEW BRUNSWICK

Flour, Grains, Sundries and Shipping Tariffs All Increase Materially—Good Outlook for Large Winter Business.

(Special Correspondence of Canadian Grocer.)

An advance of forty cents a barrel in the price of Manitoba flour in three days, "is going some," say the local grocers. On Wednesday last both Manitobas and Ontarios advanced twenty cents, and on Friday, Manitobas took another leap of twenty cents. This makes the price of Manitobas $6.95 a barrel, and Ontarios $6.10 to $6.20.

Oatmeal advanced forty cents again on Friday, and increases in other lines are reported.

In the provision line, beans and barley have also advanced, and Ontario oats are now selling at sixty cents a bushel, an increase of four cents. None of the new crop is yet on the market, and it is hoped the prices will go down when this year's product begins to arrive.

* * *

It is estimated that the wheat crop in New Brunswick this year will amount to 500,000 bushels, which is larger than ever before. Buckwheat is very scarce, and none of the Western product has yet been received.

* * *

Prices of chocolates and cocoas took another boost on Wednesday. The amount of this latter advance was two cents per pound. The total increase in these lines amounts to 50 per cent. during the last five weeks.

* * *

A car of Canadian grapes was received here Thursday by A. L. Goodwin, and the price was dropped from 45 and 50 cents to 35 cents flat. This is as low a point as grapes may be expected to touch, as the crop was not heavy.

* * *

The outlook for a successful winter port business during the season of 1907-08 looks very bright. At least, one additional wharf and warehouse will be available, and the list of sailings for the different steamship lines show an increase in the number of steamers that will come here. It was thought arrangements would be made to have a floating elevator brought here from Montreal to help carry on the work, but this idea has been abandoned and the C.P.R. has guaranteed to furnish grain to all steamers that use the new wharf where there will be no conveyor ... is winter.

The Common Council at their meeting on Monday, Oct. 7, adopted the following resolutions favoring an increase in the tariff for freight handled during the winter, and cutting down the rate for steamers which ply here the year round. Formerly the summer rate was higher than that charged in winter.

The section relating to winter port rates was as follows: Your Board having considered the matter of tariff for this winter's business, would recommend that in view of the fixed charges and the expenditures at the Union wharves, St. John West, being in excess of the receipts, the tariff rates on the winter port business be revised in the following particulars, that is to say: That the rate for cattle be increased to three cents each (present rate being two cents each); that the rate on general goods be increased to ten cents per ton (the present rate being five cents per ton); that the rate on deals, timber and lumber loaded from barge or otherwise be ten cents per 1,000 (the present rate is charged only on lumber over the wharf).

The following recommendation, dealing with summer rates, was also passed: Your Board recommend that the winter tariff rates apply at the west side berths during the summer season on all through goods for Quebec, Ontario, Western Canada and the United States, imported by ocean liners which are engaged in the winter port trade.

* * *

The question of harvesting the potato crop is still troubling the farmers in various sections of the country. A Jacksonville (Carleton county) man who was in St. John a few days ago, said the crops in Carleton county were excellent, but the great trouble was in the harvesting.

* * *

No doubt readers of The Grocer who have read about the big Red Rose Tea warehouse in St. John, "the largest tea warehouse in Canada," will learn with interest of the fine residence which the proprietor of this concern is now having built on Mount Pleasant avenue, in this city. When completed, this building will be one of the finest and most luxuriously appointed homes in St. John. The structure is composed of the best stock brick, with reddish freestone trimmings. The roof will be of slate, finished with an artistically designed steel cresting. The interior will be finished in quartered oak, and other varieties of hardwood, and the plumbing will be of the most modern and approved type. The building throughout will be amply lighted by large windows fitted with heavy plate and leaded glass of appropriate design. The height from the peak to the ground is forty-two feet. The building is practically square, the average measurement of the sides being about 58 feet each. A splendid lawn and many shade trees surround the house. Mr. Estabrooks and his family expect to move into their new home on or about the first of May next.

* * *

Fire on Oct. 4 destroyed the saw and grist mill at St. Martin's (N.B.), owned by J. Aubrey Vaughan. The handsome

(Concluded on page 174.)

THE NEW COMMANDMENTS.

1. Thou shalt not in any wise boast, brag, bounce or bluster, or the wise man will hold thee in low esteem.

2. Thou shalt not permit thy wife to be living at the rate of £200 a year when thy business is not yielding more than £199; nor shalt thou withhold from her the business information which, as a helpmeet, she is entitled to receive.

3. Thou shalt not mock the unsuccessful man, for he may be richer in his poverty than thou art in thy boasted abundance.

4. Thou shalt not carry the counting-house into the domestic circle, nor in any wise spoil the children's hour by recapitulating the bankruptcies of the day.

5. Thou shalt not hob-nob with idle persons, nor smoke with them, nor encourage them, nor approve their evil life.

6. Thou shalt not keep company with an unpunctual man, for he will certainly lead thee to carelessness and ruin.

7. Thou shalt not forget that a servant who can tell lies for thee may one day tell lies to thee.

8. As to hours of slumber and sleep, remember the good old rule:

Nature requires five,
Custom gives seven;
Laziness takes nine,
And wickedness eleven.

9. Neither a borrower nor a lender be, but give where well bestowed right cheerfully.

10. Be honest in copper, and in gold thy honesty will be sure.

Of Interest to You

When a grocer sells cheap baking powders he invites dissatisfaction. The cake being spoiled by the powder, all the ingredients will be classed as inferior, to the discredit of the grocer who sold them. The sale of lower-cost or inferior brands of powders as substitutes for the Royal Baking Powder, or at the price of the Royal, is not fair towards the consumer, and will react against the reputation of the store.

Royal is recognized everywhere and by every one as the very highest grade baking powder—superior to all other brands in purity, leavening strength, and keeping quality. It is this baking powder, therefore, that will always give the highest satisfaction to the customer; and a thoroughly satisfied customer is the most profitable customer that a dealer can have.

Ask your jobber for Royal Baking Powder. In the long run it yields more profit to the grocer than the low-priced alum brands.

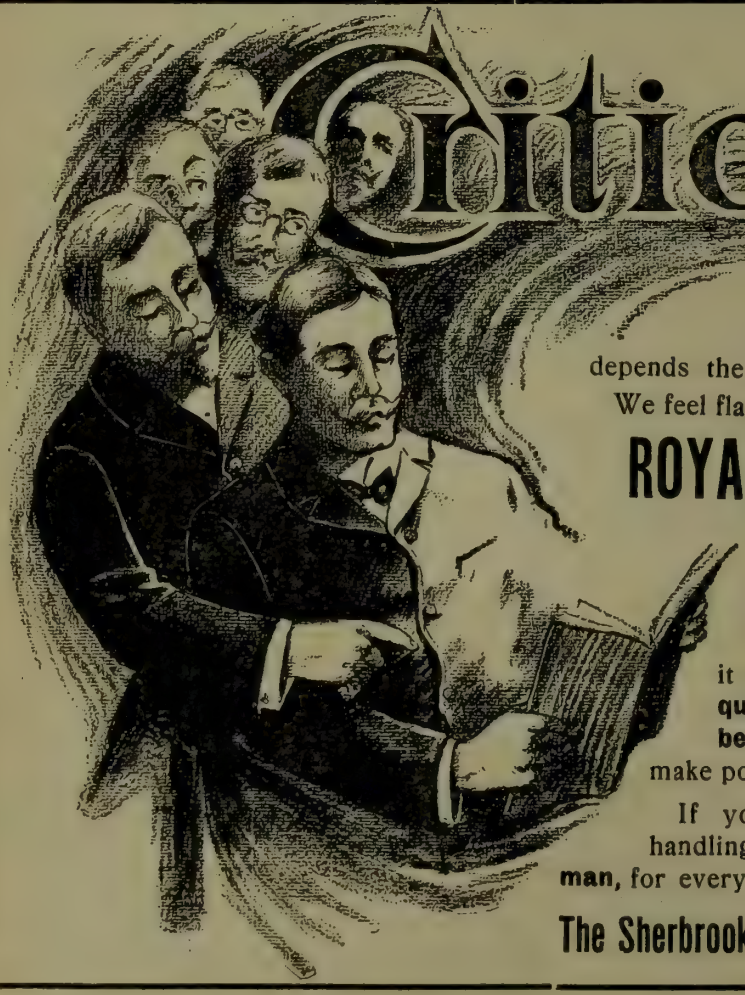
Don't Forget

That as the chill weather of winter approaches, a pipe by the fireside is a very popular household institution. Be wise. Keep plenty of

T. & B.

in stock. Don't let the man around the corner get ahead of you in this respect. **Remember, once you get a T. & B. customer, you have him for good, because he simply won't change the brand.**

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Criticism

Upon what men say of a new book, a line of canned goods, a new invention, or a cigar, depends the success of that article.

We feel flattered by the comments made daily on

ROYAL SPORT and HOGEN MOGEN CIGARS

But then, we are not surprised for always has it been our aim to manufacture cigars that for **quality cannot be surpassed.** Using the **very best tobacco** and employing **only skilled help** make possible the fulfilment of our ambition.

If you are not one of those progressive grocers handling our cigars, write us to-day. **Do not hesitate, man,** for every day you wait **you are losing sales.**

The Sherbrooke Cigar Co., - Sherbrooke, Que.

TOBACCO INDUSTRY IN CANADA

Protection is Required—How the Industry Has Grown in the States—Canada's Share of the English Trade.

"You cannot imagine the room for development there is in the tobacco business in Canada. It is quite possible to make tobacco growing and exporting one of the great industries of the Dominion, and if the Government were to act with the producers and dealers it would be no time before a business amounting to over a million dollars annually would be placed on a firm basis."

This is what J. M. Fortier, the tobacco man, Montreal, was telling The Grocer about the situation in tobacco circles in Canada to-day. Mr. Fortier firmly believes in the possibilities of the tobacco trade in Canada, and as he has been in the business for years, what he has to say is worth listening to.

"Let the Government act in unison with us," said he, "and we shall show astonishing results. We can grow tobacco in Canada, and we can grow it in sufficient quantities to supply the English market, which now draws its supplies principally from the United States. There is no reason why we should not have the bulk of the trade now controlled by the Americans, with the exception of that tobacco known as Bright Virginia.

"First of all, we have a preferential tariff. I believe the duty on tobacco going into England to-day is something like 3s. or 3s. 7d. Allow us a preference of 10 per cent. on this raw leaf tobacco, and we will be in a position to export many millions of pounds.

"Some years ago, there was no such tobacco industry in the United States as there is there to-day. All their good tobacco was imported under a 35c. a pound duty. The Americans, however, were quick to recognize the possibilities of improvement in the tobacco business in their own country, and passed a law putting a duty of $1.85 upon all cigar wrapper tobacco coming into the country.

"The firms who were selling tobacco to the States perceived that they could make big money by growing it there, and finding the climate satisfactory, they began the cultivation of the weed. Millions of dollars have been invested in the enterprise, and hundreds of thousands of acres are under cultivation to-day, which, but for the increased duty on imported tobacco, would probably never have been touched. The situation in Canada to-day is very similar.

"We are now importing large quantities; if we were protected, even to the extent of 35c. a pound, as the Americans were before 1892, we would encourage practical tobacco growers to come to Canada, and would attract capital for investment in the industry.

"This 35c. a pound the Government is now collecting—10c. a pound on the raw material, and 25c. a pound on the manufactured tobacco—as an excise duty. Now, if the Government were to collect the 35c. a pound on the raw material, the protection would exist, and they would get the same revenue.

"At the present time the annual growth of tobacco in the Dominion is in the neighborhood of nine to ten million pounds. In Quebec Province there are under cultivation something like 5,000 or 6,000 acres, and this province supplies five or six million pounds annually of Canada's entire growth. Ontario grows in the neighborhood of four or five million pounds, while in British Columbia it is probable that they produce something like 200,000 pounds a year of the finest tobacco.

"The tobacco we are growing is very much like what the States to the south are producing. Our Rose Quesnel, for instance, is similar to the Little Dutch variety, grown in Ohio. Quebec produces what is known as seed tobacco, while Ontario is known chiefly for the White Burley tobacco. All of what is grown in Canada is used in the country by such concerns as the American Tobacco Company, Rock City Tobacco Company, Dominion Tobacco Company, St. Laurent

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Sold by all the Wholesale trade

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

JOS. COTE
Importer and Wholesale Tobacconist
Established in 1887
Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes. Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.
Warehouse: 119 St. Andrew Street.
Office and Sample Room: 188 St. Paul St., Phone 1272
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St.
Phone 2097 - - QUEBEC

All First-Class Grocers
Handle
OLD CHUM
Cut Plug Smoking Tobacco
It's a Trade Bringer.

Tobacco Company, and others. MacDonald's plug tobacco is all imported, but given time, Canada could just as well as not supply this tob"

"But the Government must take an interest in the situation before we can make any progress. If they will begin a campaign to educate the farmers to the possibilities of tobacco growing, in time we shall be producing tobacco in every province in the Dominion, and we shall have captured a great share of the trade of England, which amounts to one hundred million pounds a year.

"As it is to-day, interest in the industry is limited, and tobacco growing is not understood by the farmers. A man will plant in the spring; tend the tobacco all summer; then, after harvesting it, will probably go about his work incorrectly and lose the result of his four or five months' effort, securing poor tobacco which might have been of the finest quality if curing had been properly done.

"It will come in time," said Mr. Fortier, "but the Government possesses the power to expedite matters."

PROSPERITY IN NOVA SCOTIA

Good crops and Good Prospects for Business Prevail to Counter-balance General Advance in Prices—Something About Lobsters.

(Special Correspondence of The Canadian Grocer)

Halifax, Oct. 14.

Prosperity reigns in the Province by the sea, and on every hand there is a most marked development. New industries are springing up in many of the cities and towns, the mill and the mine are working overtime, and the farmer and fisherman are reaping a harvest. Scarcity of labor is a great drawback, and on every side is heard the cry for help. The collieries are the greatest sufferers for the want of labor, as sufficient men are not available to operate the mines up to their capacity. Business appears to be expanding, and there are general good times all around. There need be no idle men in Nova Scotia to-day, and in the majority of cases employers are paying a fair wage for a fair day's work. Many of Nova Scotia's best sons have been attracted by the "lure" of the West, just at a time when their services are required at home, and where the opportunities are just as great.

* * *

The grocery trade in Halifax has been exceptionally good this season, and the volume of business transacted is fully up to the average of the best seasons. In fact, some of the dealers say that business was never better. Many of them have been obliged to enlarge their premises to meet the growing business, and, on the whole, they are well satisfied with the outlook. Collections are good all round, and there is no complaint regarding present conditions. The high cost of living is now a matter for serious consideration, and the business man in many cases has been obliged to keep down his profits as fine as possible. In all lines there are advances, and this bears heavily on the consumer. In flour, meat, milk, eggs, butter and other articles, the increase has been very heavy, and on this score there is a general complaint. Wages have not advanced in keeping with the increased prices of food products, and there appears to be no remedy in sight for the existing conditions. Fish is another article that commands a high price. Notwithstanding the large catches, there is a ready sale for all that is marketed. Codfish, which sold at retail a few years ago for five and six cents per pound, is now worth nine cents, almost double the former figures.

* * *

Lobsters are almost at a prohibitive price, and the demand for export is very heavy. Quite recently there was more than $200,000 worth sent forward to France and England in a single shipment. The largest exporters of lobsters from Halifax are the Robert Simpson Company, Limited, M. Neville & Sons, James Fraser, Leslie Hart & Company, and F. Smith & Company. These lobsters bring $17, f.o.b., a case in Halifax. Years ago the United States was the largest customer Nova Scotia had for canned lobsters. Now the neighboring republic is taking second or third place. England and France now lead in the purchase of the crustaceans. The quantity of lobsters caught remains almost stationary from year to year. If anything, there is a decrease. On the other hand, however, the canning factories have increased very rapidly, so that it is difficult to get the quantity of lobsters wanted. Steps will soon have to be taken to more adequately protect this valuable shell fish. The regulation regarding size is said to be openly disregarded by many fishermen, and the close season is not always respected.

The Government is establishing lobster hatcheries in places where the most good can be derived from their operation. The first hatchery on the upper eastern shore will be located at Chester, and the work of construction will soon be started.

The export of live lobsters to the American market during the open season is also very heavy, and these command a very high price. Hundreds of crates are shipped weekly from Halifax and Yarmouth direct to Boston. The demand is always good and the prices are very satisfactory. The lobster industry is carried on in the spring before farming and other fishing is resorted to, and this puts money into circulation at the time of the year it is needed most.

* * *

The apple crop in Nova Scotia this year is away above the average. All the fruit is of exceptionally good quality and high prices prevail. The demand for apples for export is heavy, and every week thousands of barrels are going forward from this port, principally to the English market. The failure of the crop in England this year has benefited the Nova Scotia grocer, and the latter is making hay while the sun shines. Nova Scotia fruit has also met with great favor in South Africa, and several thousand barrels have been shipped to that country so

(Continued on page 172.)

Rock City
Tobacco Co.
LIMITED
QUEBEC and WINNIPEG
High-Grade
Cut and Plug
Tobaccos
Cigars and
Cigarettes

THE PROPER ARRANGEMENT AND EQUIPMENT OF STORE INTERIOR IS OF FIRST IMPORTANCE TO THE LIVE MERCHANT.

"Walker Bin" Fixtures

make an ideal store arrangement; they economize space, provide clean and attractive interior display and facilitate the quick handling of goods.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Berlin, Ontario

Representatives: Manitoba, Stuart Watson Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Still the Best on the Market

Arctic Refrigerator

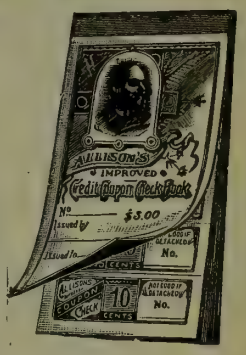
Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

They Grease the Wheels of Commerce

Even if they didn't save you a cent, they so simplify relations with your trade, so thoroughly eliminate the causes of petty disputes, that they are a good investment.



The ALLISON Coupon Books

But they DO save you not cents, but DOLLARS, so many dollars that, as a business proposition, you should have them, whether you can afford to do without them or not. Thousands of progressive merchants are using them.

How They Work:

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him $10; no trouble. If he buys a plug of tobacco for ten cents, tear off a ten-cent coupon, and so on for all his purchases until the book is used up. No pass books, no charging, no lost time, no errors and no disputes. Allison Coupon Books are recognized everywhere as the best, BECAUSE THEY ARE. Let us send you cancelled sample, free.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY, BLAIN CO., Canadian Agents

DELAY IS COSTING MONEY

When a Fixture Saves its Cost the First 90 days, CAN YOU AFFORD TO WAIT?

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Send all orders to

Shipped f.o.b. Hamilton, Ont.

THE AMERICAN COMPUTING CO., Indianapolis, Indiana

BIRKMYER'S WATERPROOF FLAX-CANVAS

Thousands in use.
Best waterproof in the country.

Just as cheap as the common ones, but **infinitely better.**

For Horses, Waggons, Feed-bags, Capes, etc., etc. All styles and sizes in stock.

Samples cheerfully furnished

TOBIN TENT, AWNING and TARPAULIN CO.

Ottawa	*Toronto*	*Montreal*
201 Sparks St.	*125 Simcoe St.*	*28 St. Peter St.*

SING OUT YOUR WANTS

There's only one way to get what you want. Ask for it in the most likely place. Likewise, if you desire to dispose of anything you must tell the proper people about it.

CANADIAN GROCER WANT ADS

Reach just the people who will help you—the grocers and wholesalers of Canada. They will do surprising work for you.

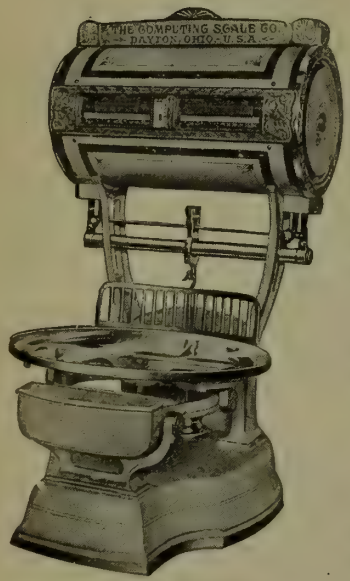
IF YOU

- **Want a Clerk**
- **Want a Grocery**
- **Want to Sell Your Business**
- **Want New Fittings**
- **Want to Sell Old Ones**

A GROCER "want" ad. is certain to help you.
Costs only 1c. per word. Less for several weeks.

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton
Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

"GET THE BEST"

SOMETHING NEW IN

COUNTER CHECK BOOKS

Our "Duplex" Book in various sizes. Alternate White and Colored Checks. Original White Paper; Duplicate Colored.

Specially adapted for Grocers' use. Samples and prices on application or will send representative.

WE MAKE ALL KINDS OF CHECK BOOKS

THE

Carter-Crume Company

LIMITED

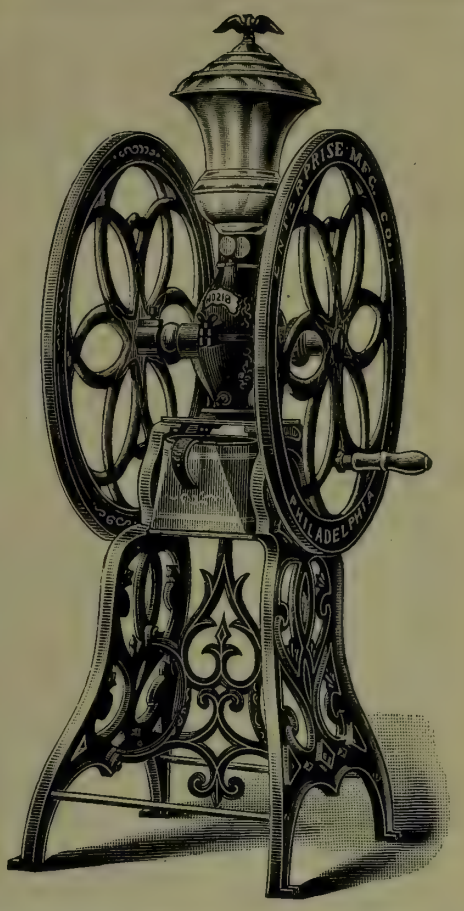
Toronto - Ontario

Mention this paper

MARKED "ENTERPRISE"

Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U.S.A.



COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

MORE PEOPLE SEE YOUR DELIVERY WAGON

than ever see the inside of your store. It is as important for you to have a good deliverv wagon as it is to have a clean stock. It is false economy to deliver goods to high grade customers in a wagon fit only for the scrap heap. Get an ***"Abbott" wagon.*** It will advertise your store ***effectively*** wherever it goes. ***Write us a post card for some interesting news we have for every grocer.***

H. G. ABBOTT & CO., LONDON, ONT.

Crain

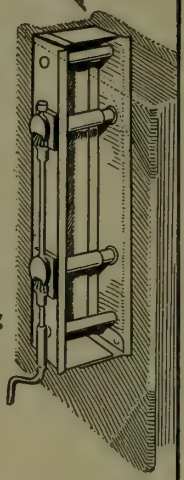
The Crain Continuous Ledger is the Standard for **Quality, Strength, Appearance, Utility, Durability,** and our Stock Rulings, five kinds each in two sizes, are adaptable to any business, and the cost is reasonable.

Write us for Catalogue and Prices.

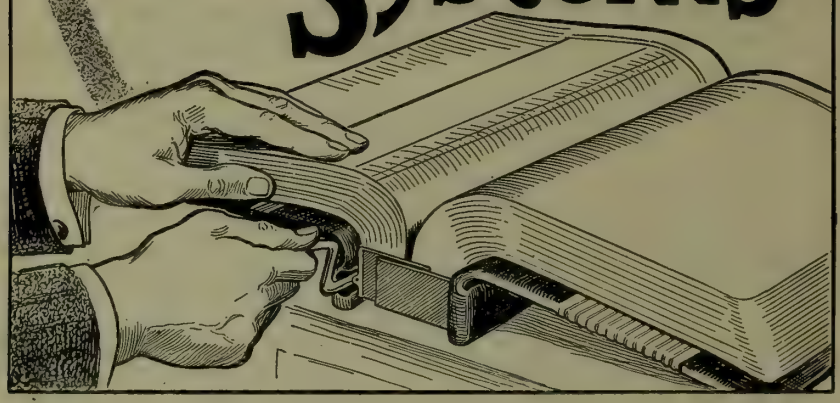
THE ROLLA L. CRAIN CO., Limited

OTTAWA, CANADA.

Toronto Montreal Winnipeg



Loose Leaf Systems



REFRIGERATORS

FOR BUTCHERS AND GROCERS.

EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS.

THICK, SWOLLEN GLANDS

that make a horse Wheeze, have Thick Wind, or Choke-down, can be removed with

ABSORBINE

or any Bunch or Swelling caused by strain or inflammation. **No blister, no hair gone,** and horse kept at work. $2.00 per bottle, delivered. Book 3-C free.

ABSORBINE, JR., for mankind, $1.00, delivered. Cures Goitre, Tumors, Varicose Veins, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.

Canadian Agents: LYMAN SONS & CO., Montreal.

The Everall Account System

for grocers is the approved style for weekly and monthly accounts

Absolutely One-Third the Labor

If you do not credit this, have it shown to you. If it is as we claim, it is worth many dollars to you. System from $5.50 up, according to number of accounts you have.

Our Loose-Leaf Monthly Account System

is made to suit any business. Nothing Better. Prices—$10.00, $12.50, and $15.00.

If you are looking for something more modern, it will pay you to at least see what we have. Send for Catalogue.

Get our prices on Counter Check Books.

ONTARIO OFFICE SPECIALTIES CO.,

PHONE MAIN 7128

126 Adelaide E. - - Toronto

ELECTRIC POWER COFFEE MILLS

This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

MOLASSINE MEAL!

Here is what it is and what it will do

MOLASSINE MEAL is a Scientific Discovery, by which animals can, with safety and highly beneficial results, assimilate a larger amount of saccharine matter than by any other preparation.

Cattle of all ages thrive and fatten rapidly on *MOLASSINE MEAL.*

MOLASSINE MEAL is a thorough worm Eradicator.

MOLASSINE MEAL is a Wonderful Appetiser.

No horseman should be without *MOLASSINE MEAL,* as everything living thrives on it. No better Appetiser, Digester, and Health Preserver, was ever offered on the market, and its cost, according to its real value, is but trivial.

Does not the foregoing convince you that *MOLASSINE MEAL* should be on your shelves? Here is a line to push if you want profits.

You Feed your ANIMALS WELL. Are they DIGESTING their FOOD?

ANDREW WATSON

Sole Importer.

91 Place d' Youville, Montreal

Telephone: Main 4401.

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,

and a complete line of
Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St. East.
J M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

NICKERSON & HART

Successors to Hutcheson & Power

COMMISSION MERCHANTS

Wholesale

BUTTER
EGGS
CHEESE
FRUITS
PRODUCE
ETC.

198 TO 202 ARGYLE STREET
HALIFAX, N.S.

Your Trade For

OLIVES

is 100% larger now than 10 years ago. People are using them more freely. The taste for this table delicacy grows on users. The increase in the Canadian trade is largely due to

ROWAT'S
Brands of
OLIVES

The finest selected Spanish Olives only are packed – all sizes and varieties of styles.

Ask your jobbers' travellers for a trial lot. It will be

Rowat's Olives

always after that.

PROSPERITY IN NOVA SCOTIA.

(Continued from page 166.)

far this season, and more will follow. There has been an abundance of pears on the market this season. The demand was light, and prices low. The bartletts grown here are not anything extra, but clapp's favorites are very fine, and they command a good figure.

There was a very good crop of berries, for which a ready market was found.

* * *

Potatoes promise to be a good crop all round. They are now selling at fifty cents per bushel, but the price will be much lower later on, when the Island stock comes in.

The crop in Prince Edward Island is very heavy this season. There will probably be a large quantity of potatoes exported, as there is a prospect of a shortage on the New England markets. Other vegetables, such as parsnips, turnips, beets and carrots, are in good supply.

* * *

There is a good demand for butter, eggs and cheese, but prices rule very high. The butter markets attract the most attention, as the product is very scarce, and those who have stocks of butter are holding back, anticipating even higher prices. Good dairy is quoted from 23c for large, and from 24c to 25c for small. Creamery in boxes is worth from 26c to 27c. Cheese ranges in price from 13c to 14c. Fresh eggs are very scarce. Nearly all those handled now are Island stock and worth about 21 cents on the Island. Fresh stock, when available, sells at retail from 28c to 30c.

* * *

More of the retail grocers are advertising now than ever before. Most of them make a specialty of certain lines, and, being attractively displayed, they catch the eye of the consumer.

"Yes, advertising pays," said a prominent retail grocer of this city to your correspondent. "I did not realize it before, but now I find that it brings most satisfactory results. Trade that would not otherwise have reached me has been brought about by advertising. I can tell this in my daily business transactions. New faces are to be seen in the store, the goods purchased are those featured in the advertisement, and people from all parts of the city are attracted. This is noted by the addresses left for the delivery of the goods. As a rule, other purchases are made at the time, and all this brings about business which in no other way could be secured."

* * *

R. T. Holman, of Charlottetown, P.E.I., recently conducted a bread-making competition to introduce a new brand of flour. The bread was displayed in the firm's grocery window, and attracted much attention. The first prize, a barrel of flour, was won by Mrs. Frank Croke; the second prize, a half barrel by Mrs. R. Robblee, and the third prize, a quarter barrel, by Miss W. Rooney.

* * *

The plum crop in Nova Scotia did not turn out as large as expected, there being a shortage in several varieties. There was a fairly good yield of burbanks, but the other varieties were very scarce. Very few plums are now on the market, and the price has been advanced, 60c to 70c being asked for a six-quart basket.

* * *

The market is fairly well supplied with poultry, but prices rule high. Turkeys are quoted at 24c per pound, retail, while the best chickens are selling at one dollar per pair. The partridge season is now open, but birds are very scarce, and those offered for sale are worth one dollar per pair.

* * *

The oyster shipments from Prince Edward Island this year are far below the average. They are very scarce and command a high price. The yield this year is small, and the bad weather has

Sold in 1&½ lb pickgs retailing at 25,30,35&40¢ per lb.
RED GLOVER TEA
Is a PURE INDO-CEYLON TEA.
BULK TEAS A SPECIALTY.
RED GLOVER TEA
CHAS. H. McDONALD, ST JOHN. N.B.
SPECIAL ATTENTION given to import orders.
Charles H. McDonald
ST. JOHN N.B.
Direct Importer

A Good Storekeeper

studies his stock and sells only those goods he knows will please his customers, leaving the inexperienced dealer to experiment with the various "just as good" brands and imitations of standard articles.

MAGIC BAKING POWDER

is the kind that pleases the people.

E.W. GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

☞Merchants should recommend food-products that are produced in **clean** factories.

"the only original and genuine."

Mr. Grocer: When you've got an especially good reputation for some particular specialty of your own you hate to have a competitor rob you of the fruits of your brain and labor, don't you? Well, the same idea should provoke you to refuse substitutes of

LEA & PERRINS'
Worcestershire Sauce

This is **the Sauce**—after Lea & Perrins' comes no other.

J. M. DOUGLAS & CO., MONTREAL

Established 1857 **Canadian Agents.**

interfered with the fishermen, who are unable to rake the oysters. The demand, as usual, is good, and from six to seven dollars per barrel is the price asked on the Island.

* * *

The schooner Maple Leaf, which arrived from Trinidad last week, brought 492 puncheons, 77 barrels, and 99 tierces of molasses for the Dominion Molasses Company.

* * *

The manufacturers here have advanced the prices of cocoa and chocolates, some as high as ten per cent. The increased cost of the raw material is given as the cause. There is also a scarcity of cocoanuts, and the manufacturers of confectionery, who use large quantities, find difficulty in getting sufficient to supply their requirements.

Late advices from St. John's, Nfld., say that trade in that city is very dull, and all the business men are complaining. The late season is said to be the cause for the present conditions. There has been very little sun, and it is impossible to dry the fish. There is very little money in circulation from this season's catch, because the fish already disposed of have been sold in the outports, and the fishermen are remaining at home to cure later-caught fish, before coming to the city to make purchases. Everything he has bought to date, he has ordered to be sent by steamer or rail, and these goods are the present necessities, and distinct from the regular winter supplies.

Transactions in codfish between the fishermen and exporters are slow. There is a good deal of fish yet to be marketed, because the catch on the coast has been large this year. The price varies from $4 to $6 per quintal, according to the quality of the fish.

Said one merchant the other day:

"I did not know I could write an advertisement until four or five years ago I found out by accident in this way: I had finished trimming a window and found I did not have any painted advertisement card for this window. Being in a hurry, and believing that a window display should always have an advertisement card of some kind in it, I sent over to a department store for a carpenter's blue pencil and wrote what I had to say. It took; they stopped. I wrote half a dozen more of them; crowds blocked the sidewalk. Been writing them ever since.

"At any hour of the day you can see from twenty-five to two hundred and twenty-five men and women reading what Tom has to say to-day. It is necessary for the police to clear this walk at times."

ADVANCES IN NEW BRUNSWICK.

(Continued from page 162.)

residence of J. S. Titus and E. A. Titus, members of the firm of J. & J. S. Titus, general storekeepers, was also entirely destroyed. They had $2,000 insurance.

The general store of S. V. Skillen was quite badly damaged, and it was with great difficulty that this building and Titus' big general store were saved. The total loss was about $12,000.

* * *

B. D. Bent, grocer, of Amherst, had his stock almost destroyed by fire on Thursday, Oct. 10. The store is situated in the Rhodes Steel Block, on Victoria street, and the building was badly damaged.

* * *

There was also a slight blaze in the tea warehouse of H. W. de Forest, on Wednesday, Oct. 9. Some papers in the printing department caught fire, but prompt action by the employes prevented what might have been a serious fire.

* * *

H. W. de Forest, proprietor of the Union Blend Tea warehouse, has an exhibit of his goods at the Food Fair, in Boston, Mass. Mr. de Forest is also distributing literature provided by the tourist associations of New Brunswick and Nov Scotia.

* * *

William E. Scully, Mary E. Scully, Edward P. Scully, Emanuel Connor and John J. Gordon, of St. John, have been incorporated as the Union Ice Company, Limited, with a capital of $17,500.

* * *

As the result of an agitation by the Board of Health for clean, pure milk, practically all the local dealers have decided to install plants for washing the milk cans. The Board will have an inspection of the plants made before approving them.

* * *

John McMulkin's grocery store, north end, was burglarized early on Tuesday evening, Oct. 8. The burglar gained access to the building by breaking in a pane of glass in the rear. The till was opened and all the silver which it contained was stolen. The safe contained $200 to $300 and was not locked. Fortunately the thief believed the safe to be locked and began trying combination to open the door, thus blocking his own purpose by locking the door.

* * *

In the heavy gale that visited St. John on Tuesday, October, 8, the plate glass window in W. A. Simond's grocery, on Union street, was blown in and his stock damaged considerably by the driving rain.

The storm was one of the worst seen here for years, trees, electric light and telephone wires being blown down, vessels wrecked and a number of buildings badly damaged.

* * *

One moose, three deer, twenty pairs of partridges and one pair of ducks is the result of a week's shooting of Frank Watson, of J. & F. Watson, grocers, Main street, north end, and E. R. S. Murray, of Murray & Gregory. These mighty hunters went to the region about Grand Lake and they report game of all kinds very plentiful.

* * *

The St. John Evening Times has started a campaign against the short-weight butter manufacturers.

THE PRUNE.

O prune, abused and much maligned,
  Butt of the jokelet cruel,
The furnace of the funny man
  Finds you its choicest fuel.
The poor on you might chew away,
  But not the proud and wealthy.
But, ah, the tables now are turned,
  For you, it seems, are healthy.

Within the lowly boarding house
  The unresisting boarder
Who paid as promptly as he could
  Might get you with each order,
And as the lady of the house,
  A sort of female Nero,
Looked on while he consumed the dish
  He felt he was a hero.

No longer, prune, are you despised,
  Athletic, sport and scholar
Will pass up pie, preserves and cake
  And for the prune dish holler.
The man who would be well and strong
  And have his brain the clearest
Will say when he sits down to eat,
  "Please pass the prunes, my dearest."

It seems too bad and quite a shame
  That we have chewed, protesting,
At prunes so long and never knew
  Their beauty in digesting.
We might have guessed that they were good
  When trying to ignore them,
Because, as we remember now,
  We never hankered for them.

The wholesale grocery business of H. W. Laird & Co., of Regina, has been sold to Campbell Bros. & Wilson, of Winnipeg. The business will be managed by H. G. Smith. H. W. Laird will go into business in other lines.

For Good Advertising

Consult Us

The same service that has made several of our customers take rank among the largest and most successful in Canada, though starting on a small scale, is at your service.

We will give, on request, an honest opinion on the possibility of profitably increasing your business by means of advertising, and our opinion will be based on many years of experience.

Among our customers well known to grocers are W. Clark, Montreal (Pork and Beans, etc.); Albert Soaps, Limited, Montreal (Baby's Own Soap); Hudon, Hebert & Co., Limited, Montreal (Wholesale Grocers).

CORRESPONDENCE IS SOLICITED

The Desbarats Advertising Agency

LIMITED

Suite 1
42 Victoria Square

Montreal, Canada

Talking About Prices——

Are you sure you are buying at the closest prices? No! Well, why not get our prices? Ask any of our travelers or ask us by mail. We are offering *SPECIAL INDUCEMENTS* in all grocery lines, particularly in

Canned Goods, New Raisins, Currants, Figs, etc.

We have a large stock of everything for a grocery store. Our motto is: "All the best goods at the right prices, and shipped same day as order received."

Remember that to make money you must buy right. Don't forget to send for our list and prices.

T. LONG & BRO., LIMITED

Wholesale Grocery and Provision Dealers,

Collingwood, Established 1852 **Ontario**

THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st, this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

Less Cost—Best Goods—Prompt Deliveries

ARE THREE REASONS WHY

every Eastern Townships merchant should buy his groceries in Sherbrooke.

First. Freight charges from Montreal or Quebec eat into your profits. But if you order your goods in Sherbrooke, you pay freight only from Sherbrooke to your store. You can save from $10 to $25 a month by reducing your freight bill in this way. Besides, we guarantee our prices as low as Montreal or Quebec houses, F.O.B. Sherbrooke.

Second. We guarantee every line we offer to be of the highest quality. We buy the very best of English, French and Canadian groceries. We are direct importers of Valencia Raisins, Prunes, Candied Peels, Cleaned Currants, Nuts, etc. We offer Canadian Canners', Ltd., Canned Goods at list prices, F.O.B. Sherbrooke. Our goods are unexcelled anywhere.

Third. If you place your order with a house hundreds of miles away, you have to wait a long time before it's delivered, while if you send us your order it hasn't got to travel so far. We will ship same day, and you'll get ***the right goods, at the right price, at the right time.***

Keep your freight bills for a month and figure out what you could save by sending us your orders. We have an established reputation, which we live up to. Send us a trial order ***NOW.***

T. A. BOURQUE & CO., Reg.

WHOLESALE GROCERS

SHERBROOKE, - QUEBEC

The Best Known Brands

We are favored with the privilege of representing in Canada the most important Wine, Spirits and Grocery firms—manufacturing firms whose brands have a world-wide reputation and whose goods are strictly first-class and up to the sterling reputation enjoyed by these firms. Our prices deserve the attention of all careful buyers, as much as our brands, in the different lines we handle, deserve the keenest and most favorable comment from all refined consumers.

Peruse our list, make your selection and get our quotations.

Ph. Richard et Cie	Cognac	Brandy
Mitchell Bros.	Glasgow	Scotch Whisky
Mitchell & Co.	Belfast	Irish "
J. P. Wiser & Sons	Prescott	Canadian "
Blandy Bros.	Madeira	Madeira Wines
Real Camphanhia Vinicola	Portugal	Port "
Diez Hermanos	Jerez de la Frontera	Sherry "
Garrett et Cie	Malaga	Malaga "
G. Oliva et Cie	Tarragonne	Mass "
Vigneau et Cambours	Bordeaux	Clarets and Sauterns
Morin Père et Fils	Beaune	Burgundy Wines
Piper-Heidseick	Remis	Champagne
Union Champenoise	"	" Cardinal
" "	"	" Duc D'Origny
Fli Ferrero Ricardo	Turin	Italian Vermouth
Cazalis et Pratts	Marseille	French "
F. Dolin et Cie	Chambery	" "
Adrien Sarazin	Dijon	Bacchus Quinquina Tonic Wine
P. Garnier	Enghien les Bains	French Liquors
Fred Miller Brewing Co.	Milwaukee	Lager High Life
" " " "	"	Extract of Malt
Daukes & Co.	London	Bass' Ales and Guinness' Stouts
Source La Capitale	St. Yorre	Vichy Water
Source La Sanitas	"	" "
Hiawatha Water Co.	Janesville, Wis.	Mineral Water
Société Anonyme "Le Soleil"	Malines	Canned Goods
Clément Obrieux	Perigueux	Patés de Foie Gras
Société Nouvelle Roquefort	Roquefort	Cheese
A. Mialane	"	"
Blanc et Fils	Valence sur Rhone	Pastes
H. E. Boulle et Cie	Marseille	Olive Oil
F. Tourasse	"	Castile Soap
French Pasteurized Fluid Beef Co	Montreal	"Vita"
Kinot Chemical Co., Limited	"	Kinot Tar Syrup

☞We have the control, exclusively in Canada, of the following brands and guarantee their quality:

Princess Brand, Washing Blue, Borax, Brushes, Coffee, Flavoring Extracts, Flour, Lard, Baking Powder, Soap, Corn Starch; Japan Tea, "Princess Louise"; Black Tea, "Princess Louise."

Victoria Brand, Coffee, Flavoring Extracts, Lard, Salmon; Japan Teas, "Victoria"; Black Teas, "Victoria."

Brands, "Countess" "Duchess" "Princess" "Empress" **Dry Grapes**

Brands, "Monastery" "White Bear" "Dubois et Cie." **Sardines**

TO ARRIVE in the early days of November: **500 CRATES OF ARGUIMBAU ONIONS.**

For all information, write, phone or wire at our expense.

LAPORTE, MARTIN and CO., Ltd.

Wholesale Wines, Liquors and Groceries, MONTREAL

Before Purchasing Your Canned Goods

We urge you, Mr. Dealer, in your interest as well as in the interest of your customers, to examine our goods and quotations. Our stock is better assorted than ever. We carry in stock all well known brands of

Canned Fruits, Vegetables, Meats and Fish

Packed in Canada, and also the best brands prepared in France and Belgium.

FRUITS

APPLES
APRICOTS
CHERRIES
PEACHES
PEARS
PINE APPLES
PRUNES
RASPBERRIES
STRAWBERRIES

VEGETABLES

We recommend specially the following goods of "Soleil" Brand:

FRENCH PEAS
GIANT ASPARAGUS
WHOLE ASPARAGUS EXTRA
ASPARAGUS TIPS
ARTICHOKE BOTTOMS
MEDLEYS OF VEGETABLES
CUT CARROTS
CELERY RIBS
WHOLE CELERY
SPINAGE.
CANADIAN TOMATOES
SWEET CORN
STRING BEANS
YELLOW BEANS
SPINAGE
SUCCOTASH
PUMPKINS
ASPARAGUS

GREEN SOUPS WITH PEAS AND CHERVIL, PRINTANIERES SOUPS, JULIENNE SOUPS, TOMATO SOUPS

MEATS

ROAST MUTTON
BOILED MUTTON
SLICED SMOKED BEEF
CHOPPED AND PRESSED MEATS
PATES DE FOIE GRAS
CORNED BEEF
BONELESS CHICKENS
TURKEYS
DUCKS
PIG'S FEET
ROAST BEEF
BOILED BEEF

FISH

SALMON
LOBSTER
MACKEREL
SARDINES
HERRINGS
OYSTERS
SHRIMPS
TROUT
FISH BALLS
FINNAN HADDIES

We are at your command for any information. Your orders will receive all possible attention. Quick shipment or delivery assured.

Laporte, Martin & Co.,

Wholesale Groceries, Wines and Liquors,
Montreal

MALAGA RAISINS

NEW SEASON

Casado, Blue, Baskets, Boxes
" Black, " "

Rein's, Black, Baskets, Boxes
" Choice Clusters, ¼ "

The above will be found useful for Thanksgiving and Halloween trade.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

A Good Ceylon Tea Trade means a good all-round trade. Stocking Ceylon Tea is like taking out a policy assuring commercial success. Tea is the most important factor in your business—an important reason why you should stock

CEYLON TEAS

The health-giving qualities and zestful flavor of Ceylon Tea has made it a favorite with women the world over, while men who know will drink none other. You should stock **Ceylon Teas,** because it will pay you to do so. There's another reason. Do you know it?

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair st. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Balmoral

Regd.

Pure Jams, Marmalades, Etc.

A window display by one of Canada's leading Italian Warehousemen, who, with many others, realize the superiority of "Balmoral" (Regd.) Jams, Marmalades, Preserves, etc., compared to any others.

Different to the ordinary; more pure and wholesome.

Prompt and careful attention to all enquiries and orders.

SOLE AGENT FOR CANADA:

J. W. Windsor, Montreal

Full Deliveries
Prompt Shipment
Liberal Treatment

The
DAVIDSON & HAY
Limited

Wholesale Grocers

TORONTO

Honest Goods
Honest Prices
Honest Salesmen

EVERY TIME YOU SELL RED ROSE TEA YOU MAKE TWO PROFITS

First—You make the profit between the wholesale and retail prices.

Second—You make the profit which is so hard to measure in money, namely, the great profit of a reputation for selling ***good tea.***

You can't afford to lose the ***second profit.***

If you are not selling Red Rose Tea, may I send you a case?

T. H. ESTABROOKS

ST. JOHN, N.B.

TORONTO—3 Wellington East
WINNIPEG—315 William Ave.

SUGARS & CANNERS LIMITED.

MAPLE SYRUP,
MAPLE SUGAR,
MOLASSES,
CONFECTIONERY
SPECIALTIES,
CANDIED PEELS
&c.&c.

CANNED FRUITS,
JAMS &
MARMALADE,
TOMATOES,
KETCHUP,
PICKLES, VINEGAR
&c.&c.

INCORPORATED 1907.

CAPITAL STOCK $250,000.00

PARTHENAIS ST. COR. ST. CATHERINE.
MONTREAL

LARGEST WORKS OF THE KIND IN CANADA

DIAMOND BRAND MAPLE SYRUP

PRICES

Wine Measure Tins

	Per case
Gallons, 6 to case	$4 80
Half Gals., 12 to case	5 10
Quarts, 24 to case	5 40
Pints, 24 to case	2 90

Imperial Measure

5 Gal. Tins, 1 to case..$4 50

Time has proved our **Diamond Brand** Maple Syrup to be by far the finest goods ever sold on the Canadian market.

OVAL BRAND MAPLE SYRUP

PRICES

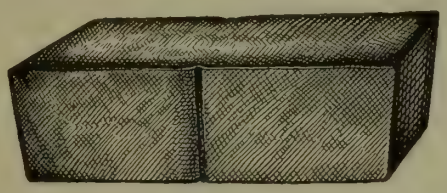
Wine Measure Tins

	Per case
Gallons, 6 to case	$4 50
Half Gals., 12 to case	4 80
Quarts, 24 to case	4 80
Pints, 24 to case	2 50

Imperial Measure

5 Gal. Tins, 1 to case...$3 90

We guarantee our **Oval Brand** Maple Syrup to be *superior* to any other manufacturer's goods in Canada, or may be returned at our expense.



TWIN BLOCK PURE MAPLE SUGAR

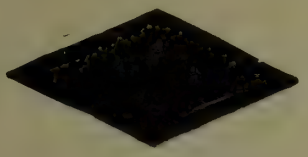
See that our name and guarantee is printed on the box. None other is genuine. Sells for 10 cents each. Cost to retailer, $3.00 per case of 40 blocks.

MAPLE CREAM HEARTS

Don't forget this delicious, fast-selling specialty. They will please your most fastidious customer. Sells for 20 cents lb. Cost to retailer, 12 cents lb.; $2.16 per pail of 18 lbs.

Our Pure Fruit Jams and Pickles

are the finest goods in the market

Diamond  **Brand**

PURE

WILD STRAWBERRY

and

RASPBERRY JAM

These delicious berries are preserved in our country factories the same day they are picked.

1 lb.	Glass	Jars,	2 doz.	to case, per doz.,	Strawberry, $2.30
"	"	"	"	"	Raspberry, $2.20
2 lb.	"		1 doz.	"	Strawberry, $4.50
"	"		"	"	Raspberry, $4.30

PICKLES

We have the largest stock of raw material of any firm in Canada. Our Pickles are neat and attractively packed in fancy bottles. Our quality is superior to any other make, as they are grown in a cool climate and scientifically prepared with best English malt vinegar.

16 ounce bottles, $1.40 per dozen
32 ounce bottles, $2.40 per dozen

All wholesale grocers from the Atlantic to the Pacific handle our goods. Ask your jobber's traveller for prices on other lines.

SUGARS AND CANNERS, LIMITED, - MONTREAL

FISH and OYSTERS

SOME OF OUR LEADING LINES:

Smoked	Prepared	Salted	Fresh	Oysters
HADDIES	BONELESS COD	HERRING	ALL KINDS	IN BULK
KIPPERS	SKINLESS COD	SALMON	IN	and
BLOATERS	BONELESS FISH	CODFISH	SEASON	SHELL

ALL OTHER KINDS IN SEASON.

Cold weather is now setting in, and demand for fish is improving. We have best facilities for prompt shipment, and have to offer a large variety at lowest market prices.
We produce, cure, and prepare our fish at our own packing houses.

THE LARGEST FISH WAREHOUSE IN CANADA

FOUR LONG DISTANCE TELEPHONES.

P. O. BOX 639

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
MONTREAL

Branches:
MONTREAL
ST. JOHN, N.B.
GRAND RIVER
GASPE

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

The "Sovereign"

Finished in Quartered Oak, Plate Glass throughout. Height, 42 inches; Width, 24 inches; Length, 6, 8 and 10 feet.
Special Sizes to Order—Shipped Set-Up or K.D.

No More Attractive or More Serviceable Case on the Market

The Walker Bin & Store Fixture Co.
BERLIN - - ONTARIO LIMITED

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

With every order of 1 gross at $9.00 per gross we give 3 doz. Free.

80,600 Tins of this Polish were sold in Toronto in the year 1906.

65,000 Tins of Simplex were sold in Toronto in 1906.

We are making a special offer to get our goods known outside of Toronto.

With all orders of a gross of Polish, either Simplex or Shino or assorted we give 3 doz. case free.

Can order direct or through Toronto wholesale grocers.

EDWARD HAWES & CO., 199 Front St. E., TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

GET IN YOUR WINTER'S SUPPLY OF

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged Sauce of the Premier the World

WORCESTERSHIRE SAUCE
FROM THE RECIPE OF A NOBLEMAN
FOR ROAST MEAT, STEAKS, CUTLETS, FISH
CURRIES, GRAVIES, GAME & SOUP
MANUFACTURED BY
HOLBROOK & Co
LONDON
MANCHESTER & BIRMINGHAM
ALL GROCERS IN THE UNITED KINGDOM AND EVERYWHERE
THIS LABEL IS ISSUED BY HOLBROOKS, LIMITED

Holbrooks Limited

Canadian Branch:
25 FRONT ST. E., TORONTO
Canadian Manager, H. GILBERT NOBBS

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish.
Canned Salmon—"Lifebuoy," "Otter" and "Salad.
Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St John's.
Codes: A, B, C, 5th edition, and private.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT.
Special Attention to Advertising

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

TORONTO.

VALENCIA RAISINS
MERLE'S
Selected and Fine Off-Stalk
Just Landed
Anderson, Powis & Co.
15 Wellington St. East
Toronto

VANCOUVER.

C. E. JARVIS & CO.
Manufacturers' Agents
Wholesale Only
Flack Block, Vancouver

RAY & WINDLE
Manufacturers' Agents and Commission Brokers
330 Homer Street, VANCOUVER, B.C.
Fruit and Produce Exchange of B.C.
Representing Dry Salters Limited, Montreal.
" R. S. Hudson's Dry Soap, Hull, England

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

Joseph Carman. Est. 1887. Will H. Escott
CARMAN-ESCOTT CO.
GROCERY BROKERS
WINNIPEG, - MAN.
Sell wholesale trade exclusively. Highest possible reference. Reliable accounts solicited.
722-723 Union Bank Bldg. Phone 493

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

MOOSE JAW
BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, - Winnipeg
Correspondence Solicited

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

L. E. Dastous & Co.
General Brokers
Importers and Exporters
SHERBROOKE, QUE., - CANADA
Correspondence Solicited.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

NO ACID OR GRIT
will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.
"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.
Write for sample and prices. 71
MAJESTIC POLISHES, Limited
575 Yonge Street - - Toronto, Canada

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

The
WORLD
is Large.

We Do Business in All Parts of it.

Buy or Sell

W. H.
Millman & Sons
Wholesale Grocery Brokers
Toronto, Canada

QUEBEC MARKET

Any important firms willing to be represented in our city will do well by writing to

Alf. T. Tanguay & Co.
18 St. James Street
QUEBEC

Commission Merchants and Brokers. 20 Years' Experience.

TRADE WINNERS.
Pop Corn Poppers, Peanut Roasters and Combination Machines.
MANY STYLES.
Satisfaction Guaranteed. Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

BLACK LEAD

The best form of stove polish is black lead, and the best in black lead is

"JAMES DOME"

No Dirt. No Grit. No Dust.

Gives a quick, lasting, brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents.

THE MODEL GROCER'S COUNTER.

The Model Counter increases show space, attracts customers, and enlarges profits. We make a specialty of counters, show cases and shelving for Grocers, and would like to send you our new illustrated catalogue.

Drop us a postal card.

JONES BROS. & CO., Limited

Store Fixtures and Show Cases, TORONTO, ONT.

WHITE & CO.

LIMITED

Fruit Importers
Apple Exporters

Toronto and Hamilton

We have our new warehouse fitted in the most up-to-date style for the handling of the Fruit, Produce and Fish trade.

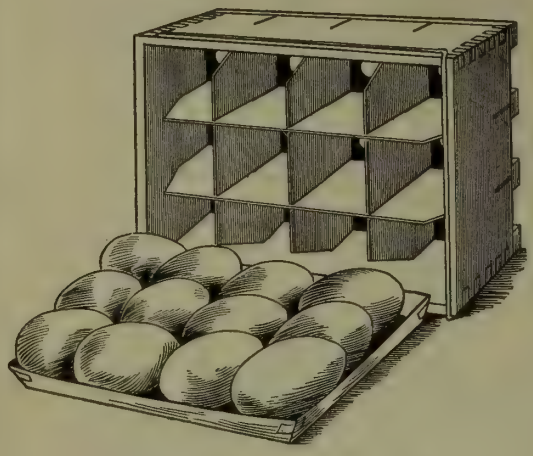
Heavy supplies are arriving daily for Fall and Xmas trade. Stuffed Figs and Dates in glass and boxes, Layer Raisins, Nuts, Cranberries, Oranges and our famous "Villalobos" pack Malaga Grapes.

Fish of all kinds—dry, smoked, salt and fresh.

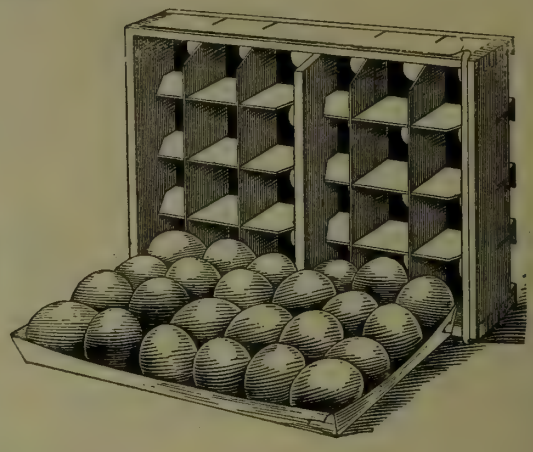
Headquarters for Poultry and Game.

Onions, Apples and Potatoes in car lots a specialty.

Egg Insurance Costs You Nothing



We can Prove it



To Deliver 1000 Dozen Eggs:

Standard Bags per M. - - -	$1.50	
Twine, 2 Balls - - - -	.10	
Clerk's Time, handling and packing, 1 minute each dozen, 16½ hours at 15c.	2 50	
Breakage, average 8 eggs per case of 30 doz., 33⅓ doz. at 24c. - -	8.04	
		$12.14
1 Doz. No. 1 Star Egg Carriers - -	3.25	
1 M. " " " Trays - -	4.00	
Clerk's Time Filling Carriers 5 seconds each doz., 4⅙ hours at 15c.	.63	7.88
(can be emptied in 1 second)		4.26
1 Doz. No. 1 Star Egg Carriers left on hand when eggs are delivered -		3 25
Amount saved when delivering with STAR EGG CARRIERS and TRAYS - -		7.51

Trial order will convince you. Thousands have.

Star Egg Carriers and Trays

Turn uncertain losses into sure profits.

For sale by all the leading jobbers.

CANADIAN AGENTS:

MacLaren Imperial Cheese Co., Limited, Toronto

Star Egg Carrier and Tray Mfg. Co.

Rochester, N.Y., U.S.A.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Oct. 18, 1907.

Baking Powder.

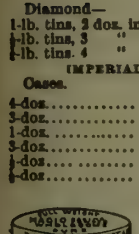
W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkg., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

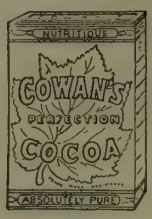
Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 18
London Pearl per lb.	0 25

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—

Queen's Dessert, ¼-lb. cakes, 12-lb. boxes per lb.	$ 38
Vanilla, ¼-lb. cakes, 12-lb. boxes per lb.	35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½s 12 lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½s, "	0 22
" 8's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, 2 c. size, 2 doz. in case per oz	$1 80
Perfection, 10c. size, 4 doz. in case per doz.	0 90

Icings for cake

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ¼-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—

	Per doz
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb.	0 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½s, 6-lb. boxes	0 39
Pure, unsweetened, ½s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

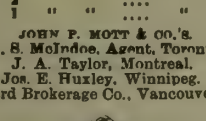
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto

10c. tins, 4 doz. to case	per doz. $ 90
¼ " " 4 " "	" 2.40
½ " " 2 " "	" 4.75
1 " " 1 " "	" 9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



	Per
Elite, ½s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ⅛'s	0 28
Mott's breakfast cocoa, ½s	0 40
" " ½s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 40
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 45
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. box s	0 29
Caracas Sweet chocolate, ¼-lb. cakes 6-lb boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 43
Cracked cocoa, ½-lb. pkgs., 6-lb's. bags	0 35
Caracas tablets, 1-0 bundles, tied 8s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw cap cans, 10 cans in case, 42c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 42c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 42c.	
6 lb. boxes, 12 boxes in case, 1-5-lb. tins, 43c.	
12-lb. boxes, 6 boxes in case	45c.

Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	38c.
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	38c.

Milk chocolate—	
50 5-cent pieces to box, per box	$1.75

Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins	30c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	30c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	26c.
6-lb. " 12 " " ¼-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
¼ and ½ lb. "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 31

Bulk—			
In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	....	....	0 14

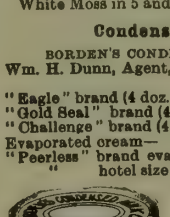
White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 30	1 10
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 [illegible]
Duches	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. LIPTON

	retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 33
Damascus	0 [illegible]
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 [illegible]
" Mocha	0 27½
" Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	per doz. 2 5
Madam Huot's coffee, 1-lb. tins	0 [illegible]
" " " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 1[illegible]

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 31
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

Cheese.

Imperial—Large size jars	per doz. $8 25
Medium size jars	" 4 50
Small size jars	" 2 40
Individual size jars	" 1 00
Imperial holder—Large size	" 18 00
Medium size	" 17 00
Small size	" 12 00
Roquefort—Large size	" 1 40
Small size	" 2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

MR. GROCER:

Perhaps you know all about *"Signal" Brand* groceries. If you do, you know that these lines stand for quality and good profits. If you are not acquainted with them you are losing a great opportunity.

"SIGNAL" BRAND JAPAN TEAS—Half Chests of 80 lbs. Caddies of 5, 10, 20 and 30 lbs. Absolutely the best on the market. We bought early and obtained a stock at lowest prices. Therefore, our prices will interest you.

"SIGNAL" BRAND BLACK AND GREEN CEYLON TEAS, 1-lb. packages and Half Chests of 60 lbs. This line of Tea will win your trade.

How is you stock of *"SIGNAL" CATSUP, PICKLES, COFFEE, SOAPS?*
Write us when it is low.

EVERYTHING IN GROCERIES

Before buying it will pay you to get our prices on Dried Fruits, Canned Goods and all Groceries.

If our traveler does not call on you, write, wire or phone us. The goods you order will cost you less the traveler's expenses.

HUDON & ORSALI

Wholesale Grocers

259 St. Paul St. - - - MONTREAL

It is now only a question of our being able to fill orders. The consumer is satisfied that

Borden's Brands

are the "always reliable."

Ask your jobber for

"EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM

(Unsweetened)

27 Front St. East, TORONTO — **WM. H. DUNN, Agent** — 394-396 St. Paul St., MONTREAL

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON, - ENG.**

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Benson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07½
7 and 14-lb. wood pails, per lb.	0 07½
30-lb. wood pails "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 and 14-lb. wood pails, 5 pails in crate, per lb.	0 07½
30-lb. wood pails "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 11½
Tubs, 60 lbs	0 11½
20-lb. Pails	2 28
20-lb. tins	2 18
Cases 3-lb. "	0 11½
" 5-lb. "	0 11½
" 10-lb. "	11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 78
Dulce large cent sticks, 100 in box	

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " " 1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.
Quart bottles, 2 doz., per doz. 2 90
Pint " 2 " " 1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.
1 case of 4 doz. $3 60
3 cases of 4 doz. $3 50
5 cases or more 3 40

Mince Meat.

Wethey's condensed, per gross net $12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ½-lb. tins "	3 50
" 1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F.D ¼-lb. tins, per doz.	0 35
" ½-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
¼-lb. tins, per lb.	$0 25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	1 20
8-lb. jars "	0 25
Old Crow," 12-lb. boxes—	
¼-lb. tins, per lb.	25
½-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
8-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WOCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.
½-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " 3 doz. 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 80 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 35
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black, "	15 20
Oriole soap, "	10 20
Glorioia soap, "	12 00
Straw hat polish, "	10 20

Starch.

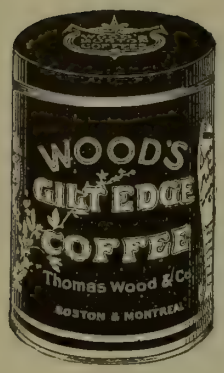
EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkg.	0 06½
Benson's enamel, per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 [illegible]
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 07
Barrels, 300 lb.	0 06½
Kegs, 100 lb.	0 [illegible]
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
3-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 [illegible]
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	5

IT'S THERE



Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 0[illegible]½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.. ..	0 0[illegible]½

SAN TOY STARCH.

pkgs, cases 5 doz., per case..	4 75

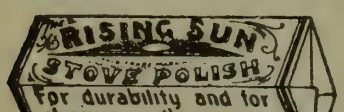
ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	" 0[illegible]½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 [illegible]7
" 3-lb. cartons, 36 lb..	0 07
" 200-lb. bbl.....	0 06½
" 100-lb. kegs.....	0 06¼
Canada Laundry, 40 to 46 lb.....	0 06
Ivory Gloss, 3-5 family pkgs., 48 lb	0 [illegible]8
" 1-lb. fancy, 30 lb.....	0 [illegible]8
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 [illegible]8
Lenox Gloss, 1-lb. packages, 40 lb	" 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
5 gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 [illegible]3½ per lb.
Half-barrels, 350 lbs...	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 [illegible]6 "

Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ "	2 60

(5, 10 and 20 lb. tins have wire handles.)

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24, pts.. 2 90	Cases, 24 qts.. 5 40
Cases 12, ½-gal 5 10	" 6 gals.. 4 80
" 1, 5-gal 4 50	

54 lots prepared up to 40c. rate.

Empire Golden Syrup—

Cases, 24—2's. 2 75	Bbls, per lb. 0 03½
" 12—5's. 2 65	½-bbl. " 0 03⅝
6—10's. 2 60	Kegs " 0 03½
3—20's. 2 40	Pails, $1.25 and $1.75

Usual freight allowance on 5 case lots.

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs	0 03⅝ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " " .	2 75
10-lb. " 6 " " ..	2 65
20-lb. " 3 " " ..	2 60

Teas.

SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s.....	0 35	0 50
Gold Label, ½'s.....	0 44	0 60

LIPTON'S TEA

Thos. J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ⅛'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's.....	$0 18	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 [illegible]
Duchess, cases 60 lbs.....	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s.....$	0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s...	0 22	0 30
Green " 1's and ½'s..	0 25	0 [illegible]
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

MELAGAMA TEA.

put up in 50 and 100 lb. boxes.

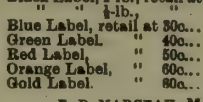
	Wholesale.	Retail.
Black, green, mixed, ¼s.....	0 70	1 00
" " ½s.....	0 55	0 80
" " ¼s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs,. ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s..	0 25	0 30
" " ½ lbs.....	0 21	0 26
" " 1 lb.....	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb.....	$0 35
" " 80 ½-lb.... }	0 35
" " 120 ¼-lb.....	0 36



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 50c.....	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.....	0 22
Green Label. " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label. " 80c.....	0 55

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.....	$....
" II 40-lb. boxes.....	....
" III 80-lb. boxes.....	....
EMD AAA Japan, 40 lb "at.....	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes.....	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
"Condor" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....
"Condor" Ceylon black tea in lead packets	
Green Label, ½s, ¼s and 1s	
60-lb. cases .....retail,	0 20 at 0 25
Grey Label, ½s, ¼s and 1s,	
60-lb. cases .....retail	28 at 0 30

"Condor" Ceylon black tea in lead packets

Yellow Label, ½s and 1s,	
60-lb. cases .....retail	0 26 at 0 35
Blue Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 30 at 0 40
Red Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 36 at 0 50
White Label, ½s, ¼s and 1s,	
50-lb. cases .. ...retail	0 40 at 0 6

Black Teas—"Old Crow" brand—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 2[illegible]
No. 4 ..... "	0 [illegible]2
No. 5 ..... "	0 18

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 [illegible]
" Fleur-de-Lis	0 30	0 40

Pack in ¼-lb tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. O. C., Havana P. Finos, 1-20.....	75 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine, per dozen.....	6 00
Absorbine Jr., per dozen.....	9 00

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality..	$0 [illegible]½
Condor, pure distilled.....	0 30
Black Swan	0 27½
Old Crow.....	0 [illegible]½

Special prices to buyers of large quantities

White Wine, proof.....	0 [illegible]
" extra strength pickling	0 26
" XXX	0 25
" XX	0 20
" X	0 18

Yeast

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case..	1 10

TRADE CONDITIONS IN AUSTRALIA

The Tariff Situation—No Provision Made for Canadian Preference—Some Convincing Figures—Salmon Imports—The All Red Route.

Sydney, Oct. 1, 1907.

The principal topic of conversation in Australian commercial circles at present is the new federal tariff, by which the duties on imports have been materially increased all round, with a ridiculously make-believe preference to Great Britain. What preference there is in this direction has all been ingeniously made up with largely-increased duties in other directions. There is a veritable storm of opposition raging, but the Government—a rabidly protectionist one—are adamantine, and it is not likely that the duties will be modified.

* * *

The question of preference to Canada, which has not been provided for in the tariff proposals now before the people, is engaging a deal of attention, and we understand here that the matter of a settlement has been delayed owing to your Sir Wilfrid Laurier's temporary absence from your seat of Government. The proposal to extend preference to Canada is almost universally approved of. Mr. Ross, your commercial representative at Melbourne, has, on behalf of the Dominion, and acting on important cable messages from his Ministers, submitted a definite schedule of items upon which Canada seeks a tariff preference as a preliminary to the conclusion of a commercial treaty between the two countries. This schedule is identical in most respects to the one discussed in London at the time of the recent Imperial conference between Sir Wilfrid Laurier and our Prime Minister, Mr. Deakin. It consists, as I suppose you know, of in all 30 items of your most important manufactured products, among the principal of which are the following: "Apparel, agricultural implements, harvesters, furs (dressed and undressed), printing paper, various timbers, furniture, snowshoes, boots and shoes, denims."

* * *

In the event of a satisfactory deal being made between the Dominion and the Commonwealth, Sir William Lyne has decided to send Sir Wilfrid Laurier a list of Australian exports on which it would be expected Canada would in turn grant a preference in her market. That a satisfactory ideal will eventuate is the personal opinion of Mr. Ross, who is decidedly optimistic regarding future trade relations between Canada and Australia. He suggests that great settlements are growing up on the Pacific Coast of Canada, which, if granted preference, would ultimately mean splendid markets for Australian products and manufactures. The whole matter is to be brought before the Cabinet almost immediately, and it is safe at this juncture to say that Ministers are favorably impressed beforehand with Canada's suggestions.

* * *

It is recognized that a principal factor in the coming discussion on your proposals must be, as to what extent our concessions, if any, shall be. Your new tariff, introduced last December, I believe, contains a preferential tariff applicable to goods from the United Kingdom and most British possessions. In order to extend its operations to Australia it is only necessary that a reciprocal arrangement be arrived at and the question, therefore, is—what is Australia prepared to offer in return? Our Ministers recognize the fact that reciprocation with Canada would be a different thing altogether than reciprocation with South Africa. Our trade with the latter country is by no means extensive, while that with Canada, though not at present large, consists almost altogether of direct imports from your country. Australian imports from and exports to Canada for 1904 and 1905 (the latest I can procure at the moment, but sufficient to give an idea) were as follows:

	1904.	1905.
Imports from Canada	£222,064	£230,981
Exports to Canada ..	29,352	43,288

The imports are shown as direct from Canada, whereas your goods are imported here to a greater extent than appears from these figures, the total for 1905 being $379,125, instead of $230,981. Our principal imports from your country in 1905 were fish, £54,524; timber, £56,641; agricultural implements, etc., £43,329; machinery and machine tools, £14,375; apparel and textiles, £21,161; boots and shoes, £8,135, etc. Exports to the Dominion from Australia during the same period included wool, £10,918; coal, £4,049; hides, £5,368; sheep and other skins, £4,086; onions, £1,516; timber, £4,207; butter, £1,185; frozen meat, £2,792, etc.

For the purpose of giving some idea of the possibilities of expansion in trade between the two countries, take one article of interest to the grocery trade. The fish imported into Australia from Canada consists mainly of high-quality tinned salmon from British Columbia. Wholesale houses here sell this salmon to the grocers and storekeepers at about 8s per dozen tins (1 lb. squat tins.) Red Alaska 1 lb. tins sell in the same market at 6s 3d to 6s 6d per dozen. If the Canadian article were admitted, say free, the difference in the above prices would be reduced by fully one-half, and a direct result would be a largely-increased consumption of the British Columbia fish.

DO YOU WANT A NEW CUSTOMER

A resident of the United States is looking for some place to locate a summer home, and has asked the MacLean newspapers for advice. They want, they say, one in which they can live from May to November, preferably in Canada, near a lake, if possible, and within easy reach of good trout fishing, not nearer to a post office and telegraph station than twelve miles, nor farther than forty, not too far north to prevent raising of vegetables for their own use. If they could find trout, partridge or pheasants and deer, elk or moose, each in its own season, so much the better. They desire to build a comfortable log house and would need one for the man and his wife whom they would leave there the year round.

The family is well known and highly respected in the public and social life in the United States and in Great Britain, where they at one time had a temporary residence. Being also wealthy, they would become valuable customers for the retail trade in any locality where they may decide to settle. If any of our readers or Boards of Trade have a place that fills the requirements described above, will they kindly send particulars to the editor for transmission?

The assets of L. J. Dubard, general storekeeper, Vincennes, Quebec, have been sold.

George Paquin, general storekeeper, of St. Marjorique, Quebec, has assigned to V. E. Paradis.

CONDENSED OR "WANT" ADVERTISEMENTS.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

OGILVIE FLOUR MILLS COMPANY SHOWED PROFITS OF $630,685 FOR YEAR

This is the Year of Big Profits in Flour Milling—A Description of the Big Ogilvie Company's Plant.

This is the year of big flour milling profits.

The annual general meeting of the shareholders of the Ogilvie Flour Mills Company, Limited, was held October 10th, 1907, at the head offices of the company, Mr. C. R. Hosmer, president, in the chair.

Present: Sir George A. Drummond, K.C.M.G.; E. S. Clouston, H. S. Holt, F. W. Thompson, Shirley Ogilvie, F. W. Evans, C. H. Black, Henry Joseph, C. Simpson Garland, H. Gordon Strathy, A. J. Brown, K.C., Col. Labelle, W. A. Gandle, S. A. McMurtry, treasurer, T. Williamson, secretary, etc.

Mr. Hosmer submitted the financial statements for the year, showing:

Net profits	$630,685.57
Which were disposed of as follows:	
Interest on bonds	$60,000.00
Dividends on preferred stock	140,000.00
Dividends on common stock for 1½ years	131,250.00
Officers' pension fund	10,000.00
Transferred to rest account (Bringing this account up to $1,250,000).	239,000.00
Property reserve account	100,000.00
Balance carried forward at credit of profit and loss account	148,806.95

Mr. F. W. Thompson, vice-president and managing director, in seconding the adoption of the reports, spoke, in part, as follows: It gives me great pleasure to state that the results for the year have been most gratifying. The financial statements submitted are based upon the most conservative lines, and the results obtained have been reached after making full and ample provision for all contingencies.

The milling business during the past year has had the benefit of favorable world's market conditions, and your company has naturally shared in this prosperity.

The present year opens up under most promising conditions.

The various mills and other properties of the company have never, in my opinion, been in a higher state of efficiency, and the company is just commencing to reap some of the benefits of the extensive improvements that have been carried on during the past three or four years.

I would like particularly to refer to our new plant at Fort William, which is admitted to be, both as regards the mill and elevator, second to none in the world, both of which are now in successful and profitable operation.

Respecting the Northwest crop, I may say that threshing has sufficiently advanced to enable me to reiterate what I have already stated, that, in our opinion, the total crop this year will approximate from sixty to sixty-five million bushels of all grades of wheat. Of this quantity, we figure there will be about thirty-five million bushels of good milling wheat, most of which will be required by Canadian millers. The net financial results to the country, as a whole, by reason of the higher prices for all agricultural products throughout the world, will, I think, closely approximate those of last year. Under these favorable circumstances I believe the fundamental conditions of the country are sound.

The following gentlemen were re-elected directors of the company for the ensuing year:

Mr. C. R. Hosmer—President.
Mr. F. W. Thompson—Vice-President and managing director.
Sir George A. Drummond, K.C.M.G.
Sir H. Montagu Allan.
Mr. E. S. Clouston.
Mr. H. S. Holt.
Mr. Shirley Ogilvie.

And the following officers were appointed:

Mr. W. A. Black—General manager western division.
Mr. S. A. McMurtry—Treasurer.
Mr. T. Williamson—Secretary.
Mr. W. A. Gandle—Assistant secretary.
Mr. F. H. Anson—General superintendent.
Lt.-Col. A. E. Labelle—Local manager.
Mr. George A. Ceslett—Fort William, manager.

The George Creak Audit Company were appointed auditors for the ensuing year.

Financial Statement.

Following is the financial statement, 31st August, 1907:

Assets.

Cash on hand		$ 170,001.81
Bills receivable		12,505.60
Open accounts receivable, less provision for doubtful debts and contingencies, $89,787.04		1,105,638.31
Stocks of wheat, flour, oatmeal, coarse grains, bags, barrels, etc.		1,154,164.76
Stable plant, office furniture, and chemical laboratory		33,625.00
Other assets		35,968.00
Total active assets		$2,511,903 48
Real estate, water powers and mill plants in Montreal, Winnipeg and Fort William, elevators in Manitoba and Northwest Territories, property in St. John, N.B., patent rights, etc.		3,725,428.29
Good-will, trade marks, etc		1,250,000.00
		$7,487,331.77

Liabilities.

Bank of Montreal	$1,453,214.63
Accounts, payable	193,290,32
Reserve for dividend on preferred stock and for accrued interest on bonds	50.000.00
Provision for completion of Fort William mill and elevator	32,019.87
Current liabilities	$1,728,524.82
First mortage bonds	1,000,000.00
Capital account:	
Preferred stock	2,000,000.00
Common stock	1,250,000.00
Officers' pension fund	10,000.00
Reserves:	
Rest account	1,250,000.00
Property reserve	100 000.00
Profit and loss account	148,806.95
	$7,487,331.77

Profit and Loss Account.

To interest on bonds	$60,000.00	
To dividends on preferred stock	140,000.00	
To dividends on common stock for year 1906.	87,500.00	
To dividends on common stock for half year ending 28th Feb. 1907	43,750.00	
		331,259.00
To officers pension fund		10,000.00
To rest account, transferred.		239,000.00
To property reserve account, transferred		100,000.00
To balance carried forward.		148,806.95
		$829,056.95

By balance at credit at 31st of August, 1906	198,371.38
By trading profits for year	630,685.57
	$829,056.95

Description of Plant.

The following statistics relating to the Ogilvie Flour Mills Company will be interesting to the shareholders of this company, as illustrating the wide ramifications of its various and extensive interests, as participating in the great development going on in this country:

Mills.

Daily capacity.	Barrels.
Royal Mill, Montreal, water power	6,000
Glenora Mill, Montreal, water power	2,500
Winnipeg Mill, Winnipeg, steam and electric power	3,000
Fort William Mill, Fort William, electric power	3,000
Corn Products Mill, Montreal, water power	1,500
Oatmeal Mill, Winnipeg, steam and electric power	300
Total	16,300

Terminal Elevators.

Capacity.	Bushels.
Elevator "A," Montreal	250,000
Elevator "B," Montreal	250,000
Elevator "C," Montreal	250,000
Elevator "D," Montreal	400,000
Elevator "A" and "B," Winnipeg	300,000
Elevator "C," Winnipeg	250,000
Elevator, Fort William	600,000
Total	2,300,000

Daily capacity.	Barrels.
Barrel factory, Montreal	2,500
Barrel factory, Winnipeg	500
Total	3,000

Capacity.	
Flour warehouse "A," Montreal	50,000
Flour warehouse "B," Montreal	80,000
Flour warehouse "C," Montreal	25,000
Flour warehouse "A," Winnipeg	12,000
Flour warehouse "B," Winnipeg	25,000
Flour warehouse "C," Winnipeg	10,000
Flour warehouse "A," Fort William	100,000
Total	302,000

Elevators in Manitoba and Northwest.

	Bushels.
Alexander	35,000
Altamont	35,000
Altona	45,000
Arcola	35,000
Argue	35,000
Arnaud	35,000
Balgonie	35,000
Basswood	35,000
Belle Plaine	35,000
Bethany	35,000
Boissevain	40,000
Bradwardine	35,000
Brandon	35,000
Burnside	35,000
Carberry	30,000
Carievale	30,000
Carlyle	35,000
Carman	40,000
Carnegie	35,000
Chater	35,000
Clan William	35,000
Crandell	30,000
Cypress River	35,000
Deloraine	30,000
Dominion City	30,000
Dunrea	30,000
Elkhorn	25,000
Elm Creek	30,000
Esterhazy	35,000
Franklin	20,000
Gilbert Plains	40,000
Glenboro	35,000
Grand View	35,000
Grenfell	35,000
Gretna	45,000
Griswold	25,000
Hamiota	35,000
Hartney	30,000
High Bluff	30,000
Holland	40,000
Howden	35,000
Indian Head	35,000
Kemnay	35,000
Kenton	35,000
Keyes	40,000
La Salle	25,000
Lauder	15,000
Lenore	35,000
Lyleton	35,000
Manitou	35,000
Manor	35,000
Margaret	35,000
Motavish	25,000
Melbourne	25,000
Melita	20,000
Methven	40,000
Minnedosa	35,000
Moose Jaw	20,000
Moosemin	35,000
Morden	45,000
Morris	45,000
Napinka	50,000
Neepawa "A"	25,000
Neepawa, "B"	40,000
Newdale	35,000
Niverville	20,000
Oak Lake	20,000
Oak River	35,000
Oakville	35,000
Oberon	35,000
Pense	35,000
Pattapiece	35,000
Pierson	35,000
Pilot Mound	35,000
Plum Coulee	35,000
Poplar Point	25,000
Portage la Prairie	35,000
Qu'Appelle	35,000
Rathwell	25,000
Rosenfeld	20,000
Rosser	25,000
Sinclair	35,000
Sintaluta	30,000
Sperling	35,000
Starbuck	20,000
Stonewall	25,000
Thornhill	20,000
Treherne	25,000
Virden	35,000
Willow Range	20,000
Winkler	25,000
Wolseley	20,000
Westwood	35,000
Total interior wheat storage capacity	3,005,000
Total terminal storage capacity	2,300,000
Total wheat storage capacity	5,335,000
	Barrels.
Total daily milling capacity	16,300
Total flour storage capacity	302,000

The company own their offices in Montreal, Winnipeg and St. John, N.B., besides other properties in Montreal, also stables and machine shops in Montreal, Fort William and Winnipeg.

The Montreal mills are all operated by water power and are fitted up with auxiliary electric power as well.

The Fort William mill is operated by electric power, generated from the famous Kakabeka Falls, located 18 miles from Fort William.

The Winnipeg mill is operated by electric power from the Winnipeg Power Company and has auxiliary steam plant.

The mills in Montreal have unexcelled water and rail connection with all points, domestic and foreign, with sidings on the Grand Trunk, Canadian Pacific and Intercolonial railways.

The Fort William mill is situated at the chief port of the Great Lakes and on the main line of the Canadian Pacific, Canadian Northern and Grand Trunk Pacific railways, while the Winnipeg mill is also on the main line of these roads.

The most of the wheat for the Montreal mills is loaded from the company's own elevator at Fort William and shipped through to Montreal without breaking bulk—many millions of bushels being brought down annually.

The company grind exclusively only the choicest selected Manitoba wheat, and its brands are recognized as leading standards in the world's markets.

The company also maintain their own office in New York for the West India trade, as well as offices and warehouses at Toronto, London, Sarnia, Ottawa, Ont.; Vancouver, B.C.; Quebec, Que., and St. John, N.B.

W. H. Halford, of Montreal, called at The Grocer office last week, while returning from a visit to the St. Charles Condensing Co.'s plant at St. Charles, Ill. He reports that the company is working strenuously and expect by the first of the year to be caught up with their orders. Mr. Halford, who, by the way, is the Montreal representative of S. T. Nishimura, the tea importer, mentioned that in spite of the high prices in Japan teas which had ruled since the opening of the market, the firm has had an increase in their import orders.

We Will Have the
Exchange them

Early in the season we were brought to a realization tha
This prompted us to provide for an increased demand for th
We have arranged that these supplies shall come forward earl
wanted. The earliest shipments of course cost a little mor
to-day, they will not be satisfied if you tell them that yo
and that you will then have plenty for them. No; that won'
wanted. Do not make the mistake of waiting to buy a half
profits. If our travellers do not get near you send us you

For Immediate Delivery

Nelson's Select Valencias	6½
Rowley's " "	6¾
Sultanas Choice quality	11

ELEME FIGS

Extra choice Camel brand **10** lb. boxes.

4 Crowns, 2-inch	10½
6 " 2½-inch	11½

LUDELLA TEA

The way the Tea market is running lately it would be a heart-break to keep putting out the fine quality which we do in our Ludella quarter-dollar packet, but we don't have to live on the profit of this particular article, and consequently we keep on putting out the best value in 25c. Tea that is going to-day, and we don't forget that you need a fair margin either. Buy Ludella Tea and you will be selling the finest that it's possible to produce for the money.

H. P. ECK

Cor. Front and Scott Sts. **WHOLESALE**

Goods and Want to for Your Money

there would be a great scarcity of Domestic Fruits this year. foreign kinds, which is sure to develop as the season progresses. and that they will be ready for you when they are particularly than the later, but for instance, your customers want raisins have none but that they will be a half-cent cheaper later on work, you must have the goods for them when they are cent lower and losing several times the amount in immediate orders by mail or wire.

HEINZ

There's magic in this name now, and it did not come there by luck either. It came with good, hard, ceaseless care and work on the part of the manufacturers, with the result that anything with the name Heinz on it is a standard that all competitors are striving to equal in both quality and attractiveness. Get in behind this power for good which is in every store where the 57 varieties are shown. It will work wonders if given a chance, and the only way to give it a chance is to keep Heinz goods to the front. It will be a magnet and will draw trade for you.

QUAKER

That's a name that you hear in connection with many eatables, but none merit this good name so much as the Canned Fruits and Vegetables which are grown and packed by the Quaker people around Bloomfield, in Prince Edward County. The goods are the finest and most attractively put up, and don't cost a cent more than the best of other packs. Put them in and they will help to make your store the best looking one in town.

Tomatoes	$1 27½	**Refugee Beans**	$0 92½	**Sugar Peas**	$ 92½
Corn	97½	**Golden Wax Beans**	92½	**Petit Pois Peas**	1 37½

ARDT & CO.

GROCERS **TORONTO**

OUR GUARANTEE

COFFEE AND SPICES TRADE MARK ICH DIEN

OF QUALITY

Established 1845

Always Look for Our Name and Trade-mark

—ON—

BAKING POWDER
WHITE PEPPER
ALL GINGERS
NUTMEGS

CREAM TARTAR
BLACK PEPPER
ALLSPICE
CLOVES, Etc.

Spices of every nature, whole or ground as required, guaranteed by us to be **the best obtainable.** We ought to know—**over half a century established.**

CORKS AND CAPSULES

We are making everything in the way of corks and capsules. We are prepared to supply brewers, druggists, ginger ale and soda water factories, in fact anyone in need of **good, honest, substantial corks,** machine or hand made, as desired. If you use them write for quotations.

S. H. EWING & SONS

96-104 King Street, MONTREAL

Phones { Bell Main 65 / Bell Main 155

20½ Front Street East, TORONTO

Phone : Main 3171

The Canada Maple Exchange,
LIMITED

"Bigger and Better Than Ever"

Newly reorganized; new blood; the same genuine goods; old, reliable quality; better when we can make it so.

Small's Maple Syrups, Sugars and Confections possess a reputation for excellence which we shall maintain. These goods are standards in Canada.

Attractive, high-class lines, hygienically and neatly packed.

Small's Maple Syrups; "Selected," Purest made. "Standard" and "Habitant," Maple Syrup Mixtures, best of their kind.

Small's Maple Sugar; "Cremo," "Maple Dust" and Maple Creams.

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RESIGNS FROM ACTIVE MILITIA.

Lt.-Col. Davidson, of Davidson & Hay, Limited, Gives Up Military Command.

Considerable interest has been manifested among the trade during the last few-days over the resignation of Lt.-Col. John I. Davidson, of the firm of Davidson & Hay, the Toronto wholesale grocers, from his command in connection with the sixteenth infantry brigade Col. Davidson has occupied such a prominent position in connection with the Canadian militia, that the resignation has come as a considerable surprise in many quarters.

The local daily newspapers connect Col. Davidson's resignation with the fact of the recent promotion of Sir Henry Pellatt to a full colonelcy over the heads of a number of lieutenant-colonels, one or two of which were his seniors in service.

It is a well-known fact, however, that the official period of Col. Davidson's command has long expired.

In regard to this matter it may be interesting to note that when the command of the Coronation Contingent was offered to Lt.-Col. Pellatt in 1897, he was told he would go to England with the rank of colonel. It was considered important that the Canadian Contingent, by far the largest colonial contingent sent to England, should be commanded by an officer ranking at least as high as officers from other colonies with smaller contingents. For some reason this was not carried out, and the matter was allowed to stand until the Queen's Own Rifles was formed into a two battalion regiment. Lt.-Col. Pellatt has now been promoted to the rank of full colonel, with a lieutenant-colonel in command of each battalion, and this seems to have come as a fulfillment of the promise made by the department ten years ago.

Col. Davidson was to have taken a prominent part in the Thanksgiving Day military manoeuvres at Hamilton, and his resignation will probably necessitate some reorganization.

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VOL. XXI. MONTREAL, TORONTO, WINNIPEG, OCTOBER 25, 1907. NO. 43.

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(Continued on page 4.)

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THE **EBY, BLAIN CO.,** LIMITED — Wholesale Grocers **TORONTO**

Your Tea Sales

The Grocer's "goodwill" depends largely on his tea trade: Consumers are very critical of the "cup that cheers," and judge the grocer and all his goods by the quality of the tea he sells. It is therefore imperative that his teas should be of such "stand out" character that he can meet all opposition.

We know that competition is very keen and we have always recognized that the retailer has no easy task in combating the attacks on his tea trade.

We are solely a Wholesale House, and rely entirely on the Retailer for our trade, and thus his interests and ours are identical. It is therefore to our advantage to help the Retailer, and as our sales this year have shown a very large increase, we feel sure we can help many a Retailer to likewise increase his sales in both package and bulk by handling our teas. Write us for samples and prices, and be convinced of the exceptionally fine quality we can offer you.

BLUE RIBBON TEA CO., Limited, Toronto

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHEWS, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

***Gordon McDonald* & Co.,** 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.
We have a large and old established connection amongst leading wholesale and grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

This space $15 per year

NO "CLOUDY" SURFACES

come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre—none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
575 Yonge Street, Toronto, Canada

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

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CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

A Good Investment

PEANUT ROASTERS and CORN POPPERS.
Great Variety, $8.50 to $150.00
EASY TERMS.
Catalog Free.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

Invaluable to the Ad-writer

THE CANADIAN PRINTER AND PUBLISHER is the authority on typography in Canada. It will be found very helpful to the ad-writer in giving him information on how to arrange ads. to the best advantage and showing him examples of fine work. A subscription costs $2 per annum. Write for a sample copy and subscription blank.

THE CANADIAN PRINTER AND PUBLISHER,
Montreal Toronto Winnipeg

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

"The Real Thing"

"**What does it profit** the retail grocer **in the end** to **push** the "**nearly as good**" article? While he has been making one-sixth of a cent profit for two cents worth of extra work his neighbor grocer has been handing out "**the real thing,**" and lots of it. His customers come in and ask for it, and recognize it because it bears a well-known brand which even the children know as a guarantee of excellence.

At last there comes a time (it always comes) when the "nearly as good" article reaches the end of its string. It may have been put out of business, or it may have been skinned in quality until it is a business suicide to handle it any longer. **Has the trifling extra profit paid for the trouble of pushing it instead of selling it**—for the unknown, but none the less certain, percentage of dissatisfied customers—and finally for the up-hill work of beginning all over again with another new brand of goods? **Well, hardly!**

In the meantime, **the dealer who handles "the real thing"** still keeps passing called-for goods across the counter under the same old brands.

"**The real thing**" in **Canned Fruits and Vegetables** are:—

"**CANADA FIRST**"	"**KENT**"
"**LITTLE CHIEF**"	"**LYNN VALLEY**"
"**AUTO**"	"**MAPLE LEAF**"
"**LOG CABIN**"	"**LION**"
"**HORSESHOE**"	"**THISTLE**"

"**GRAND RIVER**" and "**WHITE ROSE**" Brands.

These brands have been on the market for over a quarter of a century.

QUALITY GUARANTEED by

CANADIAN CANNERS, LIMITED

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

REMEMBER!

Trade is won and held by the sale of meritorious goods.

You should SELL and PUSH

"SALADA"

TEA

because it is the leader

The Tea that Pleases all your Customers

consequently

The Tea with the Largest Sale

Write us for wholesale prices.

The "SALADA" Tea Co., Toronto or Montreal

DWIGHT'S

BAKING SODA

Baking Time

is always an anxious and interesting time with the housewife. There's nothing upsets her temper and spirit so much as to have her baking go wrong.

She Can't Go Wrong

when using

"Cow Brand" Baking Soda

You know it, she knows it. It pays her to know it and it will pay you to sell her "Cow Brand."

Manufacturers

CHURCH & DWIGHT

MONTREAL

The challenge need not be made, for the results prove the superiority of

STERLING BRAND PICKLES

They stand supreme in the hearts and opinions of the great masses of Canadians, and for that reason grocers find it always best to be well stocked with these famous pickles and relishes.

Buy from your jobber or order direct.

The T. A. LYTLE CO.

Limited

TORONTO - CANADA

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street.
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - -	KINGSTON
GEO. MUSSON & CO. - - -	TORONTO
JOHN W. BICKLE & GREENING, -	HAMILTON
GEO. H. GILLESPIE, - - -	LONDON
CARMAN, ESCOTT CO. - -	WINNIPEG
C. E. PARADIS, - - - -	QUEBEC

When Ordering

Valencia Raisins

Remember these Marks—

"M.D.&Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

Packed by

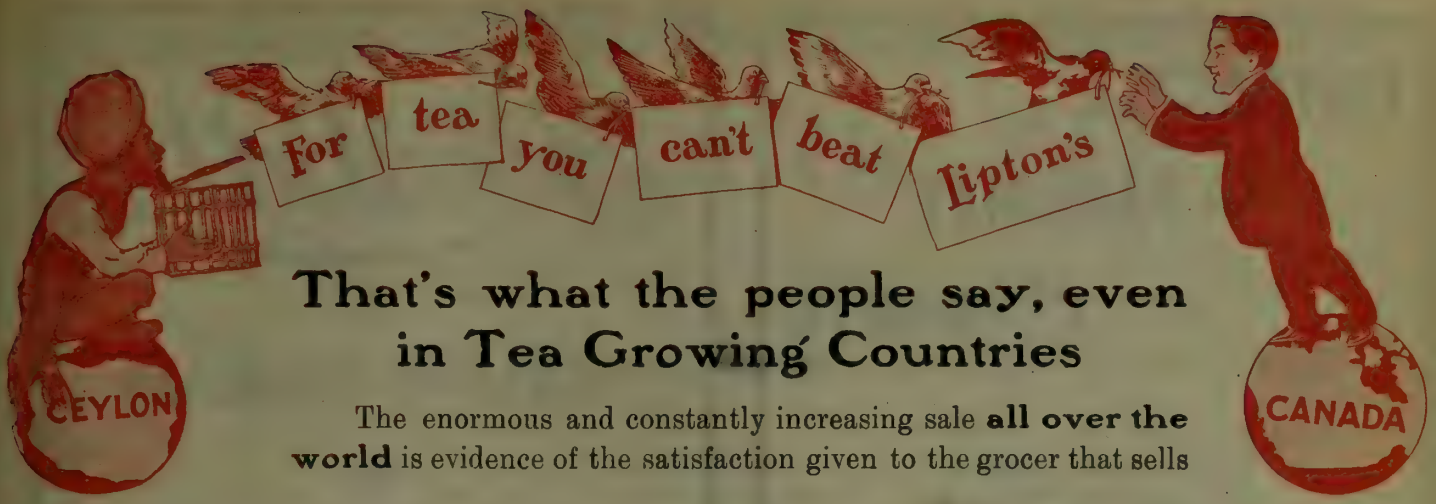
MAHIQUES, DOMENECH & CO.,
Agents: ROSE & LAFLAMME
Montreal and Toronto

The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents :
ROSE & LAFLAMME, - - - MONTREAL



That's what the people say, even in Tea Growing Countries

The enormous and constantly increasing sale **all over the world** is evidence of the satisfaction given to the grocer that sells

LIPTON'S TEA

Over 1,000,000 packages sold weekly

THOMAS J. LIPTON

Canadian Office: 75 Front St. East, - - - Toronto

Purity and Excellence

Not always is it possible to obtain both **purity** and **excellence** in maple syrup and maple sugar.

It requires experience to manufacture maple syrup that will stand the test of Government analysis and go through the fire of a public's test of excellence.

Our **"PRIDE OF CANADA"** brand of Maple Syrup and Maple Sugar stands the test of purity and excellence every time. That's why it sells. We have the experience which enables us to turn out such a brand—a brand we will back against all others.

You should sell it. Write us if you don't

The Maple Tree Producers' Association
Waterloo, - Quebec

If it were not a first-class washing powder; if it did not give greatest satisfaction; if housewives did not find in it a long-felt want, then

PHENIX WASHING POWDER

would not be sold, known and appreciated all over Canada as it is to-day. Progressive grocers everywhere are handling it and reaping large profits.

Are You Progressive?

C. A. CHOUILLOU & CO.
Wholesale Canadian Distributors,
14 Place Royale, - MONTREAL

HAYCASTLE

and PARADISE

CURRANTS

The choicest growths from the most favored Districts in Greece.

We have new selected **Valencias** in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

YOUR BANK BOOK

and the size of the Credit Balance shown therein, is

The Real Thermometer of Success

Moreover, there is a very close relation between every grocer's bank book and

Old Homestead Brand

of Canned Fruits and Vegetables

It is the brand which pleases particular people—the kind of people who like to live well and who are willing to spend the money. They buy Old Homestead Brand because, they say,

"It tastes just like un-canned ripe fruit"

That's just it! It's the excellent quality and the delicious unspoiled flavor of Old Homestead Brand which bring in the repeat orders. And it's on such steady and high-class trade that your credit balance in the bank book steadily grows.

The Old Homestead Canning Co.

Picton, Ontario

E. NICHOLSON. D H BAIN

BANNATYNE ST. EAST.
TRANSFER TRACK.

CALGARY BRANCH. NICHOLSON & BAIN.

CABLE ADDRESS:
NICHOLSON, WINNIPEG.

CODES,
A.B.C. 4TH EDITION
WESTERN UNION.
ARMSBYS 1901.

Nicholson & Bain,

WHOLESALE
COMMISSION MERCHANTS
AND
BROKERS.

Winnipeg, October 1, 1907.

TO MANUFACTURERS AND SHIPPERS

The largest, most progressive and pushing Wholesale Commission House in Canada can take on a few more first-class accounts. We sell jobbers only, and all our accounts are first-class. We have offices and warehouses in Winnipeg, Calgary and Edmonton, and cover the Western Territory from the Lake front to the Rockies.

Very truly yours,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Offices and Warehouses:—

CALGARY **WINNIPEG** **EDMONTON**

ESTABLISHED 1882.

LEA'S

The Pickle with the Home-Made Flavor

"Our doubts are Traitors, and make us lose the good we oft might win by fearing to attempt."

If in some way we could overcome the doubt that creeps into the mind of every man as he reads this advertisment it would not be possible for us to fill our orders this Fall.

We do manufacture pickles in a large way.

We do sell the entire output of our factory.

But we could turn out more Goods by again enlarging our Factory. We manufacture a Pickle of Quality using nothing but high-grade materials. We take the entire burden of proof on ourselves.

Our goods are returnable to your Wholesale House if they are not what we say they are.

Don't buy a large lot but get a small quantity and watch your Pickle trade grow.

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

Goodwillie's Preserves

There is a short pack in these goods. We still have some for sale. Order Quickly.

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Quality and Satisfaction

With every tin of Milk and Cream you can guarantee your customer quality and satisfaction.

REINDEER Condensed **MILK**

TRURO QUALITY BRANDS

JERSEY Sterilized **CREAM**

Sweetened.

Unsweetened.

You retain 30% profit

Truro Condensed Milk Co., Ltd., Truro, N.S.

Pure Food is Essential to Good Health

Wagstaffe's Fine Old English Mince Meat

Guaranteed absolutely Pure.
The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

JAPAN TEAS

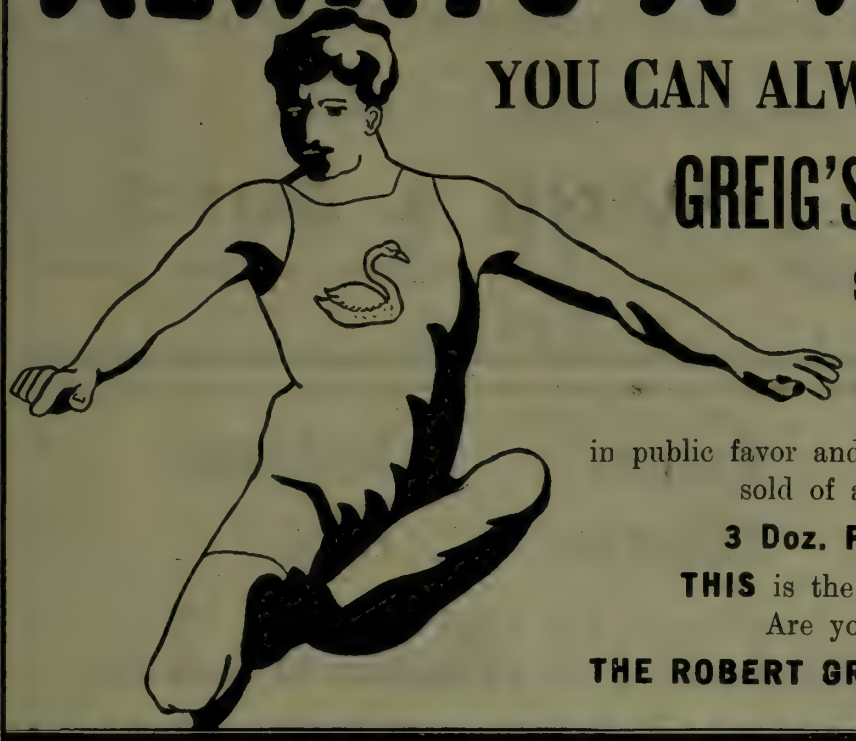
Recent incoming vessels have brought me assorted samples of excellent liquoring Yokohama Teas to arrive within a short time, and I shall be pleased to submit samples on application.

SHAW T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

ALWAYS A WINNER



YOU CAN ALWAYS DEPEND ON

GREIG'S WHITE SWAN BUCKWHEAT

Self-Raising FLOUR

IT LEADS

in public favor and is undoubtedly the most largely sold of any brand in Canada.

3 Doz. Packages in a Case.

THIS is the time the people want it.
Are you ready for the trade?

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S White Swan BRAND

6 for 25c.

BEE JELLY POWDER

Since we put our famous package of Jelly Powder on the market to sell six cartons for 25c. we have been doing a tremendous business. The flavors are:

STRAWBERRY **CHERRY**
RASPBERRY **LEMON**
PINEAPPLE **NUTTO**
OR ANY OTHERS SPECIFIED.

If you are not yet selling these money-makers allow us to send you a trial order.

SNOWDON, FORBES & CO.,
449 St. Paul Street, - MONTREAL

Gallon Apple Cans!

RUSH ORDERS

Packers, do not delay in ordering your cans for your apple pack. We can supply you with the best at right prices.

Baking Powder Cans
Coffee and Spice Cans
Syrup and Meat Cans

We are busy almost to capacity on these lines, but can take a few more orders if placed immediately.

Have you had a sample of what we turn out in cans from **extra coated tin plate?**

If not we shall be pleased to supply you with one.

ACME CAN WORKS
Montreal

Established 1845

We would like to inform our friends that we have been forced by the growing business we are transacting in the West, to secure larger offices in Toronto.

We are now to be found at **20½ Front St. E.** Telephone, Main 3171.

Look us up at the new address when you require

COFFEES, SPICES and ***CORKS.***

WE HAVE MOVED

S. H. EWING & SONS

96-104 King Street, MONTREAL **20½ Front Street East, TORONTO**

Phones { Bell Main 65 / Bell Main 155

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

A GROCER'S FRIEND

is a brand of Canned Goods which pleases customers every time. That brand is

Palace Car Brand

of Canned Fruits and Vegetables. Only the soundest and perfectly ripened fruit and vegetables are used, and they are packed under unbeatable sanitary conditions.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

TO MANUFACTURERS' AGENTS :

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager
CANADIAN GROCER
Montreal and Toronto.

A Matter of Common Sense

Stocking Groceries and Provisions calls for the exercise of common sense — nothing more. Calling goods wholesome and pure does not make them so. It is more than likely that that explains the immense demand for

E. D. S. Brand
JAMS and JELLIES

I offer proofs of the wholesomeness of my Jams and Jellies to every man or woman who cares to send me their name and address. When I state that "E.D.S." Brand of Jams and Jellies is the purest and best manufactured in Canada, I can prove my claims.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

Camp Counsels.

The invigorating beverage, which everybody is talking about, is—

"Camp"
COFFEE

People in the old country have long ago learned how good it is; people this side are just learning. Your customers are eager to buy "CAMP"—they mean to make a trial of it. Is your stock ready?

R. Paterson & Sons,
Coffee Specialists, Glasgow

Agents: ROSE & LAFLAMME
MONTREAL.

329 for the price of 1

Last month three hundred and twenty-nine magazines and periodicals reached the Editorial Department of the BUSY MAN'S MAGAZINE. Each of these was carefully ransacked by a competent editorial staff, and the most INTERESTING, LIVE, UP-TO-DATE articles selected and reproduced in the

BUSY MAN'S MAGAZINE

Think of the value of this single number of the BUSY MAN'S to you—containing, as it does, the cream of the world's periodical press.

You will not have to turn over a dozen pages to get one that interests you. Every article is interesting, selected, as it was, from a leading magazine because it was the best in that publication.

Yet this many-in-one magazine is only $2 per year.

We have a special offer which will interest you.

Write Us To-day *A Post Card Will Do*

THE BUSY MAN'S MAGAZINE
Toronto

CHRISTMAS WANTS PROMPTLY FILLED

We have just received a large shipment of

Shelled Almonds
New French Cherries
Olive Oil

Crystallized { **Rose Leaves** / **Lilacs** / **Violets, etc.**

For decorative purposes

direct from **MARTIN FRERES**, the celebrated French dealers.

CACHEW NUTS from Ceylon

We are also agents for

DE FORNEL & CO'S famous
SHELLED WALNUTS
The largest NUT firm in the world

LET US KNOW YOUR WANTS EARLY

W. P. DOWNEY, 26 St. Peter Street, **MONTREAL**

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Less work and better results

If Allison Coupon books merely reduced work, they might, in some small establishment, be considered a dispensable luxury.

But you can entirely disregard the time and labor-saving element, and still the system more than pays for itself in the cutting out of ACTUAL MONEY LOSSES, the increased satisfaction to customers and the large trade it entails. Hundreds of merchants that are using this system, could not at any price, be induced to revert to the old fashioned method.

ALLISON COUPON BOOKS

How They Work:

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with $10 - no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the $10 and gets another book. No. pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.
Indianapolis, Indiana.

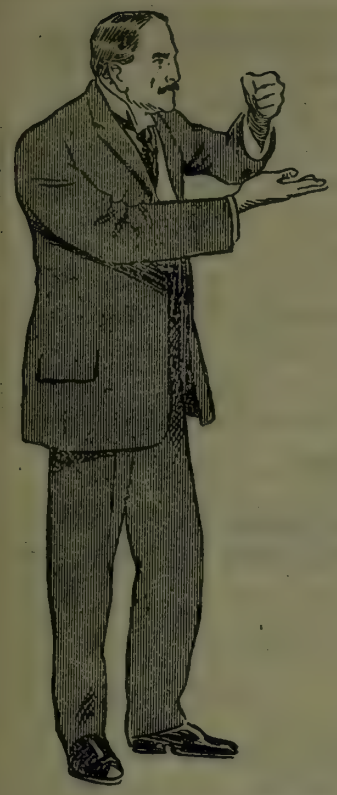
The EBY, BLAIN CO., TORONTO
Canadian Agents

AN INFLAMED TENDON
NEEDS COOLING.
ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. $2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.



The Essex Flavor!

Essex fruits and vegetables are grown in the immediate neighborhood of the plant, with no delay between garden and factory, no exposure to lessen their value and nothing to decrease in any way their freshness and flavor.

The name and fame of Essex Canned Goods means a quick demand for all we produce. Orders should be placed at once to make sure of delivery.

The ESSEX CANNING AND PRESERVING CO., Limited, 28 WELLINGTON STREET EAST **TORONTO, CAN.**

Factory at Essex, Ont.

Before the Cold Weather Comes

the wise grocer gets in a good stock of the famous

2 in 1

Being in such constant demand, it will not pay you to allow your stock of **2 in 1** to run low. And as it is liable to freeze if shipped in winter weather, it is obviously best for you

TO ORDER NOW.

The F. F. Dalley Co. Limited

HAMILTON, Canada **BUFFALO, U.S.A.**

STOCK THE BEST. "KIT"

COFFEE

IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

For Prices and all Particulars apply to

KIT Coffee Ltd., Covan, GLASGOW.

To be had in Montreal from Mathewson's Sons, 202 McGill St.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
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Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

Make Your Unused Funds

bear interest at the highest current rates. Amounts of $1 00 and upwards are received in the **SAVINGS DEPARTMENT** of **THE METROPOLITAN BANK.** Interest is allowed from date of deposit, and compounded every 3 months. No delay in withdrawal.

ALL DEPARTMENTS OF BANKING ARE CONDUCTED WITH ABSOLUTE SATISFACTION AND SECURITY.

The Metropolitan Bank

Capital Paid Up: $1,000,000.00 — **Reserve Fund and Undivided Profits:** $1,183,713.23

WESTERN ASSURANCE COMPANY.

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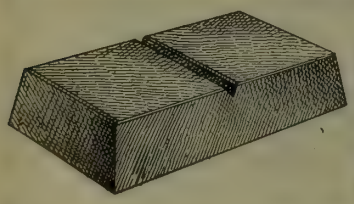

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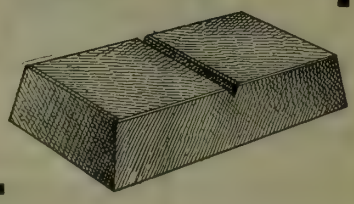

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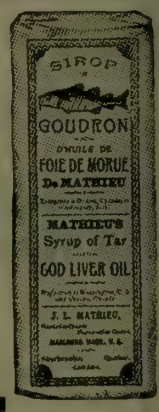
Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package). Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.



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The CAPSTAN MFG. CO., - Toronto, Ont.

Santa Clara Prunes

Last week our first shipments came to hand and after filling orders, our range is complete, but on account of the way sales are being made we urge our friends placing their requirements with us at once.

JAMES TURNER & CO., Limited, Hamilton, Ont.

HOW'S BUSINESS?

As far as your canned goods trade is concerned Mr. Grocer, there is no business boomer equal to the

Burlington Brand

Have you ever noticed that customers never complain of Burlington Brand quality? They don't need to, because the quality and flavor are just right. That's the secret of Burlington Brand success. Moreover there is a good margin of profit.
How is your stock ?

The Burlington Canning Co., Limited, Burlington, Ont.

LIVE SALESMANSHIP

A straight talk to the travellers of a large manufacturing house.

The qualifications essential to the successful conduct of any business are here outlined.

By L. A. Sears.

I desire to say only a few words to our traveling salesmen. I cannot give all of you cards and spades on selling goods; I think some of you boys have already acquired a tact in approaching customers that is as successful as anything I can tell you. That capacity comes from the exercise of simple horse sense and sincere, honest dealing. If you go to people naturally, without any frills and state your business, they will take you as you are. There is just as much knowledge of human nature on the other side as on this side. Do not lose sight of that; do not think that you alone are a judge of human nature. The other fellow knows human nature just as well as you do. Be honest and frank with him. Be direct in telling your story and tell it in as few words as you can. If you do not suit him this time, maybe you will the next time. He will size you up. The fly is about as wise as the spider.

I desire to address myself principally to-day to some thought that I trust may be of interest to our managers as well as to our salesmen. In my study of this business I find that the manufacturing department can be divided into about three lines of effort. I know from what I have absorbed from the founding and history of this company that these goods we manufacture are calculated to be the best we can possibly produce. I consider that the very maximum of our ambition is the best. Of course, it is necessary to have quantity, it is necessary to have volume of business. Volume of business is as necessary after you have secured the quantity, as the quality. We cannot maintain the salary of our forces, we cannot maintain the expenses of this business, unless the volume of business is maintained and gradually increased, because expenses are hard to hold down. We cannot hold them down. These boys, as they go along in their efforts in life, must be advanced in position and salary, not only to show our appreciation, but also to put them on a footing where they will be satisfied. So it is impossible to run the business on a fixed expense. The expenses will grow, and the business must grow accordingly.

Three Propositions.

So, I take it, that first we must make the best goods we can produce.

Second, we must increase the quantity.

Third, we must make them cheap enough and sell them cheap enough to be in the battle along the firing line.

These are the three propositions. The manufacturing department must know they are in line, know they are producing good stuff and at the minimum expense.

The selling department of this business must know enough about conditions outside to be satisfied that we are getting all the conditions will warrant and selling the product in a reasonable volume, as compared with our capacity of producing. All of these things are collective and correlative; they must be hinged together, and we must be consistent in our efforts at both ends of the line.

You must not forget that all these departments are so intermingled that, to be effective, all should be brought up to the highest degree of efficiency. In growing the crops, delivering them in the proper condition, selecting, sorting and packing, the proper classification of the grades and quality in the warehouse, the proper labeling and shipping of the goods in all the departments, discriminating judgment must be used at all times.

The character of the pack is sometimes a little different. You cannot absolutely mold it in molds. But there is a constant mind on it at all times to produce goods that will have uniformity and that will absolutely suit the trade. So it is that if there is a failure in any of these departments, which must be more and more classified and worked distinctly and separately, this will mean disaster to the whole business. It makes a break which is irreparable in many cases. If the people who have charge of the growing of the crops fail to get out contracts in sufficient quantities for the seed that has been provided, you may rest assured that that mistake will develop later on. If the selecting and grading of the goods in the receiving department is defective, you may rest assured that that defect will come out somewhere in the line. If there is a defect in the processing department, in the packing department, that is going to come out. If there is a defect in the selling department, if you do not get as much money for your products as other people get and as much as you should get, that is going to come out. If you are faulty in making your collections, that is going to come out. The "murder will come out" somewhere along the line.

Mr. Sears is the general manager of the Sears and Nichols Company, Ohio. Like many other vast organizations, this company holds an annual convention of its managers and salesmen, in order to receive suggestions, bring out complaints, and induce a healthy spirit of patriotism among its employes. The paper reproduced on this page is one read by Mr. Sears at the last annual meeting of the company. Its writer, before he reached his present position, was widely known throughout America as a salesman of unusual force, intelligence and originality. He knows the game from A to Z, and his advice is probably more worth listening to and more authoritative than that of any other traveler on the road or off it to-day. His address, while essentially applicable to the peculiar needs of his own company, is also of wide general interest to all salesmen, clerks and other men engaged in every walk of commercial life.

The Best or Nothing.

The best is none too good. The best effort is none too good. If this business is not worth your best effort, it is not worth any effort. If it is not worth your highest degree of concentration, your highest brain capacity, your highest physical capacity when necessity requires, it is not worth anything. It is a failure to begin with; it is a failure before you start. If it is not worth your application to the last point of your ability to stand the effort, it is not worth anything. That is the measure of success. If you fail after giving it your unqualified effort, mental and physical, it is an honorable failure.

It has been said (and I think truthfully said) that "good enough is an enemy of the best." We should have that as our motto on the wall; we should stick that sign up in the same way as the "Don't spit on the floor" sign. "Good enough is an enemy of the best." When you think this over it expresses a whole lot of truth. Therefore, we never want to say, "This is good enough."

A business proposition stands on three legs, like a stool—Labor, Capital and Management. Labor it is not necessary to qualify. It does not begin and end with the man who cleans the utensils in the factory; it does not begin and end with the man in the office, who tries to look after things. It is the entire working force from beginning to end, nental and physical.

Capital is not necessarily the money in the bank, the resources of the business, or, what we consider as money, the implements in the factory and its equipment. Capital is the goodwill you produce; Capital is the amount of honesty and sincerity of effort you put into the business. You may not realize it, but honest, sincere effort is one of the groundworks of Capital. It is Capital, I want to tell you, and if you do not realize it you have a small idea of what your investments are and what your success will be. Every one of you boys not interested in this firm financially, but employed on a salary, with every day of honest effort, I want to assure you, you have made an investment in its Capital that will sooner or later be repaid. Every day and every week which you put into this concern in indifferent work is that much Capital wasted.

Management and Duty.

Management is not entirely confined to the people who sit in the office, to the people who assume to be head of the business because they are president or manager. They do not comprise the whole thing. They are apparently in control, and they may decide a question that someone has to decide: but the management is the whole working force,

clear down the line to the man sweeping in the back alley. That is Management. Employes, from the people throwing off the goods into the receiving building up to the point where the goods are distributed to the consumers and getting the money back with which to pay your debts—all have something to do with the Management. If we do not have the co-operation, the assistance and loyalty of every single man along that line of effort, no Management is good enough, no head big enough to make the business successful. So I want you boys to feel that you are a big part of the Management of this business, and any suggestion, any idea, or any point which you may think of value, it is your duty to come to the recognized manager of this concern and advise him of it and give your reason for it. If you find a frail brother, who by lack of attention is injuring this business, it is your duty to tell the manager of this business. That is what I feel is your duty. There is but one road to success, and that is by constant vigilance and concentrated effort.

This ambition, which I have touched on before, is not entirely fixed on the money value of this business. We have always hoped to build up a business and make it a heritage to somebody who will be worthy of it. The young men and the old men connected with the business, whether they have acquired any stock or whether they are only working on a salary, should have it in their minds that it is their business and their heritage to some extent. They want to learn to say We. When you go to your customers, say We; do not say "my firm;" say We. I said we when working on $8 a week. I always said it. I would not work for any firm unless they would let me say We. I would not do it. I want to say We and feel as though "We are it." Make the business good and command the respect and attention due you. That kind of a spirit will make you We. If you keep at it, in honest and sincere work, we will make you a part of the business, if you want to be a part, and if you have not this ambition to become We in this business it is time you were going into the clergy or into some other business where you do not have to become a partner or member of a corporation in order to make a living.

TAPIOCA FIRMER.

Latest cable advices from Singapore report the tapioca market up 1-6 from lowest point, which is equal to an advance of ⅜c lb. From the advance it is evident that bear sellers have withdrawn, and the holders are not interested at the ruling prices. Offerings are said to be practically nil.

Mathewson's Sons have got out a fine label for their Quaker Baking Powder cans. The label is neat in design, is excellently printed, and presents a very rich appearance. It is red and gold, embossed, and has the figure of the Quaker, and also Mathewson's diamond "M" trade mark in gold and white. A gold band encircles the top and bottom of the can. Mathewson's Sons control Quaker brand goods.

MACLEAN NEWSPAPERS AGAIN VINDICATED— SUCCESSFUL ENDING TO A LONG FIGHT

With the installation of a new president of Toronto University, the campaign inaugurated by The Canadian Grocer some years ago reached a successful conclusion. For years The Canadian Grocer, the other MacLean publications, and numerous dailies and weeklies throughout the province, have dwelt upon the thoroughly unsatisfactory condition into which the Provincial University had fallen. In the first place, it was pointed out that it was governed by a large organization composed of doctors, lawyers, dentists, musicians, clergymen, professors, etc., only a few of whom had sufficient ability to make themselves known outside of their own little circle of friends. A comparison was made with McGill University, where the governing body was composed of such men as Lord Strathcona, Sir William Macdonald, E. B. Greenshields, R. B. Angus, Sir William Van Horne, James Ross and others—all of them big men and some of them men whose names are known throughout the English-speaking world.

The MacLean Company was attacked in the press for the stand it had taken; even some professors at the University, in their lectures to the students, made sarcastic references to Colonel MacLean, the president of the company. The MacLean Company made no response, but continued the agitation. Then it was charged that the lime light thus thrown on University affairs had stirred up the people throughout the province, that the Government dare not vote the money necessary for the increased demands for higher education. This was just what the MacLean papers expected, and they said that as soon as the University was put on a proper basis and the confidence of the people restored that the province would treat it generously, for they wanted a university second to none. The justice of the MacLean papers' contention gave backbone to the undergraduates, who were in touch with and saw the rottenness of conditions, and they began to talk and write. The result of this movement was a thorough investigation of University affairs, which made it increasingly evident that something had to be done. The reorganization asked for was carried out. Confidence was restored, the province, through the Legislature, gave more than the most sanguine friend of the college even hoped for. One-half of the annual succession duties are now devoted to the up-building and support of the University. These, it is said, will soon amount to a million a year, and should make the University one of the greatest in the world. The province can afford to maintain it in that position.

While the people of Ontario and the MacLean newspapers are congratulating each other on the successful termination of this agitation for improvement in higher education, the far more important demands of the primary schools must not be overlooked. These were once adjudged the best in the world but are now far below what they should and might be. The people can for a time safely leave university affairs with President Falconer and his new board, and give their attention to the public schools. As only a few will eventually get to the university, the others should be given as broad an education as possible. They cannot get this from teachers at $300 or $400 a year. They need big broad-minded devoted men and women who will give their lives to teaching. For such men and women salaries of not less than $1,000 a year should be paid. The other half of the succession duties should be spent in augmenting the public school teachers' stipends and in improving their training schools.

This does not mean that the children should be given more subjects or devote more time to study. The present list is quite long enough. The teacher, to be tempted with higher salary, is one who will not only give them a more thorough training in these subjects, but more particularly influence and inspire them—by personal example and association with them in the school, in the playground and in their homes—to attempt things worth while in their particular walk of life, and, above all, to train them to become useful, loyal, thoughtful and honorable citizens.

This is the second great educational fight which has been won by the MacLean newspapers. The matter is not mentioned because of any desire for self praise, but to show what national influence can be wielded by good newspapers with circulations that seldom exceed 10,000. The other instance was the Royal Military College. It had sunk to such a low ebb that drunkenness and immorality were common among the men. The chief officials were related to the then Premier of Canada, who laughed at the charges. The Government had to investigate. The report of the commission, admitting that the charges were true, was withheld by the Government and was finally said to be lost. The MacLean newspapers had a copy and published a synopsis. It raised such an outcry that the commandant had to resign. The college was reorganized and is to-day the best training school in Canada.

EXPRESS SITUATION IN N.B.

Merchants in St. John, N.B., are greatly interested in the prospect of a working agreement between the Dominion and American Express Companies that will bring about a better express system between that section and the United States than now exists. At present the business is hardly of the express nature because the American Express Company has no rights on the C. P. R. trains and the Dominion Express is shut out from the American trains. The result is that goods between here and the United States go over the Shore Line to and from the border.

The C.P.R. is now in control of the Shore Line and can if it so desires, terminate the working agreement the American Express Company has with that road. It is said, however, that a reciprocity agreement of some kind is likely whereby the American company will retire from the territory and the Dominion will handle all the business, giving it to and receiving it from the American company at the border. This would prevent the delays that now occur and express goods would travel as rapidly as do mails and passengers, instead of being a day behind.

WINDOW DRESSING AND DISPLAY

Display of the Halifax Cold Storage Company at the Recent Halifax Fair—Striking Exhibit of Package Fish.

As a comprehensive display of one of the most important industries of Nova Scotia, the exhibit of the Halifax Cold Storage Company at the recent Halifax Exhibition was particularly interesting in its prominent location in the Fisheries Building attracted a great deal of attention. The two pyramids in the building comprised over 1,500 "Ocean Brand" packages which rose to a height of 25 feet. The cold storage division, while perhaps not so striking, was an equally interesting object lesson in the great variety of fish shown, not only from the natural history standpoint, but from the still more important consideration of the availability of wholesome food fish at all times and seasons of the year, by means of up-to-date methods of refrigeration.

A Fine Display of Package Fish.

Upwards of a hundred species were shown in this exhibit, a larger variety, it is understood, than has been shown at any of the largest fairs on either side of the Atlantic. The different species were all plainly ticketed and the exhibit brought before the visitor a good idea of the methods and apparatus used in fishing, the manner of utilizing and preparing the catch and the collection and distribution of fish by wholesale or retail. The scope of the operations of the Halifax Cold Storage Company has been recently extended by the erection of a duplicate refrigeration plant at Port Hawkesberry, in the Strait of Sans, and the company are making every preparation to supply the trade.

P. T. McGrath, formerly editor of the Evening Herald, has severed his connection with the paper and will start the Evening Chronicle. Mr. McGrath is one of the most forcible writers we have.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

CHATHAM.

The Chatham Fruit Growers' Association suffered a serious loss last week when the drying room of their cold storage plant was completely destroyed by fire. The warehouse, immediately adjoining the drying room, was, fortunately, saved, thanks to the unremitting efforts of the fire department. It contained material valued at $1,000, ready for shipment. The loss was for about the same amount, with no insurance.

The association have decided to rebuild at once.

* * *

For some time past there have been rumors current that, following the lead of dealers in other cities, the Chatham milkmen would jump the price of milk to seven or even eight cents per quart. It was pretty generally understood that the matter would come up at a meeting last week, and there was a sudden rush of patrons to purchase tickets in anticipation of the time of high prices and famine. The increase in price did not materialize, however. The meeting lacked a quorum, only two members of the retail milk dealers' section putting in an appearance. The price of milk, consequently, remains, for the present, at least, 6c. per quart.

* * *

But bread has gone up—or, rather, the weight of bread has gone down. In the past, the bakers have been supplying a 1½-pound loaf at 5c. retail. Though there was no whisper of any meeting having taken place, concerted action materialized—to all appearances, spontaneously—the first intimation the general public had of a change being the presence of "20 ounces" labels on their loaves. The price remains the same, but the weight is 4 oz. less. The pronounced increase in the price of flour, from $2.50 to $3 per 100 lbs., is pleaded in justification of the move; and in all fairness, the plea seems a good one.

Thamesville bakers have also met the increased price of flour by reducing the loaf from 1½ to 1¼ pounds. The change took place Oct. 21.

* * *

S. Mather has purchased the bakery in Tilbury, until recently conducted by J. R. Palmer, who is now starting a large wholesale bakery in Chatham.

Miss Martha Hanley, of Thamesville, has joined the staff of E. A. Mounteer's confectionery.

The exterior woodwork of the John McCorvie & Sons' grocery, in the I.O.O.F. temple, has received a new coat of paint, adding quite a bit to the attractiveness of its appearance.

* * *

The sugar beet season in Kent is now at its height. The crop this year is a good one, being as usual pretty well divided between the Wallaceburg and Mount Clemens, Mich., factories. The largely increased crop, and the fact that it is a substantial success in a year when other crops have suffered much from frost and rain, tends to strengthen the claims of those in the business, that the sugar beet will ultimately be the staple crop of Kent. Beets along the Thames are transported by scows, those near the Wallaceburg factory by wagons, and from more distant points by cars. About 12 cars of beets leave Chatham every day for Mount Clemens, and Wallaceburg fares about the same, or better.

* * *

Prices for grain and feed, though there has been a slight easing off lately, still continue pretty high. Just how this will act upon farmers with stock on their hands is as yet uncertain. With beans at $1.60 per bushel, an even dollar for wheat, and $1.57 per hundred for barley, and hay at $15 up, the outlook is rather gloomy for those who contemplated wintering their stock. Many farmers feel that they cannot afford to feed their hogs. There are others however, who maintain that the scarcity of feed will boost the price away up, and that there will be more money in proper feeding than in hasty selling. Probably they are right—provided all act upon their view.

Canadian fish for Canadians is announced as the watchword for a new fish company operating along the Erie shore. J. P. Black, for seven years connected with the Wolverine Fish Co., of Detroit, has cut the cables which bound him to that concern, and started an independent business under the name of the Lake Erie Fish Co. Mr. Black has been buying fish along the north shore so long that he is in close touch with the fishermen and thoroughly understands the needs of the wholesale trade. It is the intention of the new company to cater first to the Canadian trade, leaving the surplus to the American dealers and consumers, who have hitherto secured about 100 per cent. of the fish caught in our waters. There ought to be a big opening in the western peninsula for a concern run on these lines.

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The Bradley store during the past week has shown a very striking Toasted Corn Flakes display in their corner window. The window faces on two streets, and possesses natural advantages of which the designer has made the fullest possible use. In front, the boxes are arranged in the form of an arch, other boxes being grouped further back to secure a harmonious effect. The display is helped out by many red and yellow tissue streamers, radiating from a common centre in the rear to various parts of the two arches. The display was put up by Mr. Davidson, of the Battle Creek Toasted Corn Flake Co., of London.

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The agitation on the part of the grocers for the repeal of the clause in the market by-law, prohibiting retailers from purchasing stuff on the market before ten o'clock, will apparently be unavailing. The matter, when it came before the City Council some time ago, was referred to the Property Committee, and the latter on Monday night reported recommending that no action be taken. The City Solicitor advised that the amendment could not be passed, and it was further urged that permitting the retailers to buy would deplete the market before the public had a fighting chance.

What force there is in this last argument is doubtful. There is scarcely a Saturday morning that the general public do not pay higher prices for produce on the market than they pay later

LIMITED COMPANIES.

I notice with regret the growth of a large limited company in one of the cities. As one who has had considerable experience of the methods employed by these companies in the payment of their clerks and other matters relative to the welfare of their employes, I am sorry to see such firms obtaining such a hold on the trade as they are doing in many places.

With almost unlimited capital at their command, they are able to open up branches in all directions, and often, are the ruin of small traders in the district they select by the elaborate stock they are able to carry, and by cutting prices. They are able to keep branches going which under normal circumstances should not be paying expenses, but which, through, immense capital and questionable methods of doing business, are made to return handsome profits.—Pembroke Correspondent.

in the day for the same day's produce at the groceries. The tendency of the market people is to maintain prices till late in the morning. The proposed amendment would scarcely result in the clearing out of the market by ten o'clock; but it would make things easier for such grocers as desired to purchase, for the accommodation of customers, before that hour.

* * *

Another step will shortly be taken in regard to the much vexed question of peddlers and transients. Since the city magistrate has refused to convict on the ground that a $100 license fee is prohibitive, the council—or at, least, a number of aldermen—intend reducing the fee to something like the old figure. When this is done further efforts will be made to enforce the by-law.

Efforts will be made to reach the objectionable peddlers in another way. They are chiefly objected to on account of the fact that they compete with merchants on King street. A merchant who has to pay from $50 up per month for store rent, plus lighting, plus fuel, plus help, can't afford to sell ripe yellow bananas at 25c. for three dozen, as Gaspar Favata does from his inexpensive push cart. The council intend to meet the difficulty by excluding peddlers from King and certain other streets, on the ground that they obstruct traffic. If a merchant who pays taxes can't keep a packing box on sidewalk or pavement for a few minutes, neither, they argue, can a banana man keep a push cart there for hours at a stretch.

EDMONTON.

An interesting subject to both the wholesale and retail merchants in the city was brought up for discussion at the last regular meeting of the Edmonton Board of Trade, It was the question of the further establishment of Edmonton as a distributing centre. After considerable discussion of the members of the board, it was decided that the best way to do this was to encourage the retailers in every line to purchase their goods direct from the wholesale house in the city and not from the representatives of houses outside of the city.

The question was introduced by F. T. Fisher, former secretary of the Board of Trade. He stated that he knew of several cases where retail dealers in the city had purchased their goods from commercial men, who represented outside firms, when they could have secured the goods as cheaply and of as good a quality from wholesale firms that had branch houses established in the city. He deplored this practice and stated that the only way to make Edmonton a distributing centre was for the retail merchants to patronize the local wholesalers.

Geo. Stockand, one of the local wholesalers, thought Mr. Fisher had exaggerated the condition of affairs somewhat. He agreed that Mr. Fisher's method was the best way to make Edmonton a distributing centre, but he thought the wholesalers were being well patronized by the retailers. In the past few years there had been a great decrease in the number of commercial men who had been coming to the city, for the local wholesale houses had been getting all the trade. He thought Edmonton had advanced remarkably in the last few years as a distributing centre and that there would be an even greater advance in the future.

* * *

The retail clerks of the city met last evening to consider the formation of a Protective Association. After some discussion and addresses by those interested in the matter, it was decided that such a society should be formed.

J. A. Kinney, organizer of the district, was in the chair. Clerks from the leading stores were present and in short speeches spoke of the advantages to be derived from the proposed association. It was shown that an association of this kind would be the means of strengthening the relations between the employer and the employes, and promoting unity of action among the retail clerks generally. Another feature of the association is the insurance of $5 per week offered to its members in case of sickness.

It was finally agreed that another meeting should be held the following week for the purpose of completing the organization. A committee was appointed to canvass all the retail clerks in the city in order that all might be invited to join in such an organization.

GUELPH.

Last week was generally conceded to be the limit in quietness in the grocery business in Guelph. We all felt it. There may be more of them, but we are not anxious to see them. The high prices for produce and other things may be the cause, but even Saturday did not improve things much.

* * *

The Penny Bank is the latest thing in Guelph, but the grocery clerks won't have many pennies in it this winter.

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The dust nuisance is again with us, and for the extra expense it would be, the watering carts might as well be kept going. The Retail Merchants' Association might attend to it, if they are not too busy on the banquet business.

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The campaign for a municipal abattoir is being energetically pushed by the medical health officer, Dr. Robinson, and we may expect good results.

* * *

Is butter so dear in Guelph that the cost exceeds that of the bread it is spread on? It would appear so from two items in the report of the Guelph general hospital board. The expenditure for butter was given as $1,166.38, while bread and flour together were credited with an outlay of $595.87.

* * *

Jas. Metcalf, of Buffalo, has bought the stock and fixtures of Mrs. Lee's store, on Queen street, and will continue it as a grocery store.

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In one grocery store in Guelph was found just thirty empty vinegar barrels this week, and in another eighty glass-front tins of Christie, Brown & Co., and those grocers claim to be short of money.

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Alf. Sweetman, traveler for the Guelph Paper Co., has accepted a position with the R. & J. H. Simpson Co., wholesale grocers.

* * *

J. B. Bender, Berlin, has opened up a first-class grocery store, with all modern fixtures, and H. J. Aherns, the Five Point grocery, has sold out and retired from business. L. Schaffer, formerly with Smyth Bros., as head clerk, is the new proprietor.

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Jos. Dreigman, formerly with Peter Anderson, has accepted a position with W, H, Fielding.

* * *

"Honesty is the Best Policy," I saw this sign in a grocer's office the other day, and it made me smile. And yet there is something in it all right. But there are mighty few grocers who live up to it. Yet nearly all claim it as their one good point to sell honest goods at honest prices.

A grocer buys a cash register and says as I have heard them and the salesmen for them, say, "Now, that will keep the staff honest," and they both know that all the cash registers in the land won't keep a clerk honest if he doesn't want to be honest. A cash register is a good thing all right, but not to keep clerks honest. Then, after the grocer himself thinks he is protected, he goes to the same staff of clerks that he wants to be honest for him and asks them to sell XX vinegar for XXX; to take 40c, 50c and 60c tea out of the same tea bin, and thinks nothing himself of taking a line of goods and dividing into two prices. The clerk has a hard time sometimes with customers, who almost make him lie to sell them, and a boss who tells him he's got to lie if he wants to sell goods. It is a wonder there are any honest clerks at all. But just the same I am glad to know there are some, and when a clerk just comes right out and says he doesn't do business like that, the boss, even if he is inclined that way himself, and even if he doesn't actually say so, he admires him for the stand he has taken, and generally considers him the last man he wants to part with.

* * *

The Old Boys reunion is off with a jump. At a large mass meeting held the other night in the opera house, a permanent set of officers were elected, with J. M. Duff, manager of the Bank of Commerce, as chairman. There is lots of opposition to it among the churches, but it will eventually be a success, as such a fine set of officers will down the opposition before August, 1908.

LINDSAY.

Owing to its geographical situation and the rich farming land surrounding it, Lindsay is essentially an agricultural town. While there are enough manufactories to make things lively, it is from the soil that Lindsay has attained her present very satisfactory position.

While there have been dearths of crops in other counties, Victoria county has had a fair crop of grain. Fall

wheat has reached the dollar mark in town.

* * *

The system of rural telephones which have spread in a network over Victoria county, are excellent aids to business men.

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The apple crop is fair in this vicinity, and picking is in progress at present.

* * *

The lightweight butter nuisance has been prevalent at the local market.

* * *

That a strictly cash grocery business would fall short of success in Lindsay, owing to the close competition in business is the general opinion here. Besides that, the stores do a big business with farmers and villagers in the country, who, as a rule, are reliable men, and to whom credit is a great and almost necessary convenience.

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There are, of course, "examples" in every community, but a few years in business will open a grocer's eyes as to who can be trusted for credit and who can't.

* * *

For thirty-three years Robt. Spratt and Jas. Killen, under the firm name of Spratt & Killen, have conducted a thriving grocery business in town. Seldom, indeed, have two partners been together in business so long. A branch of their business that is an important one and in full boom at this season of the year, is hay-baling. The firm own a steel hay-press and have engaged two men to work it. Hay is bought in quantities right in the farmer's mow, and the press taken around to it. Hay, in this way, was bought at $15 a ton this fall. The firm handle a very big business in this line. They also own a granary and ship grain to the Old Country and elsewhere.

* * *

For the past week local grocers have been scouring the country for apples. Jos. Brown shipped a carload to Western Canada from here on Friday. Another merchant, of Port Perry, shipped three carloads to Glasgow, Scotland, last week, and is shipping three more this week, two from Port Perry and one from Janetville. This dealer says that when he started out to buy apples nearly every orchard yielded less than what was estimated. Now they yield even better than what was expected and the quality is excellent. The growth in the apple crop has been phenomenal.

* * *

With hay at $16 to $18 a ton, and oats at 52c. and 53c. a bushel, livery men are kept hustling to make ends meet.

INGERSOLL.

This is the between-time season with the grocers. This week will witness the end of the peaches and the grapes, which always add activity to business, and no further rush is anticipated until the opening of the Christmas trade. Judging from all accounts this has been a very satisfactory season to the grocers, although there has not been as large a turnover in the fruits as in previous years. It is, nevertheless, surprising the amount of grapes and peaches that have been disposed of by the local dealers, notwithstanding all that has been said about their "steep" prices and the increased cost of living generally.

It is not probable that any more grapes will be received after this week. They are now at their cheapest price. On Saturday the price was cut down to twenty-three cents as a "special" and this week they were made the even twenty cents per basket, which created something of a "run" on them.

* * *

"The travelers are coming in from all directions," were the words addressed to your correspondent by a leading grocer to-day. The appearance at the door of a well known Knight of the Grip prompted the remark, but unless he carried a line somewhat out of the ordinary, it is doubtful if he received an order. All the travelers in the country seemed to have been turned loose and headed towards Ingersoll this week. Of course it is the thriving, hustling places they like to reach, where everyone is busy, and their drafts are never returned, and it goes without saying that Ingersoll is just such a place. Commercial men generally have a kind word to say of Ingersoll, and the most of them know from experience that they are certain of an order when they arrive here. But when the whole bunch of them drop in like a swarm of bees on a summer's day the dealer is bound to get a little confused. This is what has been happening thisc week. The travelers have been as thick and as aggressive as one could imagine, and everyone of them wanted a Christmas order. All kinds of samples from dainty confectionery to new brooms have been exhibited to the grocers and if they have not on order sufficient stock to carry them over the Christmas rush and into next spring it is no fault of the drummers.

* * *

"Don't be a knocker." This phrase might be regarded as a proverb of modern days. Very few people seem to realize that it is a duty which they owe themselves as well as the community in which they reside, to do a little boosting whenever an opportunity offers. The man who has a kind word to say of his place of residence is usually farsighted, and optimistic. Strangers are very apt to judge a place by what the residents have to say about it. If they are happy and contented and prosperous looking and never hesitate to attach an adjective to their town when alluding to it, the inference is that it is a pretty good place. Grocer H. D. McCarty is one Ingersoll citizen who has his faith pinned to the town and he does not refrain from airing this opinion. Mr. McCarty returned a few days ago from a visit to Uncle Sam's domain, during which he had an opportunity of comparing several American towns with Ingersoll. Of course the Americans are justly lauded for their enterprise, but of the three towns which Mr. McCarty visited, all of which were about the same size as Ingersoll, he stated that this town shows up to advantage by the comparison. While he saw many handsome private and public buildings the towns were lacking the evidences of commercial activity and stability which characterize the larger provincial towns in Canada. The first thing Mr. McCarty did when he got home was to tell the people that no better town than Ingersoll could be found anywhere. This is the proper spirit, and coming from a shrewd business man it is worth something. If others would only boost and never "knock" what a great brigade of city builders there would be at work.

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Thirty-five cents a pound for butter! This makes one think of fewer slices of bread and a thinner layer of butter. Fortunately for the consumers, however, this price has not yet been reached here, but it was through no fault of one of the vendors at the market on Saturday. The party in question, a good lady from the country, was firm in her demand at first, but after realizing that the bulk of the sales were being made at thirty cents per pound she, too, unloaded at this figure. But the incident well illustrates the oft-repeated assertion that some people never know when to stop asking.

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Oatmeal is rapidly following the high price of oats and the housewife will have to use economical methods in preparing the porridge now. During the past month the price of rolled oats has advanced over a dollar a barrel. Six pounds are now being sold for a quarter retail.

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Apple picking and packing operations are being brought to a close in this section. The crop has been a very good one, and it is probable that as many, if not more, than last year will be exported.

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The heavy frost on Sunday night came as a shock to some of the farmers and dealers. One dealer stated that in many cases the apples were seriously frozen, although he did not think that the ones still on the trees would be permanently damaged.

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A shilling a pound was the price ask- for spring chickens at the market on Saturday. The offerings were fairly plentiful, and by the pair the prices ranged from sixty to eighty cents.

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Last week's number of The Canadian Grocer was greatly admired by local readers. There was a fund of valuable information between the covers, as well as interesting correspondence from all parts of the Dominion.

BARRIE.

Just now the merchants are very busy and all say that for such a bad year they are surprised at the amount of business that is being done. The farmers also wear a smile as they ride into town on a load of grain, hay or produce, for they know that their ton of hay will realize from $20 to $22, their bushel of wheat will bring from 95c to $1.05, their oats 55c, and barley 75c per bushel.

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John Hobley, who was a partner in the firm of Hobley Bros., who have lately sold out, has accepted a situation with the Barrie Gas Company as head bookkeeper.

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Trade was very brisk on the Barrie market on Saturday, butter bringing 28c to 30c, eggs 23c to 26c, spring chickens 10c pound, ducks 75c to $1 per pair, turkeys 12c to 14c per pound.

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The Barrie merchants are talking of forming a Retail Merchants' Association. to put down price-cutting, etc.

LONDON.

In wholesale lines business is very good, but retailers report trade only fair. Brokers report advances in almost every line of goods, particularly teas, which continue to show a soaring tendency. Raisins have advanced a shilling and remain very firm, and currants are going up.

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President Harry Ranahan, of the Retail Grocers' Association, is still confined to his bed through illness, and under the most favorable circumstances will not be able to get around again for a month at least.

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G. S. Brock has disposed of his grocery business on the southwest corner of Richmond and Kent streets, to Mr. Stevenson, of Chicago.

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A number of local grocers, including Vice-president Shaw, Ed. Ryan, A. G. Johnson, F. H. Robinson, H. G. Glanville, with J. McNee, of "Jap" cigar fame; M. Millman, of Elliott & Marr, and J. P. Hickey, of Grafton's, attended Delaware fair on Wednesday last and had an immense time. A duck supper at Komoka wound up a most enjoyable outing.

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During the latter part of last week oats were sold on the local market at the highest price ever known—$1.80 per cwt. As high as $18.75 was paid for hay. Horse owners are gathering autumn leaves for bedding.

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Local grocers report the price of rolled oats and oatmeal to have advanced 25 per cent, and the increase has already gone into effect. Ten-cent goods now sell at 13 cents, or two packages for 25c. The higher priced articles advanced in proportion. Already the big grocery stores of this city have been notified that all breakfast foods, wheat and otherwise, will go up a few cents the first of next month. Dealers state that the high price of oats is responsible for the boost in oatmeal, but they do not attempt to explain the proposed raise in other grain foods. St. Thomas and other nearby places have suffered a raise of 50 per cent. on oat breakfast foods. It is expected by local grocerymen that another 25 per cent. advance in oatmeal will have to be made shortly. The increase affects both packed foods and those in bulk.

The prediction is made that the price of milk will go up to nine cents per quart before the winter is over, owing to the high price of fodder.

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During the past week one local canning factory received seventy tons of pumpkins. The price paid has been $4 a ton, and the money made by the farmers on the deal, some $280, was not enormous, but in most cases it was a straight "pick-up." Usually a great number of pumpkins are left to rot on the fields. This year the canning factory's maw has taken all that could be brought in, and then has not been satisfied. Tomatoes also came in freely while the warmer weather lasted.

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A new variety of fruit has made its appearance on the market and in stores about town, and by its remarkable resemblance to black cherries is causing some funny mistakes. The new fruit is called "garden huckleberries," and according to Vice-President Dearness, it is the berry of a variety of the nightshade.

What is arriving in London is grown by some farmers in the neighborhood of Mount Brydges. They state that the plant grows much like a tomato, but bears a heavy yield of the large black berries. The plants are grown from seed each year, and require but little attention. The resemblance to cherries has led a good many people to test the fruit uncooked, and the result is, to say the least, disappointing. Cooked, however, the fruit resembles black currants, and is said by housewives to make excellent pies.

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Farmers around London do not appear satisfied with prevailing high prices for all commodities, but are resorting to short-weight methods in order that they might get rich quicker. Many complaints in this connection are made daily and the authorities have been asked to do something.

The Montreal correspondent this week takes up conditions as he has found them at Westmount, one of Montreal's suburban towns.

The question has arisen in Edmonton as to whether retailers are giving their business to the local wholesalers in preference to outsiders. At a recent meeting of the Board of Trade, it was pointed out that unless this is done, Edmonton cannot occupy the position as a distributing centre, for which it is eminently fitted.

"Honesty Among Clerks." The Guelph correspondent has some observations on this subject that are worth reading.

Chatham, among other subjects, touches on the following: The rise in bread prices; the sugar beet as the staple crop of Kent County; Canadian fish for Canadians; window dressing; the 10 o'clock market bylaw; transient traders.

J. F. Cairns' new store in Saskatoon was opened with all honors.

MONTREAL.

Westmount, a suburb of Montreal, yet to all intents and purposes and for all a stranger can tell, part of the city, is a busy town in some ways. Rather, it is a city, for some ten thousand people reside there. It is not a hive of industry, however, but is more a residential place, and a centre of social activities.

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There are about ten grocers in the town, but the grocery business does not appear to be the easiest road to wealth in Westmount. From what one can learn, it is very difficult to transact a paying business. It is simple and easy enough to sell groceries, and the best are called for, but when paying up time comes round everybody seems to be away from home. One grocer said that his years of experience made him believe that many of the residents of the town lived above their income. At any rate money seems to be much more scarce in Westmount trade circles that it is in Montreal itself, and who would say there is plenty of money obtainable in Montreal?

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C. E. Box has a neat store on Sherbrooke St., near Victoria Ave., where he does a nice business. He has been there some five years or more. A. A. Perry, formerly ran a store on the same site. The latter gentleman, who recently gave up the grocery business, was one of the first to open up in Westmount, or Cote St. Antoine, as it was then known. Walter Paul had a branch at the corner of Greene Ave. and St. Catherine St. and Mr. Perry had been a clerk there. After the place was burned out he started himself. His successor is E. J. Quinn, a big Irishman, who appears to find selling groceries an easy task.

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Wm. Elliott and Samuel Smith are two grocers who have grown up with Westmount. Their stores are within a stone's throw of one another, the former carrying on business at the corner of Green and Western Avenues, while the latter's store is on St. Catherine St., opposite Quinn's store. They have been at least ten or twelve years in the field. The largest store in Westmount is that of Dionne & Dionne, on St. Catherine St. Their staff is a big one, and the store is up-to-date in every particular. A butcher shop is run in connection with the grocery.

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Wm. Biltcliffe has a store on Victoria Ave., while W. J. Falle has a place on

Prince Albert Ave. Both do a nice trade. E. Gervais, J. H. Goter and Demers Bros. are the others. The last named firm is down on St. Antoine St. and are dependent for their success more upon Montreal, as they are on the outskirts of Westmount.

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A great deal of apartment house trade comes the way of the Westmount grocers. Sometimes this is paying, again it is not. Transients frequently run up a bill for a week's groceries and leave their address without settling up. A good many are losing money in this way. Then, the regular slow-pays seem to be numerous. One grocer has at least $2,000 outstanding debts which he does not know how to collect.

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Most Westmount grocers favor the early-closing movement. As far as The Grocer could learn, only one store remains open every evening. The majority close daily except Saturday at seven p.m., and some put up their shutters two evenings a week.

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One thing which strikes a person forcibly in connection with the grocery stores in Westmount is their neat appearance, and the cleanliness of everything and everybody. There is a freshness, too, which seems to be in the air. Westmounters give a good deal more attention to the arrangement of their stock, and to window displays than do the city grocers. They believe in the trade-bringing power of the window and change their display frequently. At the moment E. J. Quinn has an attractive Balmoral Jam window, one which was dresesd by a clerk in the store. Several have windows advertising Fairbank's Sunny Monday soap. Others are giving particular attention to fruits.

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There is a great deal of credit, in fact, the greater number of grocers do almost entirely a credit business, except for what transient trade they catch. All are forced to keep a set of books. Conditions are much different to what they are in Montreal, and it would be very difficult to transact a good cash business in Westmount.

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Cash may gain a stronger hold later on, as the population increases. As one grocer said: "Westmount is growing, and while at one time we knew every one of our customers, to-day we cannot say we are acquainted with nearly all of them."

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They are abreast of the times in Westmount. Already some are preparing for the Christmas trade. One grocer is getting in a large shipment, direct importation from an English confectionery manufacturer. Every fall he makes a specialty of fancy biscuits and confectionery, and says he does a fine business. The outlay is not large, when the quality of the goods purchased is taken into consideration.

* * *

It is too bad that more grocers do not take up confectionery at this time of year and push it vigorously, as it is a line which can be made to pay. Profits are large and the initial capital required for investment is not as great as that necessary to secure equal profits on many other lines.

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Confections of quality, when nicely displayed and of moderate price, will always sell freely at this season.

SASKATOON.

The new addition to the J. F. Cairns' store on Twenty-first street, was opened on Friday night. About two hundred people responded to the invitation of J. F. Cairns, and attended the housewarming. The interior was nicely decorated and suitably arranged for the occasion, while the floor was in good shape. Jackson's orchestra attended and discoursed excellent music, which added greatly to the enjoyment of all present. The programme included 20 dances, besides extras, and those who took part in the light fantastic tripped along to their heart's content. Refreshments in the shape of cake and coffee were served to the guests during the evening, and choice Havanas were enjoyed by the gentlemen. Mr. and Mrs. Cairns, aided by their staff at the store, were untiring in their efforts on behalf of the large number of friends and patrons present.

The new annex is divided into two sections, one 42 feet by 75 feet, and the other 22 feet by 32 feet. The front portion is the grocery department, and the other is the boot and shoe section. The second floor will be occupied by the ladies' ready-to-wear and dressmaking departments.

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The Heagle Cigar Co. have opened a factory here and have placed their goods on the market. They will manufacture three leaders, "The Hub," "The Onoto" and "The Saskatchewan Capital." amongst various other brands. They make a specialty of high-grade goods, and will control the local trade, besides doing an extensive outside business when their goods have become known. At present, with only a quarter of the staff they purpose putting on, they are turning out 2,000 cigars daily. This firm, which has a factory in Virginia, Minn., recently purchased the Regina cigar factory, also, and intend moving that part of their business here and making Saskatoon the distributing point.

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Speers & Paul have a fall sale on just now, previous to moving into their new premises. The new building is almost ready for occupation, and they are reducing their stock of groceries, dry goods, clothing, boots and shoes, etc., at bargain prices.

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Jones Bros. have their store lit with lamps of the Pitner gasoline type, which throw a brilliant light into every nook and corner. The street outside is also benefited by the lamps in the windows, where a large assortment of fruit is displayed.

* * *

Good butter and eggs are scarce. Only a few bananas are on the market, but fall apples, crabs and grapes are abundant.

QUEBEC.

The general grocery trade continues active and it is likely that fall trade will show a very satisfactory total on the books of the wholesale houses. A number of advances are noted this week. Barley pot and barley pearl are 30 cents higher and sell now at $2.75 and $3.75 per bag. Crown Brand syrups have advanced 15 cents per ten-pound tin. Davies' pure lard is 10 cents higher and quoted at $2.60. The same advance is remarked in prices of Ingersoll lard. Premier chocolate and breakfast cocoa have also advanced a few cents. A decrease is noted in Valencias, selected and layers. Cleaned currants are sold at 7 cents, showing a decline of one-fourth-cent. The retail trade is very good teas and sugars continue to be in good demand.

* * *

Despite the advance on canned goods, trade is more active than it has been for some weeks. Wholesale houses have registered good sales. Canned oysters are 5 cents higher and are quoted at $1.45 per dozen of 1-pound tins. Tomatoes, which were sold at from $1.17½ to $1.20, are now worth from $1.25 to $1.27½. Pears have advanced from $1.65 and $1.67½ to $1.90 and $2.10. Apples are 35 cents higher and are now sold at $3.25 for gallons. The only decline noted is for peaches which are now quoted at $2.35 per two-pound boxes.

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A new milling company has just been formed in Quebec with a total capital stock of $10,000. The name of the company is "The Carrier Milling Company."

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On account of the high prices and steady advance of flour, it is almost decided that bread will be two cents dearer next week in Quebec.

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At a meeting of the Fire Committee the contract for fodder for the horses of the fire brigade was awarded to Colvin & Co., of Montreal. The other party tendering was C. A. Paradis, of Quebec.

* * *

There is an active demand for butter, cheese and eggs, but supplies are getting into very small compass. Prices are: Choice creamery butter, 28c to 29c per pound; second choice, 27½c to 28c;

fresh dairy butter, 25c to 26c. Colored cheese is sold at 13c and 18⅛c and white cheese from 12⅞c to 13c. Fresh eggs are paid from 25c to 26c.

* * *

The fruit and vegetable trade is good. Large arrivals of apples came to hand this week. They are the first of the season and command the following prices: Greening apples, No. 1, are quoted at $3.75 per barrel; No. 2, $3.25; Russet, No. 1, $3.75; No. 2, $3.25; Spy, No. 1, $4.25; No. 2, $3.75. Red globe onions have advanced 25 cents and are sold at $3.50 per bag.

* * *

This week saw the first arrivals of eels, which are quoted at $7 per barrel. Trout is worth $13 per barrel and cod fish $6 for No. 1 and $5.50 for No. 2. Fresh fish is very scarce on the market and merchants are having a hard time getting supplies.

* * *

Lard is firmer and prices have advanced slightly. Business is reported brisk for the season of the year. Quotations are 14½c for small and from 13½c to 14c for large.

NEWFOUNDLAND NOTES.

J. J. St. John, the Duckworth Street merchant, St. Johns, is making some fine adittions to his store. It will be, when finished, one of the best in the city.

* * *

Job Bros.' retail store is a busy place these days. The large amount of goods this firm handle is daily increasing. Under the guiding hand of J. Rendell, this business has rapidly forged ahead until it is now one of the biggest in the city.

* * *

J. D. Ryan has received a large shipment from Jacob & Co., the Dublin biscuit manufacturers. Mr. Ryan is one of the largest contributors to the exchequer of the country, his payments to the customs being larger than any other one house. He has the agency for some of the finest goods on the market and his stores are stocked with the very best. Mr. Ryan is a man whose word is worth one hundred cents to the dollar, and no man needs his note.

* * *

Baird, Gordon & Co., one of our progressive firms of fish exporters, are operating a large freezing plant for bait for their customers along the shore. They have over 50,000 squid in the freezer at present, and when bait is scarce, there is no telling the value these frozen squid will be to this firm's customers.

Cods' tongues, a very dainty morsel, are receiving a good deal of attention at Baird, Gordon & Co.'s freezer. If they can be shipped away in ice blocks the firm has a standing offer from New York to ship all they can get. One has to try a Newfoundland cod tongue well fried to realize what they are like.

* * *

The Reid Newfoundland Co. are advertising cheap excursions to all parts of Canada, good for thirty days.

The Royal Stores are doing an immense business. This is one of our most up-to-date firms. The grocery department, under Mr. Smith's management, is a model. The display side of it is very well looked after.

* * *

Frank McNamara, one of our young wholesale merchants, has worked up a wonderful business in a short time, showing conclusively that a young man with energy, perseverance and attention to the wants of his trade, can, even in the face of the severe competition there is in this country, work up a big paying business. Mr. McNamara is one of those who believe in keeping in stock the goods his customers call for. He is also a firm believer in the merchant knowing what he wants when he sends his order in. His agencies are among the best, both American and Canadian. Mr. McNamara takes a trip away every year and thus keeps up with the times.

* * *

E. J. Horwood has received a large shipment of new produce and vegetables from the New York and Philadelphia markets.

* * *

Thos. Smyth Co. are advertising a special line of Canadian cheese, spare ribs and fowls, also of fruits and vegetables. Incidentally, this company do a large tea business.

* * *

Geo. Neal, the wholesale groceryman, has rented Martin Bros.' old premises and will do a produce business, principally in P.E.I. produce. Mr. Neal has worked up an excellent business.

* * *

N. Coady has been making some alterations in his premises, which gives him much more room to meet the growing demands of his increasing business.

* * *

J. Urquhart has accepted the agency for Lynch Bros. & Dolan's biscuits. No better man could have it.

* * *

Steer Bros.' premises are busy these days. This firm are doing a large business in all their departments. They make a specialty of first-class goods.

* * *

Mrs. M. Summers, of Military Road, is adding quite a lot more space to her store and making some valuable improvements. Mrs. Summers carries a fine line of fancy groceries, candies and fruit.

THE BEAN SITUATION IN KENT

(By The Grocer's special correspondent.)

There have been no very recent developments in the bean situation in Kent county. The one certain fact is that a high price has been reached, with rather small deliveries. The question is, will the price decline?

First, as to the extent of the crop. Last year's crop was, in round figures, 900,000 bushels. This includes the entire bean-growing area of the province, comprised, for the most part, within the counties of Essex, Kent, Lambton, Middlesex and Elgin. Early indications were that a larger acreage this year had been devoted to beans, and estimates of a crop from 100,000 to 600,000 bushels in excess of last year were freely hazarded. The big frost of July 2nd changed the entire aspect of affairs, however. Though the tales of universal and irredeemable disaster at first sent out were not justified, the bean crop was badly hit, and, after deducting the loss by frost, in some cases complete, in others partial, and after allowing for replanted beans coming to maturity, the crop of 1907 will total approximately 80 per cent of the crop of 1906, or, a little over 700,000 bushels.

Local dealers have been buying one-pound pickers at $1.60, with comparatively small deliveries.

In Detroit, cash beans, delivered this month, are $2.15 for choice hand-picked. But it is pointed out as significant that for November beans of the same grade the price quoted in $1.95, for December $1.89, and for January $1.88. Evidently the Michigan people think the price of beans will go down. The high price now is for immediate delivery. The Detroit prices are on beans that cost ten cents per bushel more to pick than Canadian picked beans, as they are picked so much more closely. They have also to be put up in cotton grain bags, and delivered in Detroit. The expense in Detroit for inspection, commission, etc., is about 5c per bushel, which, of course, reduces the price very largely to the farmers of Michigan.

But, while there may be a drop in price, there is little prospect that beans will go very low this year. The price quoted here, $1.60 for one-pound pickers, is a very fair one, and the dealers have no intention and apparently no desire to carry a very heavy stock at this figure. So far as can be judged, old beans have been pretty well picked up. A few are still held by the farmers, in hopes of the price going still higher, and there is little doubt that the same hope is actuating the farming community in holding the major portion of their 1907 crop. In fact, there is one man who has not only his 1906 crop, but likewise that of 1905, stored, together with his crop of this year, making a total of about 2,000 bushels, altogether. Dealers state, however, that they would hesitate very much to dabble in beans three years of age, in view of the prospect of a depreciation in quality, and consequently in value.

While it would be unwise to attempt to make a positive forecast at present, the general opinion is that, though beans may go a little higher yet, they will ultimately, and in the early future, fall below the present price. The fact that other crops, for which extra high prices were quoted, have already taken a slight downward trend, tends to confirm this expectation. Last spring there was, indeed, a prophecy that beans would jump to $2 this fall. If they do so, however, it will be a case where the unexpected comes to pass.

JOBBER VS. MANUFACTURER—WHICH IS RIGHT? SUBSTITUTION THE DESTRUCTION OF TRADE

The manufacturers of goods for the grocery trade more and more each year are going direct to the retailer with their wares, and more and more are ignoring the jobber. In the first place, there always have been jobbers who refused absolutely to have anything to do with goods which are not staple, or for which there is not a wide demand. Secondly, in recent years a great many jobbers have been going into manufacturing more or less extensively on their own account, or at least are having certain kinds of goods put up under their private labels.

The manufacturer points out that he was compelled to go direct to the retailer in the first place, because of the jobbers' refusal to handle his goods. He advertises and pushes his goods by various devices and in time builds up a direct business with the large retailers, on whom principally he concentrates his energies. By and by a demand for his goods begins to reach the small retailer.

Constant Fighting.

Partially, in retaliation, the jobbers a number of years ago, began to enter the manufacturing business on their own account. More and more they are coming to have brands of their own of many kinds of goods and with which they are seeking entirely to supplant other manufacturers' brands. Within the last few years, jobbers' associations have been formed all over the country, having for their principal purpose the destruction of the manufacturer who persists in selling direct to the retailer after his goods have acquired a foothold sufficient for the jobber to want to handle them. A few of them may be said to co-operate with the manufacturer, rather than antagonize him, giving their customers a free choice between their own brands and other manufacturers' goods.

Others will attempt persistently to have the retailer take the private brands instead of the goods he desires. Still others will substitute their own brands for goods which have been ordered, or, if they do not wish to go quite that length, will make the substitution of other goods than their own, which they have been carrying. This applies to orders received through their own salesmen. There are a few jobbers who do not give orders received from manufacturers' salesmen even this consideration. It is their practice to accept many of these orders which they have no intention of filling. They place the orders on file, beyond that utterly ignoring them, offering no explanation in any direction. The retailer, waiting patiently for his goods, feels that in some way the manufacturer is to blame.

Jobbers Losing Ground.

We believe the jobber who refuses to handle goods in any way until an unusual demand for them has been created, —perhaps not then—is losing ground. The retailer is practically forced to handle goods for which the manufacturer may have created a demand in his territory, and if he cannot get them through one jobber, he will go to another, no matter how close his own jobber may be to him. The minute a retailer does this, he begins to divide his trade —he has "broken the ice" of trading exclusively with one jobber or set of jobbers, and no one can tell of whom he will be buying goods in another year. It has been demonstrated to us repeatedly that the jobber who will handle or ship any goods for which there is a demand, even though he may have private brands of his own, stands much closer to the retail trade than the house which constantly tries to substitute private brands and refuses to handle any manufacturers' goods until practically compelled to do so.

A factor in the situation which cannot be ignored is the influence of this specialty or manufacturer's salesman, hundreds of whom all over the country constantly are lending their efforts in behalf of these jobbers who will ship any goods desired and against those who attempt to substitute. What the outcome of the entire situation will be is difficult to predict, although the present tendencies are plain enough—the jobber so far as he is able, is becoming a manufacturer; the manufacturer, on the other hand, is forced by the attitude of the jobber to become more and more a jobber of his own goods.

The establishment of a [illegible] jobbing business is a retaliatory measure which the manufacturer has not attempted yet, but which presents itself as a somewhat remote possibility.

LESSONS FROM THE WEST.

The Experiences of 1907 Will Be Invaluable in Years to Come.

The manager of one of the largest manufacturing companies in Winnipeg, writing to a friend in the East recently, expressed the opinion that the valuable experience gained by the conditions prevailing this year more than offset the difficulties and reversions with which the West has had to contend. He said also:

'I might say, in connection with the West that, we Western people, feel somewhat chagrined at the unfavorable reports, which, from time to time, have gone East relative to the conditions of the West. When the events of the year 1907 are taken into consideration; namely, the snow blockade, causing untold loss in the delay of deliveries of merchandise, along with the cold and backward season, as well as the large undertakings that were in course of construction, and also the unusual stringency in financial circles, we feel that all branches of trade have shown great resource and persistency in tiding over these difficulties.

"Notwithstanding all these reports, and the fact that our cereals will grade very much lower this year than last, the prices that we will obtain for these lower grades will be greater than those which we obtained for the highest grades in the year 1906.

"While collections have been exceptionally slow, and unusual renewing of paper the result, I am pleased to say, that this condition is easing considerably, and anticipate a general cleaning up of all outstanding liabilities as soon as threshing is complete, and wheat movement becomes general.

"Our experience has not been without its lessons, in view of the fact that a halt has been called on a great many 'wildcat' speculative propositions. Merchants also have been taught the lesson that those engaged in mercantile pursuits have no licence to speculate in real estate on margins, and the greatest lesson is that the retail merchants through pressure being brought to bear upon them by the wholesale houses are insisting on payment of old accounts as well as recent indebtedness on the part of the farmer, so as to enable them to reduce to a mimimum their liabilities with the jobber.

"While not wishing to be too optimistic, I feel that the results of 1907 will be looked back upon as a general stock-taking on the part of all the inhabitants of this Western country, and the experience gained will stand us in good stead for many years to come."

INSURANCE COMPANIES ORGANIZE.

The two insurance companies which have been organized to do business with the Canadian Manufacturers' Association, are now in a position to issue policies. These companies, which are mutual organizations, are called the Eastern Company and the Western Company, respectively.

The following appointments have been made:

Eastern Canada Company—Head office rooms, 10½ Board of Trade building, Montreal; Col. J. H. Burland, President; R. R. Samuel, Secretary.

Central Canada Company—Head office rooms, 628-632 Traders' Bank building, Toronto. Mr. P. H. Burton, President; B. L. Anderson, Secretary.

Mr. Wiliam Lauder, for some time secretary of the Sprinkler Department of the Canadian Fire Underwriters' Association, and presently engaged as chief inspector of the New York Underwriters' Agency, Toronto, has been engaged as automatic sprinkler expert and inspector, and will commence his new duties at the earliest possible moment.

Mr. E. P. Heaton, the manager of the Insurance Department of the Canadian Manufacturers' Association, has been elected to represent them on the Board of Directors of both companies. Mr. Heaton will continue to occupy the position he has filled during the past three years.

NEW WAREHOUSE AT MONCTON.

Grass & Dawson, Moncton, N.B., are erecting an up-to-date, commodious warehouse, of brick and concrete construction, at the rear of their present premises on Main Street. The warehouse is constructed on a siding of the I.C.R. and will, when completed, give ample room for the handling of the firm's growing trade.

CONDITIONS UNDER WHICH CANADA MAY CONTROL THE ENGLISH BACON MARKET

An Interview With W. H. Barnes, Head of the Canadian Packing Company in London, England.

W. H. Barnes, of London, England, head of the Canadian Packing Company, was in London, Ontario, this week. Mr. Barnes has for some weeks been looking into the conditions and possibilities of the provision trade in Canada, and has been in touch with large farmers, hog and cattle raisers, and the leading cheese-makers. In the course of an interview with The Canadian Grocer, he said:

"From a thorough study of conditions in Canada, I am persuaded that there will be a sharp rise before long in the prices of all cereals and foodstuffs. Beef will reach a figure never known before, and the cities will feel the pinch severely. My idea of it is that there has been too much of a rush to the cities and towns, and that the solution can only come through a return to the farm, the foundation of Canada's trade and prosperity."

Mr. Barnes has been looking into business possibilities in the interests of his company. His conclusion is that hog prices are too high, and that Canadian packers as a body could not possibly exist were it not for the home trade. To develop this home trade is therefore desirable, and Mr. Barnes states that the Canadian Packing Co. have under consideration the establishing of branch stores throughout the principal cities and towns of Ontario, where their products will be handled. The success which has attended their store in London, Ont. has been one influence in determining upon this step. The company also intend making some alterations to their factory, but will not enlarge their refrigerating plant until after the winter.

"It was due to the efforts of Sir John Carling that we were induced to settle here fifteen years ago," said Mr. Barnes. "We were offered various inducements to settle elsewhere, but declined all these and settled in London, where we have the advantages of both railways. We have lately extended our business to Port Huron, where we are doing a business of from 1,000 to 1,500 hogs weekly for purely local trade. This is our first American factory.

The Old Country Market.

"I am afraid that Canada will never control the English bacon market under present conditions," he continued. "Last week this country killed 29,000 hogs for export, Denmark killed 42,000, and Ireland 3,000. The Danish and Irish bacon will be on the London market fourteen days after the killing, the Canadian requires six weeks. The result is that we have to figure on a market six weeks away. If Canada wants to obtain the reins of the bacon market in England, the example of the cheese men will have to be followed, and the market studied. Breed the class of hogs demanded in the British market. The present system of buying is erratic. It doesn't give the farmer any idea of what the English merchants want, and the same price is paid alike for good and bad."

Mr. Barnes states that the weight of hog required is from 160 to 200 pounds, and that it would mean much to the trade if the farmers would breed this class of hog. He, however, believes that the price of foodstuffs is in part responsible for the light weights, and advises the growing of more foodstuff on the farms. "When the farmers recognize the importance of growing hogs to the correct weight, they will have more money in their pocket," was his view of the situation.

Government Inspection.

Mr. Barnes is a thorough believer in government inspection of cattle as a safeguard against tuberculosis and allied diseases, but hopes the government will protect the packers against arbitrary inspectors.

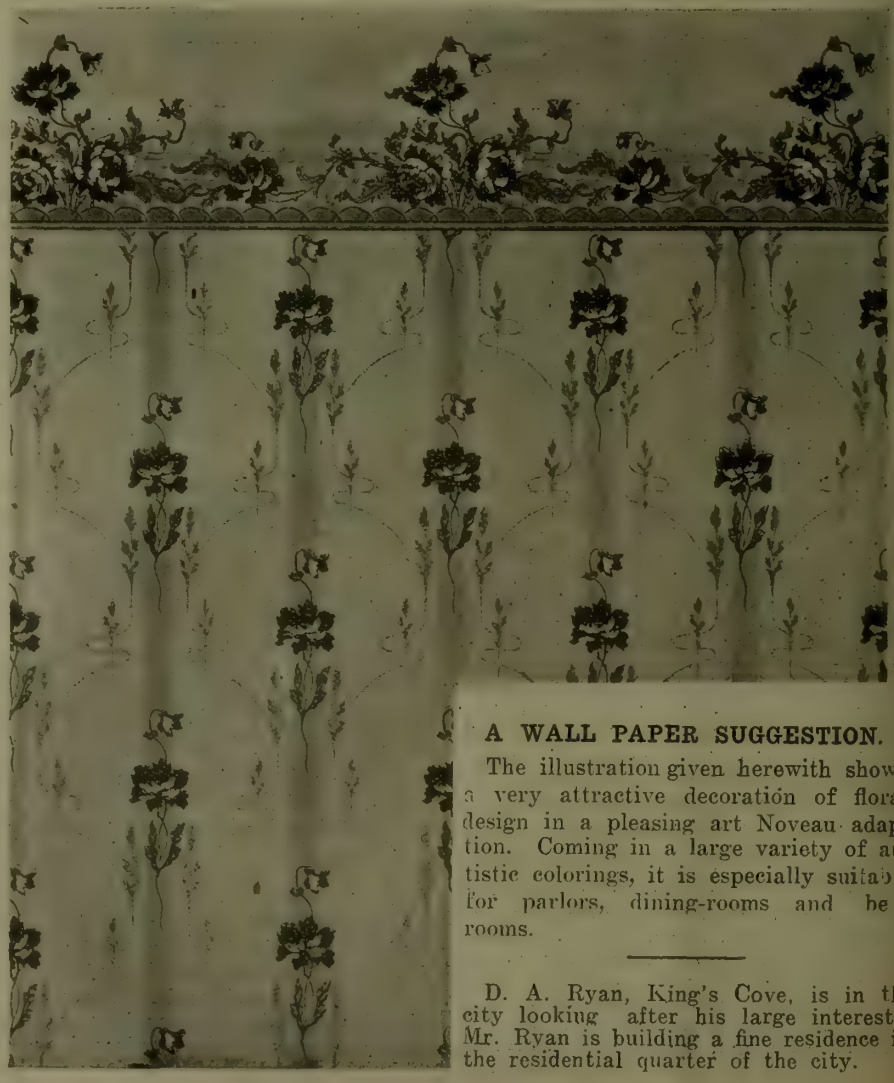
While in Canada, Mr. Barnes has made arrangements to handle Canadian cheese in large quantities. Fifteen years ago, he says, the London representatives of his firm represented the famous Allengrove cheese combination, controlled by D. McPherson, of Lancaster, Ont., and handled 3,000 boxes weekly. Mr. McPherson is now chief inspector of dairy products and has given Mr. Barnes introductions to various large cheese firms whose products the Canadian Packing Co. will handle.

GOLD MEDAL FOR SOAP CO.

The Standard Soap Co., Ltd., Calgary, Alberta, manufacturers of Golden West Soap, were successful in obtaining the gold medal at the New Westminster Fair, for the best display and quality of their various products. This is the second year in succession that they have obtained the highest award at British Columbia's annual fair, and is evidence of the rapid progress that this company has made in the west. Considering that their factory has been in operation less than two years, their success is remarkable. Apart from their laundry soaps they have now a very large toilet soap business, comprising over 30 different varieties.

The Standard Brokerage Co., Ltd., Vancouver, B.C., have the agency for this company in British Columbia.

W. S. Laflamme, of Rose & Laflamme, Montreal, is receiving the sympathy of his many friends in the trade on the loss of his father, who died in Morrisburg. Mr. Laflamme returned from the funeral early this week.



A WALL PAPER SUGGESTION.

The illustration given herewith shows a very attractive decoration of floral design in a pleasing art Noveau adaption. Coming in a large variety of artistic colorings, it is especially suitable for parlors, dining-rooms and bed-rooms.

D. A. Ryan, King's Cove, is in the city looking after his large interests. Mr. Ryan is building a fine residence in the residential quarter of the city.

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MERIT OR POLITICAL PULL.

The postmastership of Toronto is still vacant, and there is a scramble among politicians for the place. It has hitherto been given as a reward for political service, and under Sir William Mulock and some of the present permanent officials, the post office has been used to a more or less extent as a political machine. The consequence is that the entire service is in a most inefficient state which will tax all the energies of the present Postmaster-General to put in a satisfactory condition.

Business men who have influence with the Government should urge that this appointment should go as a promotion to some of the permanent officials and not to a politician. The United States Postmaster-General has recently set an excellent example in this respect, and he had harder prejudices to overcome than the Postmaster-General of Canada will have. In the States nearly all public appointments are given as the reward for political service, and when a change of Government takes place, it is followed by a complete reorganization of the entire public service. The New York postmastership is one of the most important in the world, has large salary and perquisites, yet it has been given to one of the permanent officials, a man who began in the post office as a postman over thirty years ago.

The efficiency of the service demands that a similar policy should be followed in Toronto. There are, no doubt, many young men among even the postmen who could fill the position with greater success than any politician who can be appointed. The efficiency of the service demands some plan of steady promotion of deserving men, the men who do their work better than their fellows. If a country postmaster or a postman show ability, they should be given the first vacancies in the higher ranks, In this way a young man may begin in a country store post office and rise step by step to be postmaster in one of the big cities and end as Deputy or even Postmaster-General. This is the right system, and when it comes we will have a much more efficient service.

CASH VS. CREDIT.

Our correspondent in Ingersoll recently wrote us as follows:

"The question of cash versus credit, which has already been touched upon by some Grocer correspondents, is one of long standing, and a difficult one to solve. Many an assignment has been traceable to the credit system, and, on the other hand, many a success is attributable to the same system. As to the practicability of the strictly cash system, this is undoubtedly governed by the local conditions and the line of business. Observation very often reveals a singular fact in this connection—that some merchants will make a success out of a strictly cash trade where others would fail on the credit basis. The judgment of the merchant, to my mind, must be regarded as being an important factor. He should study his customers closely and guard against large accounts.

"It is surely better business to refuse a customer and have the goods on the shelf, than to take chances when one is dubious and eventually be the loser. Merchants are in business for their living, not their health, and when they are satisfied that a customer belongs to the "no pay" ranks, they should have backbone enough to refuse him. But to take up the question of an entirely cash business. This is probably more applicable to the dry goods and other lines than it is to the grocery business. Groceries are everyday necessities, and, owing to the irregularity with which orders are sometimes given, it would be almost impossible to insist upon the cash every time. The telephone is also a great business-getter, for the grocer, which is another reason why the dealer cannot insist on having the cash. It may be an entirely new customer at the 'phone, about whom the grocer knows nothing. The money, he is told will be sent in during the day, and not later than Saturday night. What can the grocer do but take a chance on getting his money, and, in the meantime, make enquiries. In the small towns, especially, I agree with the Pembroke correspondent that it is impossible to insist upon the cash system. Many dealers are paid every week or every two weeks; occasionally only once a month, and they regard this system in much the same light as cash. It is cash to them so long as they know they will not lose.

"Financing in the average home nowadays, is no easy problem. There are times with most people when funds are low, and to be refused an order simply because they could not pay at the time, would likely have a disastrous effect on the dealer. What the dealers need is plenty of judgment and the inclination and ability to ascertain the responsibility of the persons to whom credit is given. In many lines of business where the sales run into a large amount and the articles purchased are luxuries, there is no reason why the cash should not be forthcoming, as they should not be purchased unless the buyer is prepared to pay for them, but with groceries, which comprise the staples of life, it is vastly different."

NEEDLESS KNOCKING.

Western Canada has had to stand much needless and senseless knocking during the last six months, and the fact that it has survived this experience with so little hurt is the best proof of its stability. It is now possible to estimate the real situation, with a fair degree of accuracy, and everyone knows now that there is no reason for alarm. The crop is smaller than last year, but it is worth quite as much money, while the expense of handling it is much smaller than last year. Moreover, being a small crop, it can be handled promptly by the railways, and the farmer wil get his money with very little delay. This has been an unfavorable year the world over, but in spite of adverse circumstances, the West has come through it remarkably well.

The knockers were wrong, but they did their utmost to make trouble. Surely the experience of this year will go a long way towards discounting their pessimism in years to come.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Beans—Advanced.
Coffees—Firmer.
Dairy Produce—Higher.

Montreal, Oct. 24. 1907.

Fall trade is becoming quite brisk as the holiday season approaches, and from now on wholesalers expect to be kept pretty busy shipping orders of goods required for the Christmas trade and New Year trade. The jobbers are handicapped in their efforts to please retail customers to a great extent by the fact that many lines which are imported are late in arriving. They are doing the best they can, however. Suger is unchanged at last week's prices, demand being good. Refiners do not anticipate any price changes at the time of writing. Teas are exceedingly firm, and holders feel that they have good value in any teas they possess, even though they be of the cheapest quality—and few cheap lines are obtainable to-day at good buying prices. Canned goods are moving from packer to wholesaler, and thence to the retail man. Corn, peas and tomatoes, first shipments, have been received. Syrups are selling freely. Molasses is quiet. Valencia raisins are firm, while Californias are somewhat easier, as packers on the Coast realize that they must lower quotations a little if they are to get any share in this year's trade. Valencia raisins are so much cheaper than the American that everybody is buying them in preference. New York has this year bought four times as many boxes of Valencias as in former seasons, just because California raisins are too high. Nuts are steady. Beans continue to advance and very high prices rule to-day. Coffees are firmer. Spices continue easy. Dairy produce is still advancing, with the exception, perhaps, of cheese, which is steady.

Payments are average to good.

SUGAR—There has been a steady consumptive demand for sugar at unchanged prices. It does not appear at the moment as though there would be any change one way or the other in prices.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 45
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Corn syrups are in good demand, prices remaining steady. Molasses is unchanged.

Barbadoes, in puncheons	0 27	0 32
" " fancy	0 32½	0 33½
" " extra fancy		0 35
" in barrels	0 31½	0 33½
" in half-barrels		0 34
New Orleans	0 22	0 25
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Teas continue very strong and scarce. Japans are firmer than they have yet been, and lower grades are not obtainable in many instances, even at high prices. The market in London seems to be firm also, as teas on which bids were made from Montreal at certain prices, were advanced before actual sale. According to figures received in Montreal exports of tea from Japan up to Sept. 30 this year amount to 20,705,084 pounds, against 19,421,340 pounds for the same period last year. This increase does not necessarily mean that shipments from Japan this year will be more than last, because while a year ago considerable stocks were held. This season everything is being shipped out of the country.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 20	0 22
Common	0 19	0 20
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20½
India—Pekoe Souchongs	0 16½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—On the primary markets coffees are up from 3 to 5 cents a pound. Locally the markets are firm, but so far there has been no change in price.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio. No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS AND NUTS—The markets are firm as a whole. First shipments of this year's Valencia raisins continue to arrive and are of excellent quality. Some dealers are expecting to do a good trade in Malaga raisins. Currants are slightly easier this week. The Jacona, the second direct Mediterranean vessel, laden with 550 tons of currants, has left Cadiz, her last port of call, and is due here Nov. 10. The total shipments of currants to all points from Greece this year up to Oct. 1 amount to 47,984 tons, as against 49,465 tons for the same period last year. A decrease of 1,481 tons. Total shipments of currants direct to Canada up to Oct. 1st. amount to 1,710 tons, as against 1,476 tons for same period last year, an increase of 234 tons. A feature of this years' trade in dried fruits is the increase in the amount of Valencia raisins shipped to New York. Last year there were between 25,000 and 30,000 boxes shipped to that market, as against over 100,000 boxes so far this year. The cause of this is the big increase in prices asked by the packers for California raisins, despite the reports of an abundant crop. There has been a slight drop in Californias, which are now quoted at 8c. for fancy, and 7¾c. for choice Coast prices.

Walnuts are very late, there will probably be none in New York for Thanksgiving, while locally they will be very late for holiday trade. Tarragona almonds are back to old prices, having fully recovered from their recent drop. Owing to their inability to raise money for buying purposes, some California houses are at a loss to fill orders for prunes, which were booked months ago.

Currants—		
Filiatras, uncleaned, barrels	0 07¼	0 08
Fine Filiatras, per lb., in cases		0 07½
" " cleaned		0 07½
" " in 1-lb cartons		0 08
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown		0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 06½
Selected, per lb		0 07
Layers, "		0 07½
Dates—		
Hallowees, per lb		0 04
Sairs, per lb	0 03	0 03½
Packages "	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs		013
Choice seeded, 1-lb. pkgs	0 12	0 13
Loose muscatels 3 crown	0 10½	0 10½
" " 4 crown	0 11½	0 11

Prunes—	per lb.	
30-40s		
40-50s		
50-60s	0 08½	0 09
60-70s		0 08½
70-80s		0 07½
80-90s		0 07½
90-100s		0 06½
Oregon prunes (Italian style), 40-50s		0 07
" " 50-60s		0 07½
Oregon prunes (French style), 60-70s		0 07
" " 90-100s		0 06½
" " 100-120s	0 05	0 04½

SPICES—The spice market continues low in price generally. Nutmegs are unchanged. Peppers are easy. Gingers are firming up slightly. Manufacturers report trade fairly brisk and jobbers are doing about an average business.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 13
Nutmegs	0 30	0 55

EVAPORATED APPLES—The market continues firm at the old price.

Evaporated apples	0 10	0 10½

RICE AND TAPIOCA—Rice is selling in usual quantities, and no change in the situation is looked for in the near fu-

ture. Tapioca stocks held locally are slight, and receipts are not at all heavy. Prices for futures are a little easier, but it would seem that the bottom figure has not been reached.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 7½ 0 08

BEANS—The scarcity of beans is more marked than ever, and further advances have taken place, as will be seen in quotations. Some dealers report offers of stock, but high prices are asked in every case. One packing house has shut down on all orders for canned beans. Soup peas are very strong.

Choice prime beans	2 10 2 25
Soup peas, whole, bag 2 bushel	2 50 2 60

MAPLE PRODUCTS—The market is featureless, and prices are unchanged.

Pure maple syrup, bulk, per lb	0 06½ 0 07
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08 0 08½
Beauce County per lb	0 09 0 09½

CANNED GOODS

MONTREAL—First shipments of corn, peas, and tomatoes are being received by local wholesalers, who are in turn sending them to their customers. Canned goods lines, generally, are quiet, and after new goods have been entirely delivered, interest in this market will not be great.

TORONTO—Demand is strong for all lines, but the exact percentage of delivery on orders which will be made by the canners, cannot at present be determined. Prices on catsup are not yet announced.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 20	1 17½
" preserved, 3's	1 42½	1 40
" standard gal	3 27½	3 25
" preserved, gal	3 97½	3 95
Blueberries—		
2's, standard	1 17½	1 15
2's, preserved	1 67½	1 65
Gals., standard	5 17½	5 15
Grapes—		
2's Preserved	1 52½	1 50
Gals. Standard	3 77½	3 75
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted	....	8 90
" " not pitted	....	7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack	....	7 65
Gals., red, standard	....	5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard	....	5 90
Gals. " solid pack	....	8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard	....	6 75
Gals., solid pack	....	8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75
Peaches—		
1½'s, yellow (flats)	2 17½	2 15
2's, yellow	2 37½	2 35
2½'s, yellow	3 27½	3 25
3's, yellow	3 62½	3 60
3's, yellow (whole)	3 02½	3 00
2's, white	2 32½	2 30
2½'s, white	3 22½	3 20
3's, white	3 57½	3 55
3's, pie peeled	2 2½	2 00
3's, not peeled	1 77½	1 75
Gal., pie, peeled	7 52½	7 52
Gal., pie, not peeled	5 52½	5 50
Pears—		
2's, Flemish Beauty	1 92½	1 90
2½'s, Flemish Beauty	2 27½	2 25
3's, Flemish Beauty	2 42½	2 40
2's, Bartlett	2 12½	2 10
2½'s, Bartlett	2 47½	2 45
3's, Bartlett	2 52½	2 60
3's, pie	1 77½	1 45
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 77½	3 75
2's, light syrup's	....	1 45
3's, " "	....	1 95
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 09
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated	....	2 60
Singapore, 1½'s, sliced	....	1 50
" 2½'s, whole	....	2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 55
3's, heavy syrup	1 97½	1 50
Gal., standard	3 57½	3 79
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 54½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12½	2 10
2's, H. S.	2 2 ½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Raspberries, Black—		
2's, black, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's " preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50
VEGETABLE		
Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red	....	1 10
2's, whole, " "	....	1 00
3's, sliced, " "	....	1 35
3's, whole, " "	....	1 25
Beans—		
Fancy brands	1 32½	1 30
2's, golden wax	0 92½	0 90
3's " "	1 37½	1 35
Gals. " "	4 02½	4 00
2's, refugee or valentine (green)	0 92½	0 90
2's, crystal wax	1 02½	1 00
Red kidney, 2's	1 07½	1 05
Lima 2's	1 32½	1 30
Corn—		
2's	0 97½	0 95
Gal., on cob	....	4 90
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Turnips—		
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Succotash—		
2's	1 27½	1 25
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 07½	1 05
2's, standard	0 92½	0 90
2's, early June	1 02½	1 00
2's, sweet wrinkled	1 07½	1 05
2's extra fine sifted	1 37½	1 35
Gals., No. 4	3 72½	3 70
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 07½	1 05
3's, all kinds	1 27½	1 25
Gals., all kinds	3 77½	3 75

ONTARIO MARKETS.

POINTERS—
All prices firm and high.
Canadian Fruit—About exhausted.
Grapes—Frost damaged.
Teas—Very low stocks.
Sugar—Steady.

Toronto, Oct. 25, 1907.

The wholesale grocery markets are less active this week, due partly to the fact that the present time is a between-seasons period for many lines, and partly because not only these lines, but most others, are harder to find than the Lost Chord. Retailers are finding it difficult to get any article that they can offer to their customers without apologizing for the price that goes with it. Some of them have fairly heavy stocks, that have been bought at comparatively low prices, but these are the fortunate ones, and are not disposed to do much price-cutting under the circumstances.

"It is daily becoming more and more evident," said a well-posted merchant the other day, "that retailers, in their transactions, have been of two classes—speculators, who bought in excess of their needs, or conservatives, who did not buy at all and are now wishing they had. The jobber is naturally with the under dog and is straining every nerve to help out the unfortunate who failed to get under cover. It is an almost impossible task in most lines, and when the efforts buck up against prohibitive prices, the jobbers are generally reaching a decision that it may pay to wait a few weeks and see how the consumer will stand the prevailing quotations. If consumption ceases, holders of goods are likely to weaken."

All teas are in very small compass, and it is safe to say that no large stocks of any kind are held on this market. Coffee is quiet, the fluctuations in New York during the past week not having affected the situation here. Sugar is unchanged in price under a quiet demand. Syrups are moving out fairly well, the inquiry for molasses being about nominal Currant shipments from Greece to all points tup to Oct. 1st of this year show a decrease of nearly 1,500 tons from the similar period of 1906, though the exports to Canada alone show an increase of 234 tons for the same period. Walnut prices in New York are higher than they have been in years, the situation in that market being almost without a parallel, both by reason of the high prices, and because the outlook for early November shipments of new crop walnuts has never before been so unfavorable. Spices are dull and unchanged. The bean crop is coming in slowly, but a considerable proportion yet remains to be pulled, It is thought that the farmers are holding onto stocks with the view of keeping up the high prices and perhaps securing a further advance.

TEA—Nothing of particular moment has transpired during the week. A

plausible explanation of the recent advance on all grades of India and Ceylon teas from 8d per pound down, which has been puzzling the local market is embodied in a report from the controlling centre received early in the week, which says: "The gradually improving tone of the past few auctions has culminated in a sharp advance in prices for all descriptions up to 8d per pound, the activity being especially marked in medium teas, which have for so long been selling at a low figure. With the total deliveries continuing to show a falling off compared with last year, this movement at first sight does not appear easy to explain, but an examination of the statistical portion reveals the fact that for the nine months ending 30th September, the imports, in spite of the comparatively high market for common tea prevailing throughout, were some two and a half millions less than in 1906, while clearances were about one and a half million pounds smaller, thus indicating that supply has been hardly level with demand. As regards medium teas, the better enquiry has every justification for the average of Assams to date this season is nearly ½d per pound below last year. The future tendency of the market is, of course, largely dependent on the total Indian crop available for the United Kingdom, and if this proves to be about the same as last season, the present general basis of values seems justified." The same report goes on to say: "Board of Trade returns continue to record a satisfactory rate of deliveries for home consumption, although re-exports were some 1,500,000 pounds less than last year, the falling off being again chiefly on Russian account. It may be noted that, in spite of advices of a shortage of only two millions in Indian shipments to this country to 31st August, the actual deficiency landed here to the end of last month was over 6,000,000 pounds."

COFFEE—Coffee has fluctuated considerably on the New York market during the past week. On Wednesday of last week it dropped 5 points. The total sales on this day were 14,500 bags, the market closing easy. The day following options opened higher, May, June and July being up 10 points, and the other months gaining 5 points over the previous day's close. The market closed quiet with a business for the day of 15,250 bags. On Friday trading was slow, March and December showing most activity. The closing prices were unchanged on January, August and September, and down 5 points on all the other months. On Saturday the market broke badly, options opening with prices down 10 to 15 points, closing prices showing a decline of 5 points on March, April, October and November, and a drop of 10 points on the other months. The day's business was 23,000 bags.

The election to the Presidency of the State of Sao Paulo, Brazil, of Dr. Albuquerque Luis, the present Secretary of Finances, has met with general approval from the supporters of the coffee valorization scheme. Dr. Luis having been the prime mover and principal supporter of that movement in the state, of which he has been elected president. In selecting him for this high office, the people of Brazil have at the same time given a very clear indication of their own feelings in regard to the valorization. The other candidate was Dr. Campos Salles, a former president of Brazil, and a prominent man in the affairs of the country, and in electing Dr. Luis over the head of so formidable a competitor, the country has declared itself to be practically unanimously in favor of the valorization.

Willett & Gray, reviewing the situation say:

"The position of mild coffee is exceedingly strong. The price of Bogotas has advanced to 14 cents, and interior Javas to 20 cents. It is claimed by parties well informed that the present crops of mild coffees will yield much less than any of the previous crops of the past 20 years. This is certainly remarkable and fully confirms that apart from the Santos coffee districts, there has been a distinct decline in coffee production, instead of an increase, and without the occasional large Santos crops, like 1901-02 and 1906-07, the price of coffee would be on as high levels as during the 10 years from 1886 to 1896. The only place in the world where coffee culture keeps pace with consumption is in San Paulo, and it is in the interests of the coffee trade the world over that it is kept up, otherwise there would be nothing to stand in the way of coffee prices going up from double to treble of present figures.

"The trade continues buying cautiously from hand to mouth and assures a sound position thereby. Even with this careful buying the deliveries from the seaports to the interior for the first four months of the season will be considerably in excess of the same period last season."

SUGAR—Prices are still unchanged, with Acadia 10c below the average basis. There is a quiet and even demand for refined, but not such as to cause any immediate likelihood of a change. A fair demand is reported throughout the States, but business is on a purely hand-to-mouth basis, actual consumption being largely met by withdrawals under old contracts. The same report states that important revisions of the selling methods have been made in the Western States.

"Up to the present," it says, "the selling value of beet granulated refined has been considered as from 10c per 100 lbs. to 30c per 100 lbs. below the selling value of cane granulated, although such a large difference as 20c to 30c has been known not to exist in intrinsic merits. The present crop of beet granulated will, therefore, be sold at Kansas City and eastward at a difference of 10c per 100 lbs. below the basis of the American Sugar Refining Co.'s selling basis at New York. For Denver and westward, where prices are governed by San Francisco quotations, the difference is now 20c per 100 lbs. for beet granulated below cane granulated, and subject to variations."

Willett & Gray, reviewing the situation in raws, said of the week ending Oct. 14:

"Local markets and conditions are ignored for the moment and all attention is directed to the European sugar markets as influenced by the maturing beet crops.

"The week opened with beet sugar at 9s. 8½d., declining to 9s. 4½d. at the close with contracts quoted at 9s. 3¾d. for November, 9s. 4d. for October-December, 9s. 6¾d. for January-March, and 9s. 8d. for May. The latter are at or near the low point at which purchases would seem advisable. The decline noted is the direct result of the very favorable weather for maturing the crops and in anticipation of a quite full crop estimate by Mr. F. O. Licht now due."

This estimate is now to hand, but does not come up to the expectations of the report just given. It places the outturn at 6,580,000 tons, which is 130,000 tons less than the actual outturn of last year. The principal decrease is said to be in Russia.

Paris lumps in 50-lb. boxes		5 15
" in 100-lb. "	4 85	5 05
St. Lawrence granulated, barrels	4 50	
Redpath's granulated	4 50	
Acadia granulated	4 45	
Berlin granulated	4 40	
Phoenix	4 45	
Bright coffee	4 40	
No. 3 yellow	4 30	
No. 2 "	4 20	
No. 1 "	4 10	

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—A moderate demand is reported for syrups, prices being unchanged and apparently steady. Molasses is quiet, under light demand.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

DRIED FRUITS—The Jacoma is expected in Montreal about Nov. 10 with a full cargo of Mediterranean fruits, of which over 500 tons are reported to be currants. A report on the New Persian date crop is just to hand. It says:

"The critical period of the crop is always just at the time when it is ripening, which is the later part of August, and early in September. This year the weather was exceedingly hot, which is very favorable, and the dates, therefore, are fully matured and of excellent quality. The crop of Halowis, however, is acknowledged to be 50 per cent. smaller than last season; our agent advising in one of his recent letters that in some groves there were practically no Hallowis obtainable. The crop of Khadrawis is also smaller than last year. Sayers are about the same. The heavy demand for the better grades of dates, and the shortness of the crop, have forced prices this year considerably above those of last season, and naturally people must be prepared for a higher range of prices on dates, especially Hallowis, this season. This, however, will be more than offset by the great improvement in the quality. Our agents state that the fards will be of excellent quality, and the crop conditions have all been favorable."

Opening prices on new crop Persian dates to arrive in New York some time this week, have been fixed at 5½c on Standard Hallowsss, 4¾c for Khadrawees, and 4½c for Sairs. The comparative figures for last year on the same brands were considerably lower, quotations being 4⅜c to 4¾c on Hallowees,

and 4¼c to 4⅝c on Khadrawees, and 4½c on Sairs.

	Per case
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
25 " " ¼ " "	2 [illegible]
Barrels	0 03½
Half Barrels	0 03⅝
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 2 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

Prunes, Santa Clara—

Per lb		Per lb.	
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—

Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		

Figs—

Elemes, per lb	0 08 0 15
Tapnets, "	0 03½ 0 03½
Bag Figs	0 04½ 0 05

Currants—

Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—

Sultana	0 12½0 1b
" Fancy	
" Extra fancy	

Valencias, selected old	0 05
Valencias, new	0 07½ 0 08
Australian	0 08½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz. packets, choice	0 11
" 12 oz. " "	0 09

Dates—

Hallowees	0 05	Fards choicest	0 09
Sairs	0 04	" choice	0 08½
Domestic evaporated apples	0 09	0 09½	

NUTS—The walnut situation is rapidly assuming an acute stage. Importers are agreed in saying that it is unprecedented. Walnuts in the shell are higher than they have been in years, and the prospects for new crop walnuts for early November shipments from abroad have not been so unfavorable in the last ten years. Some idea of the extraordinary strength of the market may be gathered from the fact that one lot of 500 bags of Cornes walnuts changed hands on the New York market recently four times in ten days, each seller netting a profit of from ¼c to ½c. The last sale brought 11½c.

"In cables from France," says a report, "walnuts there withdrew offerings for first half of November shipment on Marbots, Grenobles and Cornes walnuts. One advice stated that shippers in some instances have sold short, and others are finding it difficult to secure stock from growers at some advance over the early opening basis. The local interest in new crop nuts is centered in the first shipments of Naples, and some goods now in transit and due are meeting sale at 14c laid down in New York."

Importers in New York have not as yet made any prices on Grenoble walnuts to arrive.

Almonds, Tarragona, per lb	0 15
" Formigetta	6 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—The market is featureless and unchanged. Prices remain as last week, but there is only a nominal business passing.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cinnamon	0 35
Nutmeg	0 30 0 75
Cloves, whole	0 30 0 50
Cream of tartar	0 19 0 25
Allspice	0 20 0 22
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 60
" ground	0 25 0 50

RICE AND TAPIOCA—The Sieward Milling Company writes the following review of the rice situation from New Oreleans:

"With a continuance of good weather, threshing will shortly resume and become general. The crop has been greatly damaged in quality; how much in quantity we hope soon to ascertain, as we are making a close personal investigation of the entire belt. That there will be an immense amount of low grade and damaged rice offering shortly is a foregone conclusion, and with the restrictive demand and the tendency of the trade to use a better quality we anticipate lower prices in this direction. We are imbued with the fact, however, that choice rices will comamnd the attention and prove attractive to buyers at an advance over

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Oct. 24.

BUTTER—Market firm and higher prices expected.

CHEESE—Situation has not changed.

EGGS — Demand continues strong and market is steady.

PROVISIONS—Firm.

current quotations as soon as they verify and familiabize themselves with existing conditions. Japan rices are in scant supply, and the small amount of this grade planted will soon surprise the trade in general."

The local situation remains about as last week, with prices steady and unchanged.

	Per lb.
Rice, stand. B	0 03¾ 0 03¾
Rangoon	0 03¾ 0 03¾
Patna	0 05 0 06
Japan	0 06½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 08 0 08½
Carolina rice	0 10
Tapioca, medium pearl	0 08

EVAPORATED APPLES — Stocks appear to be on the increase, and the tone of the market is slightly easier. Sales have been made recently at 9c, while 9½c has been quoted frequently during the past week. It looks as though 10c is to be the top-notcher after all.

Evaporated apples	0 09½ 0 10

BEANS—The bean situation and prospects are outlined elsewhere in this issue, and may be taken as a fair and unprejudiced estimate of the probable outcome of the present crop. Prices, locally, are very firm, with an advancing tendency.

Beans, hand picked, per bush	2 00
" prime No. 1, "	1 85 2 [illegible]
" Lima, per lb	0 07

HIDES AND WOOL—No. 1 country calf skins are slightly easier. In other respects the situation and prices are unchanged.

Hides, inspected, cows and steers, No. 1	0 07½
" " " " No. 2	0 06½
Country hides, flat, per lb., cured	0 06 0 07
Calf skins, No. 1, city	0 12
" " No. 1, country	0 10 0 11
Lamb skins	0 65 0 75
Horse hides, No. 1	2 75 3 00
Rendered tallow, per lb	0 05½ 0 06½
Pulled wools, super, per lb	0 23
" " extra	0 25
Horse hair, per lb	0 30
Wool, unwashed	0 12 0 13
" washed	0 22 0 23
" rejections	0 16

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday Oct. 24, 1907.)

An active demand is reported for practically all lines of general groceries, excepting canned goods. The price of these latter is so high that orders are being cut in half and it is probable that although the jobbing houses have been unable to get the supplies they ordered, they will have enough of most lines to tave care of their trade.

The wheat crop is now beginning to move in considerable volume and the effect on collections is already being felt. High prices are saving the situation.

CANNED GOODS — Practically all lines of canned goods are now in stock, with the exception of gooseberries and gallon and 2-lb. apples. The high range of prices is killing the canned goods business and there is much dissatisfaction among all branches of the trade. We quote:

FRUITS.

	Group No. 1.	Group No. 2. & 3
Apples—		
3's standard, per doz	1 29½	1 27
gallons, per doz	3 47½	3 45
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58

Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 [illegible]
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 7½
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " "	1 80
" 3 " "	2 25
" 1 " tomato sauce, per case	2 25
2 " "	1 80
3 " "	2 25
1 " Chili "	2 25
2 " " "	1 90
3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 65
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's, "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¼'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	5 75

SUGAR—Quoted as follows :

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks.	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bats., each	2 25

COFFEE—Whole green Rio is now quoted at 9c, an advance of ¼c per lb. Roasted (whole) is quoted at 11½c, and ground roasted at 12½c.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails.,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

SALT—Prices are now quoted as follows, f.o.b., Port Arthur and Fort William :

Salt, 3's per bbl	2 50
" 5's "	2 40
" 7's "	2 35
" 10's "	2 30
" 20's "	2 20
" 50's cotton bags each	0 32
" 50's jute "	0 25
Ordinary fine in bbls., per bbl	1 10
" coarse "	1 10
Rock Salt, per ton	11 00

FOREIGN DRIED FRUITS—Trenor's valencia raisins are now being received in stock and this season's prices will be noted below. They are cheaper than last year, but owing to floods in Spain some advances are now occurring in primary markets. We quote :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 12½ 0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case	2 15
" " selects "	2 25
" " layers "	2 40
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 11
Nectarines, choice	0 16

PEELS—Quoted as follows :

Lemon	0 10½
Orange	0 11½
Citron	0 18½

EVAPORATED APPLES—The market is in an uncertain state. Old apples are selling at 10½c and a line of California apples is on the market at 9½c. At the prices which the evaporators in Ontario are asking the wholesale trade, the price for new fruit will have to be about 11½c to 12c per lb.

HONEY—Quoted as follows :

2½-lb. tins (1 ure) in cases of 24		9 50
5-lb. " "	12	9 25
10-lb. " "	6	9 25

BEANS—The price is advancing and wholesale houses are now quoting $2.15 to $2.25 for hand picked beans.

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	8 00
Sago, per lb	0 04½

BUTTER—Produce houses are paying 22c to 23c, Winnipeg, for No. 1 dairy, and 20c for No. 2. There is a good demand and prices will yet be higher. Creamery is selling to the retail trade at 28c to 30c per lb.

EGGS—Produce houses are paying 24c to 25c per doz., delivered in Winnipeg.

LOSSES IN GROCERIES.

Fire Underwriters Declare Wholesale Grocery Risks Unprofitable.

It is a moot question whether wholesale groceries make good risks. Many still contend that they do ,even in the face of the heavy losses that have occurred in this class during the last four years. Many prominent fire underwriters have pointed out that the premiums from this class of risk are not in proportion with recent losses, and in proof of this assertion submit the following startling list of the more expensive wholesale grocery fires from March, 1904 to September, 1907, compiled from the fire record of the Journal of Commerce:

Date, 1904. Assured and Location.	Est'd. Loss.
Mch. 19—Meyers & Freyer, of Gulfport, Miss.	$ 30,000
May 8—Burlbut Grocery Co., Denver, Col.	60,000
May 17—Lamont, Corliss & Co. 78 Hudson St., New York city	20,000
May 17—Love, Johnson & Co., Tacoma, Wash.	20,000
May 25—Hanley Bros. Co., Racine, Wis.	6,000
July 29—Eby-Blain Co., Toronto	48,000
Oct. 24—Durand & Casper Co., Chicago	244,000
Nov. 5—Shinkle, Wilson & Kosis Co., Cincinnati, Ohio	26,000
1905.	
Jan. 17—Welch & Eason, Charleston, S.C.	12,000
Feb. 15—John Maniscalco, 49 President St,. Brooklyn	28,000
Mch. 3—Hargreaves Bros., Lincoln, Neb.	130,000
Mch. 23—Hazard & McConville, Sherman, Texas	6,000
Apr. 11—Masshall Wholesale Grocery Co., Jefferson, Texas..	7,500
May 5—Roberts, Parker Mercantile Co., St. Joseph, Mo.	163,500
June 9—Helles, Perrin & Co., Pittsburg	5,000
July 4—Parsons & Scoville, of Evansville, Ind.	85,000
July 26—Hutchinson Wholesale Grocery Co., Hutchinson, Kansas	30,000
Aug. 8—Muskogee Wholesale Grocery Co., Muskogee, I.T.	61,000
Aug. 3—Cooper Grocery Co., Waco, Texas	90,000
Oct. 8—Perry N. Curl, N. Albany, Ind.	90,000
Oct. 13—B. F. Hershey, Lancaster, Pa.	4,000
Nov. 14—Wm. Butler Co., Philadelphia	56,000
Dec. 17—Thomasen Grocery Co., Anniston, Ala.	30,500
Dec. 18—Wm. Boardman & Sons Hartford	29,000
Dec. 29—Hargrove Bros., Sulphur Springs, Texas	35,000
1906.	
Jan. 8—Francis Martin & Co., New Orleans	74,000

Feb. 6—Curry, Tunis & Norwood, Lexington, Ky.	150,000
Feb. 22—T. J. Feibleiman & Co., New Orleans	130,000
Apr. —— ————, Pamsboro, W. Va.	40,000
June —— —— ————, New Haven	75,000
June 11—Klein Wasen Grocery Co., Mt. Vernon, Ind.	13,000
July 6—C. J. Fletcher Grocery Co., Kansas City	20,000
July 31—N. Ressier, New York city	Slight
Aug. 20—James Hargen, Madison, Ind.	50,000
Aug. 22—Wells Grocery Co., Wilson, N.C.	9,000
Sept. 9—Borches & Co., Knoxville, Tenn.	80,000
Oct. 16—A. S. Hines & Co., Bowling Green, Ky.	25,000
Dec. 22—West Moreland Grocery Co., Grensburg, Pa.	50,000
1907.	
Jan. 9—Austin, Nichols & Co., N. Y. city	5,000
Apr. 20—N. Quintal Fils, Ltd., Montreal	100,000
May 1—M. J. Bender & Co., of Sandusky, O.	15,000
Sept. 27—Wofford Wholesale Grocery Co., Dallas, Texas	20,000

DO YOU WANT A NEW CUSTOMER?

A resident of the United States is looking for some place to locate a summer home, and has asked The McLean newspapers for advice. They want, they say, one in which they can live from May to November, preferably in Canada, near a lake, if possible, and within easy reach of good trout fishing, not nearer to a post office and telegraph station than twelve miles, nor farther than forty, nor too far north to prevent raising vegetables for their own use. If they could find trout, partridge, or pheasants and deer, elk or moorse, each in its own season, so much the better. They desire to build a comfortable log house and would need one for the man and his wife whom they would have there the year round.

The family is well known and highly respected in the public and social life in the United States and in Great Britain, where they at one time had a temporary residence. Being also wealthy, they would become valuable customers for the retail trade in any locality where they may decide to settle. If any of our readers or Boards of Trade have a place that fills the requirements described above, will they kindly send particulars to the editor for transmission?

Whale oil is quite a little higher in price, and as the stocks in Europe are low, it looks as though the whaling factories may pay expenses this year and have something over.

H. Bourque et Fils

Manufacturers

of **Ketchup** of first quality. Only **Whole, Ripe, Tomatoes** used. We guarantee every bottle. Also makers of **Pickled Onions, Chow Chow** and **Mixed Pickles.** Order from your wholesaler, or write us direct at

97 MANUFACTURERS STREET,
MONTREAL

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rª ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

Notice to Canadian Importers and Merchants

The Harbor Commissioners of Montreal take pleasure in announcing that the upper stories of the first group of seven of the permanent sheds in the Harbor of Montreal are far enough advanced to place them at the disposal of Canadian Merchants and Importers of large consignments of salt, cement and other cargo suitable for storage.

This adds at once **350,000** square feet of space to the already enlarged handling facilities in the central part of the Harbor and ought to go far towards relieving the fall congestion.

FREE STORAGE

By arrangement, therefore, with shipping companies, and subject to permit of the Harbor Commissioners this splendid additional space becomes available and storage can be arranged for this autumn for consignments, which will be allowed to remain until the end of the year free of charge.

MALTA - VITA

The Perfect Food

Increase your profits by selling

Malta-Vita

Until November 1, 1907, we will allow the retail grocer

FREE

One-half case with Five cases of Malta-Vita
One case with Ten cases of Malta-Vita

Send your order to us or to your wholesaler.

Malta-Vita Pure Food Co.

TORONTO, CANADA

Biscuits Pernot

(Dijon, France)

Every grocer desirous of offering to his customers something good, something new and great of its kind, for the Christmas trade, should secure a stock of

Pernot's Biscuits

We have them in ¼, ½, 1, 2, 4 and 9 lb. air-tight tins.

FANCY BISCUITS
IN
FANCY BOXES

Just what you want for holiday requirements.
Our success is based upon the quality of our goods. That is why our lines will win and hold new customers for you.

Leon Fontanel & Co.
4-6 St. James St., MONTREAL
20 Reamur St., Paris (France)

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.
Storage, Warehousing and Distributing Agents
23 Bannatyne Avenue East **WINNIPEG, MAN.**

In Everything We Manufacture

Our Aim is Quality.

That is Why We Make

"Young Tom" Washing Powder

which is

"For Purifying and Cleansing Unexcelled."

We Make the Best
High Grade Toilet and Tar Soaps

Our aim is to place the product of our factory in every Canadian home.

The Young-Thomas Soap Co., Ltd.
REGINA, - CANADA

There is More

Gold Standard

BAKING POWDER

sold in Western Canada than any other one brand. And there are reasons for this—good ones. The first is GUARANTEED quality; the second, our advertising; and lastly, the large percentage of profit you (the dealer) make by selling it. Let us tell you about our plan, and how we help you sell GOLD Standard Products.

THE CODVILLE COMPANY, Limited
WINNIPEG, MAN.

Don't Grope Around in the Dark

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer

One Cent Per Word

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Fresh Pork Sausage

Colder weather creates a good demand for nicely seasoned, tasty Pork Sausage, it also carries better in cold weather and will prove a tempting tit-bit on your counter.

Order now to go by express every day or as often as required.

F. W. FEARMAN CO. Limited
HAMILTON, ONT.

A Word With You

Mr. Grocer, about the

CORONA HAM AND BACON

The Corona Brand sells itself by sheer force of merit. It keeps on selling itself, because the quality never deteriorates. Moreover, it only sells itself **through the retail trade,** as we have no retail stores to compete with you.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

Money In Provisions

Yes, there's money in provisions all right—if you handle the right brand. The right brand is

"Ryan Brand"

The brand which attracts the high-class trade by force of real quality. We have some interesting points about provision trade profits, which we'll give to any grocer who asks for them.

Write to us now!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

The feeling in cheese lately has been somewhat easier, and prices have been fairly steady, with a weaker tendency noticeable at times. The make has been very good, considering the season, while export trade has been quite satisfactory. It will be noticed that the shipments last week were nearly 25,000 boxes in excess of what they were for the same period in 1906. Gradually the total shipments for the season are creeping up to the level of last year's exports, and it now begins to look as though there might be some chance of an equal quantity being shipped.

Dealers would not be surprised to see lower prices, but they are firm at present quotations. For finest western cheese they are asking between 13¼c and 13⅜c, which figures may be reduced within the next few days, as, while holders are not anxious to let go, they are sometimes induced to sell the best they have under the ⅜ mark. Townships are bringing 13⅛c to 13¼c, but the latter figure is considered a good price to pay to-day. Quebec cheese is offering around 12⅞c. For October make an extra ⅛c can be obtained in most instances.

Not a great deal of attention is being paid to local trade by large dealers, as they are having their hands full looking after their export interests. Retail grocers find the present figures high, and they are not buying except for immediate requirements, that is, with the exception of those who must have a certain amount of cheese and who will buy, no matter what the price.

During the week ending Saturday last 69,668 boxes of cheese were received in Montreal, against 73,891 boxes for the same period last year. Total receipts for the season amount to 1,839,397 boxes, against 2,033,168 boxes for the same period in 1906.

Exports during the week amounted to 84,326 boxes, against 60,532 boxes shipped same week last year. Total shipments for the season so far amount to 1,726,424 boxes, against 1,930,331 boxes for the same period in 1906.

Whether or not there will be a scarcity of butter this winter is what dealers are cogitating at present. From indications, butter will not be sufficiently plentiful to supply the demands of the trade. Stocks held are not large, estimated in the neighborhood of 60,000 packages, and receipts are not satisfactory. Meanwhile prices are firm and advancing almost every few days. To-day there is a fairly good range offered, from 28c, in some instances, to 29½c. It is around 29c that sales are made. Export business last week was nil, not a package leaving Montreal for the other side. Same week a year ago 7,066 packages were shipped. Our prices are too high to interest Old Country buyers. There is little worry, however, about the trade with Great Britain, as it is almost impossible to supply the demand in Canada.

Some small lots of foreign butter have already found their way into this market. Some Irish factory butter has been sold, but it is not up to the quality desired here, being pale in color, and poor in quality. It is understood that several fair-sized lots of Irish, Siberian and New Zealand butter are on the water now, bound for Canada. The receipt of these parcels will help to relieve the situation somewhat.

Everybody wants Canadian butter and grocers would rather pay a higher price for it, and secure a stock, than take the imported article at better figures. The increase in demand in Canada this year has been wonderful. The export trade since the opening of navigation has been very small, only 66,761 packages having been shipped, against 353,459 packages for the same period in 1906. Dealers have devoted their whole attention to the wants of home customers, and beyond following the English market, have barely taken notice of England this season.

Dairy butter continues exceedingly scarce, and another advance is to be recorded this week. To-day it is impossible to obtain good dairy under 25c or 26c, the figures at which first-class creamery was selling but a short few weeks ago.

Receipts last week were 8,188 packages, against 10,014 packages same week last year. Total receipts since May 1 were 353,087 packages, against 544,662 packages same period in 1906.

THE PROVISION SITUATION

With conditions that at last enable him to get his product across the water, and break level on the transaction—perhaps even make a little money—and with prospects looking brighter every day, it is no wonder that the packer is feeling convalescent this week and is beginning to sit up and take notice For the first time in almost two months Canadian hogs are bringing as bacon in the Old Country a price commensurate with profitable handling. Best is quoted around 60s., and though the present cost is not far below this, there is sufficient margin to prevent actual loss, which, comparatively speaking at any rate, must be regarded as satisfactory. The advance and present strong market in the Old Country is attributable to the light receipts of American bacon, which for the week under review, have been 9,500 boxes—or about 5,500 below normal. Prices offering for American bacon were evidently lower than the cost of the hogs, and the packers refused to export their product at a loss. Domestic consumption in Canada has unfortunately not yet attained that strength per capita which will place our packers in the same enviable position.

Danish deliveries on the English market were the same last week as the week before, 36,000, and the energetic Danes promise 40,000 for the first two weeks of November. It is doubtful whether the consumptive capacity of English men, mighty bacon-eaters as they are, is keeping pace with the consistently increasing quantity of the Danish product that is every week marketed in their country. If it is not, it means just so much more American or Canadian or Irish bacon crowded out to make room for it.

The packers are paying this week the somewhat stiff price of $6.10 to $6.15 f.o.b. depending on localities and $6.35 fed and watered. The domestic situation is very strong, Canadian cuts moving out freely under a heavy consumptive demand.

The hog markets on the other side have been unsettled, following the grain markets and other speculative interests. The New York Journal of Commerce, in their weekly review of the American situation, say:

"The past week has witnessed a reversion in the speculative feeling that was gaining ground the previous week on the bull side of the market. The opening prices, however, were firmer with grain, but lasted only a day or two, with more activity in the options, only to be turned down with the grain markets after middle week and dragged down by Wall Street conditions and fear of a tighter money market. This was in face of continued good export demand for lard, which had cleaned up the light production in the East and Middle West and left exporters to draw on Chicago for their supply, home consumption having cleaned up the outside markets, as more pure lard is used under the new Government inspection. Exporters also came in midweek for bacon at the West for the first time in weeks, but towards the close the trouble in Wall Street scared both exporters and speculators out of the market, leaving it to decline under packers' selling and liquidation by outside longs, both in October and January, in which there was a moderate speculative interest. The local market was also cleaned out of bellies, and nothing could be had except jobbing lots, as no stocks were held here and current production is light. Hams have dragged both in demand and prices, though an attempt was made at the West to force them up in sympathy with the speculative list early in the week, but did not succeed."

Total arrivals of butter in Great Britain for 1907 are expected to be smaller than they have been for many years.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Pork is firmer, but other lines have not changed materially. Lard is in good demand at old prices, while smoked meats are moving out a little better than usual.

Lard, pure, tierces		0 11½ 0 12¼
"	56-lb. tubs	0 12 0 12½
"	20-lb. pails, wood	0 12¾ 0 14½
"	cases, 10-lb. tins, 60 lbs. in case	0 12½ 0 12¾
"	" 5-lb. "	0 12¾ 0 12⅞
"	" 3-lb. "	0 12¼ 0 13

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Lard, compound, tierces, per lb.		0 09½ 0 11½
" " tubs		0 10½ 0 11½
" " 20-lb. pails, wood		0 12½ 0 12½
" " 20-lb. pails, tin		0 09½ 0 10½
" " cases, 10-lb. tins, 60 lbs. in case		0 10½ 0 11½
" " " 5-lb. "		0 10½ 0 12
" " " 3-lb. "		0 10½ 0 12½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork		22 50 23 00
Canadian short cut clear		22 00 24 00
American fat back		23 00 23 50
Breakfast bacon, per lb		0 13½ 0 16
Hams		0 12 0 15½
Extra plate beef, per bbl.		14 00 15 00

BUTTER—Demand for butter is excellent, though prices are very high with an advancing tendency. In the country as high as 28½c has been paid for first-class goods. Dairy is scarce and high, few lots being available locally. Export trade last week was nil.

Creamery, choice, boxes	0 29
" " pound prints	0 30
Dairy, tubs	0 25

EGGS—Eggs continue to advance and are this week higher than they have been for months. They are exceedingly scarce in the country, where stiff prices are asked. Demand is good. Fresh eggs are at a premium.

Selects	0 27
No. 1	0 24
Seconds	0 21 0 22

CHEESE—Old cheese is higher again this week. The quality of the cheese now arriving is not very good, but despite this fact, receipts, which are average, are not hard to dispose of. Many factories have shut down on cheese and are devoting their entire attention to butter. Export demand is good.

Cheese, old	0 16	0 16½
" new, large		0 13½
" " twins	0 13¾	0 14

HONEY—Honey is scarce and firm. Demand is fair.

White clover comb honey	0 15	0 16
Buckwheat, extracted	0 10	0 11
Clover, strained, bulk	0 12	0 13

TORONTO.

PROVISIONS—The pork market, though firm, is featureless this week. Fresh meat prices continue unchanged, with fair demand.

Long clear bacon, per lb.	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams, per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb		0 17½
" pea meal		0 18
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 13
" compounds, per lb		0 10
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	0 08½	10 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 08	0 09½
Lamb	0 09	0 10½
Hogs, street lots	8 25	8 75
Veal	0 09	0 10½

BUTTER—The butter market continues to climb, a cent advance all round being noted this week. The fact that consumers at the head of the lakes are laying in a supply before the close of navigation is, perhaps, as much responsible for the advance as any other factor, though scarcity is, of course, the primary cause.

	Per lb.	
Creamery prints	0 28	0 31
Creamery solids	0 27	0 29
Dairy prints, choice	0 25	0 27
" ordinary	0 22	0 24
" tubs choice	0 23	0 25
" tubs, ordinary	0 21	0 23
Baker's butter	0 21	0 22

EGGS—Not much change is felt in the egg situation. Arrivals of new laids are becoming infrequent, and dealers will soon have to rely almost entirely on the storage variety.

Eggs, candled	0 24
" selects	0 27
" limed	0 24

CHEESE—Another advance is noted in cheese on a very firm market.

Cheese, large	0 13¾ 0 14
" twins	0 14 0 14½

HONEY—Prices are unchanged, and business passing is merely nominal.

Honey, strained, 60 lb tins	0 12 0 13
" " 10 lb tins	0 12½ 0 13½
" " 5 lb tins	0 13
" in the comb, per doz	2 50 3 00
Buckwheat honey, per lb	0 08 0 10
" " in comb, per doz	1 25 1 50

POULTRY—Good quality fowl is scarce, and poor quality abundant this week. Prices rule accordingly. Turkeys are coming in more freely and the supply will likely be abundant for Thanksgiving. Farmers seem to feel that feed is so scarce they cannot afford to hold their fowls till Christmas, and are quite ready to dispose of them now.

Live Weight.	
Spring chickens, per lb	0 09 0 10
Old fowl	0 05 0 06
Ducks	0 08 0 10

Dressed weight.	
Spring chickens, per lb	0 13
Old fowl	0 09
Ducks	0 12
Turkeys	0 18

MILK SUPPLY.

The scarcity of milk at the present time provides the grocery man with opportunities for introducing condensed milk and evaporated cream to many consumers, whose attitude is sometimes one of indifference to preserved milks, while the fresh article is freely obtainable. The proprietors of the "Butterfly" brand of "Condensed Milk," "Evaporated Cream," "Unsweetened Milk," and "Thick, Rich Cream," are drawing the attention of the Canadian trade to their products, and their agents in Hamilton and Winnipeg report increasing sales of these lines, showing that the use of condensed milk is on the increase. Fussell & Co., proprietors of these brands, have several factories in the highlands of Norway and Austria, and their export trade has assumed large proportions. They have been shipping to Newfoundland for some years, their goods having been recently introduced to the Canadian trade. Their products are all first-class and have been put through several tests in proof of quality. The British Government contracts for large quantities of this milk, yearly, and the German and Norwegian Governments have also made contracts for supplies. John W. Bickle & Greening, of Hamilton, are agents in Ontario, and Carman, Escott & Co., of Winnipeg, look after the trade in the West.

LARGEST TEA SHIPMENT.

Chas. H. McDonald, one of St. John's N.B., tea importers, has just received a shipment of 945 half-chests of Formosa, China teas. This is possibly the largest shipment of teas of this kind brought into St. John this year.

Clark's Canned Meats

One reason why my canned meats enjoy such a reputation for quality lies in the fact that I do nothing in my factory but cook and pack meats.

All animals are slaughtered at public slaughter houses; are then inspected by city inspectors and have then to pass my own Inspector.

I am therefore doubly certain that the meats I pack are the best offered on the Canadian market.

Quality Assured.

WM. CLARK - MONTREAL
Manufacturer

The utmost **Cleanliness** and Experienced **Care** is taken to **Cure**

O'MARA'S

Hams and Bacon

Under Government Inspection

JOSEPH O'MARA
Pork Packer, PALMERSTON

The Luck of a Horseshoe

is a disputed question. But there is no doubt whatever about the profit-building powers of the

HORSESHOE **BRAND**
of **and**
Ham **Bacon**

Only the meat of perfectly sound animals is used, and it is cured perfectly.

JOHN DUFF & SON
HAMILTON, CANADA

By Royal Warrant Purveyors **To H. M. King Edward VII**

There is only **one**

BOVRIL

Do not be persuaded to load your shelves with inferior Fluid Beef preparations which can only be sold as "substitutes" with much trouble and loss of time.

Bovril is a standard line which never varies in quality. It will always please your customers and do you credit.

BOVRIL Limited, 27 St. Peter St. Montreal

CEREALS AND CONFECTIONERY

Flour and Cereal Mills Working Overti me to Catch Up On Orders—Shortage of Oats Becoming Serious—High Chocolate Prices.

"I could stop taking orders, and run from now till Christmas," said a large miller, this week. And it is the same story everywhere. The cereal men are as busy as the flour millers, but have to look harder for their supplies. On the whole, however, deliveries of the raw material are improving. Some dealers complain of car shortage at Owen Sound and other points, and many of the smaller mills have undoubtedly lost considerable time through lack of supplies. All the oat millers of any account are on easy street, if a plentitude of orders can be taken as a sign of prosperity. The situation is rapidly resolving itself into a scramble for supplies, which is the more unfortunate in that export demand for Canadian oat products is stronger this season than it has been in years, owing to the poor quality of American oats, and scarcity of the crop in that quarter. Domestic consumption in both flour and cereals is strong enough to render Canadian millers altogether independent of the foreign markets, and business is controlled from this end of the wire almost entirely. One cereal miller has raised his export prices 2s. all round, and does not anticipate any decline in business as a consequence. All indications point to a banner year for the manufacturer IF he can make good on orders.

The visible supplies of corn, wheat and oats in Canada and the United States are about as follows :

	Oct. 21,'07	Oct.21,'06	Oct.21,'05
Corn bu.	42,612,000	37,165,000	27,189,000
Wheat bu.	4,379,000	3,739,000	3,790,000
Oats, bu.	6,530,000	9,088,000	25,270,000

Wheat increased 602,000 bushels last week, as against an increase of 864,000 bushels the corresponding week of last year. Corn increased 47,000, and last year 59,000 bushels. Oats increased 395,000 bushels, compared with an increase of 419,000 bushels last year.

The world's wheat shipments last week were 13,312,000 bushels, compared with 13,408,000 bushels the previous week and 12,735,000 bushels a year ago.

Inspections of grain at Winnipeg at the end of last week were 345 cars, as against 298 for the corresponding day last year. The grading was as follows : No. 1 hard, old, 1 car ; No. 1 northern, old, 1 ; new, 73 cars ; No. 2 northern, old, 2 ; new, 90; No. 3 northern, new, 73; No. 4 northern, new, 26; winter wheat, new, 11, and other grades, 68, all new.

Confectionery.

"One of the features of the confectionery business apart from the general prevalence of activity is, of course, the strong market in raw material," says a short editorial in the Baker and Confectioner. "Not only in sugar and chocolate, but in other lines, there has been a large increase in strength of the market. Some manufacturers claim that it is almost impossible to get an adequate supply of some grades of chocolate and that unless something transpires to relieve the situation that the business will be placed in a most serious position. The immense growth of the consumption of chocolate is responsible for the trend of affairs."

The moral of this is—buy your supplies now, before prices go higher.

MONTREAL.

FLOUR—Although a further rise was expected in some quarters in flour this week, none has occurred up to the time of writing. The market continues strong. Export, as well as local, demand is brisk, buyers apparently not bring frightened by the high figures quoted.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household, bags	6 30
Glenora	5 70
Manitoba spring wheat patents	6 30
" strong bakers	5 70
Five Roses	6 10

FEED—The feed situation has not changed. Prices continue very firm.

Fine oatmeal, bags	3 40
Standard oatmeal, bags	3 40
Granulated "	3 45
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	3 35
" 80-lb. bags	3 10
" bbls	6 45

ROLLED OATS—Prices are unchanged, but firm. At the high quotations transactions are few, and any sales that have been put through up to the present have been small.

Ontario bran	23 00
Ontario shorts	26 00
Manitoba shorts	26 00 28 00
" bran	23 00
Mouillie, milled	27 00 30 00
" straight grained	28 00 34 00
Mill feed	1 50 1 55

TORONTO.

FLOUR—Prices are unchanged and fairly steady. There is next to no export business passing, domestic consumption being very strong and apparently willing to take all the output at prices equal to, if not in advance of, the highest export quotations. Most of the larger mills are running night and day shifts, and are booked weeks ahead on orders.

Manitoba Wheat.

60 per cent. patents	5 80 6 20
85 " "	5 50 5 60
Strong bakers	5 40 5 50

Winter Wheat.

Straight roller	4 90 5 20
Patents	5 20 5 50
Blended	5 25 5 40

CEREALS—Prices are about unchanged, but demand is so heavy that an advance shortly would surprise no one. A local miller recently raised his export prices 2s all round, and this fairly represents the general attitude of independence towards the foreign markets. Most of the millers report more orders than they can well handle, and say that the question of supplies may become serious if deliveries from the west do not improve, and more adequate transportation is provided for forwarding supplies from eastern points.

Rolled wheat in barrels, 100 lbs	3 05 3 25
Rolled oats, in wood, per bbl	6 60
" " in bags, per bag 90 lbs	3 17½ 3 25
Oatmeal, standard and granulated, per bbl	7 00
" " " " in bags, 98 lbs	3 58

The Toronto branch of S. H. Ewing & Sons has moved into new offices at 20½ Front street east, where there is greater accommodation for the firm's increased business.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL **BOLTON, ONT.**

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.

125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

HOW THE RISING WHEAT MARKET AFFECTS FLOUR PRICES IN MONTREAL

A Montreal flour dealer, in speaking to one of the Montreal papers recently, gave some interesting facts and figures to show how the high price of wheat has affected flour in that city. Said he:

"Not since the Leiter deal some years ago," he said, "have we experienced such a decided advance in the wheat market as has taken place during the last three months. On Oct. 6, 1906, No. 1 northern, Fort William, was 74½ per bushel; on Oct. 7, 1907, No. 1 northern, Fort William, was 111½ per bushel, an advance of 37½c per bushel.

"Although the wheat market has advanced rapidly, flour has not appreciated in value as rapidly as the raw material, viz., wheat. The large milling companies, compelled as they are to carry a large stock of wheat, and holding considerable stocks, were able to place their flour on the market on a lower basis than the market price of wheat warranted at the time. This gives the large companies a decided advantage over the small millers, who do not carry large stocks, and, at the same time, the consumer benefited thereby.

"We must give the large milling companies credit for not being avaricious and taking advantage of the advantage in the price of wheat, although we know of no law, either human or divine, that would prevent their taking the legitimate advance warranted by the state of the wheat market.

"We find, on Oct. 6, 1906, that the price of the two leading grades of flour sold in this market was as follows, viz., highest grade, $4.60, and the second grade, $4.10. On Oct. 7, 1907, the price of the highest grade was $5.90, and of the second $5.30, or an advance of $1.30 on the first, and of $1.20 on the second grade. We find that the advance in wheat is equal to 36¾c per bushel, or $1.62½ per barrel.

"It is also well known that the keen competition—in fact, what some might term the suicidal competition—existing between the large milling companies, i.e., they have adopted a policy of booking orders for the different flour dealers throughout the country from the Atlantic to the Pacific for months ahead, and guarantee the price; that is, if the market price advances, the flour is delivered as per contract; if it recede, well, the consumer gets the benefit of the lower market. Without doubt, the large milling companies are now delivering flour all through the Dominion, which was sold on the basis of $1.00 per barrel under the present market value.

"Quite a number of the dealers and makers bought largely when the ruling price was $5.10 and $4.50. It was a safe deal for the purchaser; if the price advanced, the flour is delivered; if it receded, he got the full benefit of the reduction.

"Under present conditions, however, this policy works decidedly against the interests of the small miller, who carries only a very limited stock of wheat, if any.

"But the farmer, whose crops have turned out satisfactorily, is very fortunate, indeed. On the whole, although the wheat crop in our Canadian Northwest is possibly 50 per cent. less than last season's, the financial results of the entire crop of wheat will be fully equal to last year's. Still, it bears hard on some farmers, who have almost lost their entire crop.

"Apparently, this is a very hard year for the consumer. If present market values of wheat are maintained, undoubtedly we will see higher values for flour. The world's crop, apparently, is short, and chances are for a higher market price, and a yet considerably higher price for flour as soon as the large milling companies begin to grind wheat which costs them present market value. Some of the large millers, no doubt, are milling wheat that they purchased equal to 75 cents, Fort William, a year ago; yet the higher price they have paid since brings their average cost possibly to 10 or 12 cents under present ruling price.

"We should, however, give the large milling companies credit for not taking from the consumer the last cent warranted by the market. We can hardly give them all the credit, however, for it is, thanks to the keen competition between the large milling companies, or to what we might baptize by the name of cut-throat business, that the consumer derives the benefit. It should be the consumer's wish that the large milling companies always continue to work in directions diametrically opposite."

THE LATEST IN BOOKLETS.

A biscuit booklet, which resembles a de luxe edition rather than a catalogue, has just been issued by Christie, Brown & Co., of Toronto. The booklet, which is covered in a fawn stock and tied with red silk cord, includes photographs in colors of the factory and stables, and delightful reproductions, in natural colors, of the various lines of boxes and tins, and the biscuits and cakes manufactured by the firm. The catalogue contains no reading matter except the names of the goods displayed, which tell their own story in a particularly valuable way. The reproductions are done by three-color process and are so natural that some of the lines displayed actually make one's mouth water. The booklet bears the imprint "Produced by the Toronto Engraving Co."

A copy of this unique catalogue may be procured by the trade by request from Christie, Brown & Co., and mention of The Canadian Grocer.

Royal Household Flour is being very extensively advertised. Harvey & Co. are agents.

MOONEY METHODS
Make
PERFECTION
The difference between
MOONEY'S
Perfection

Cream Sodas.

and the other kind is in the method of manufacture.

Our recipe is the best to begin with. Then our bakers are specially trained, and are helped out by every mechanical appliance which science can suggest. As we use only the purest materials, it naturally follows that Mooney's Perfection Cream Sodas have a freshness and crispness which our improved packing methods perfectly preserve. Hence their popularity.

How's your stock Mr. Grocer?

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

COX'S
INSTANT
POWDERED
GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:
O. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co. "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

Grocers' Sundries
Bakers' and Confectioners' Supplies

"WHITE MOSS" COCOANUT

Fourteen long years has proved its merits.
We get larger orders, and more of them each year.

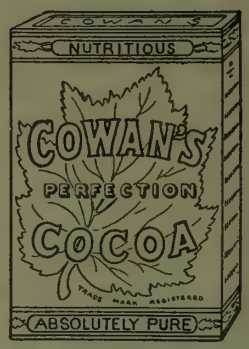
Canadian Cocoanut Co.
613-619 Lagauchetiere St. W., Montreal
J. ALBERT McLEAN, Proprietor

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

COWAN'S

Cocoa and Chocolate



has never been equalled in flavor, and no other brand on earth is purer. We make this statement knowing full well that it cannot be successfully denied. The flavor of

COWAN'S

is obtained by a secret process which does not in the least injure the purity of the Cocoa or Chocolate.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CANADA:
No better
Country

MOTT'S:
No better
Chocolate

Mott's

"Diamond" and "Elite" brands of

Chocolate

have been made right from the start—they have been kept right and will be the same in quality right along.

No change in the goods.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver

DRESSED CARCASSES WILL BE ADMITTED UNDER CERTAIN SPECIFIED CONDITIONS

A Further Provision of the New Meats and Canned Foods Act.

The custom prevailing among farmers throughout Canada of slaughtering animals, particularly swine, upon their own premises, and selling the dressed carcases on the local market, is one which entails more or less loss to the producer. Before the advent of packing establishments, the domestic trade was supplied by the local butchers, who were, of necessity, compelled to provide for future supplies, and, as a result, the local markets were created. Conditions have changed, however, the local dealers no longer supplying the domestic trade, which has passed into the hands of the packing houses, which are now the distributing centres for meats. Packers can afford to and actually do pay higher prices and sell at lower values than the local butchers, for reasons which are obvious when one considers that profits are represented by the by-products. The packers are adverse to buying dressed carcasses, as they represent smaller profits in by-products; again, dressed carcasses are imperfectly handled by the farmer, the meat in many cases being bruised and unsightly, this, as well as improper chilling, being deterrent to good prices. Animals, especially hogs, require scientific chilling, otherwise those parts which enter into the process of curing become sour and unfit for market. Packers prefer to buy their meats on the hoof, and for the reasons set forth above, are able to pay higher prices for them.

In view, however, of the large trade carried on in some parts of Canada, more particularly during the fall and winter, in dressed pork, as well as in other dressed meats, attention may be directed to one of the requirements of the regulations made under the new Meat Inspection Act, which is likely to have a considerable effect on the business above referred to. The Department of Agriculture at Ottawa having assumed the responsibility of inspecting and practically guaranteeing the healthfulness of all meats and meat products sent out by the packing houses, must, of necessity, protect itself by making sure that no diseased carcasses are permitted to enter these establishments. The most effective way of preventing the entry of such diseased meat is, of course, the careful ante-mortem inspection provided for by the regulations, but in view of the large trade carried on in dressed carcasses and of the fact that both farmers and packers have been in the habit of handling meats in this way, the officials in charge of the enforcement of the Act have decided to admit to the establishments under inspection dressed carcasses under such conditions as will enable them to judge with reasonable certainty, as to whether the animal, prior to slaughter, was free from disease. Provision has, therefore, been made for the admission on inspection, of dressed carcasses with the head, heart, lungs and liver held by their natural attachments, such carcasses to be inspected before entering the establishment, and, if found fit for food to be so marked and admitted for packing purposes, while if found to be diseased, to be condemned and tanked.

This being the case, it is incumbent upon every farmer bringing dressed hogs or other animals to market to remember that unless the carcasses are dressed in accordance with the regulation mentioned above, namely, with these organs left in their proper positions, it will not be possible for the representatives of the packing houses to buy such carcasses for use in any of the establisments coming under the operation of the Meat and Canned Foods Act.

The presence of the buyers or agents of these establishments on our local markets has always been, at least, to some extent, a safeguard against possible attempts by local combinations of butchers and others to depress the price of dressed meats, and it will be well for producers to bear in mind the new conditions, and when, for any reason, they are unable to market their stock on the hoof as they should undoubtedly do whenever possible, to dress their hogs, as well as other animals, in such a way as to meet the requirements of the new Act.

TRADE NOTES.

The Canada Spice and Grocery Co. have closed the branch of their business in Regina.

The firm of Fisher & Stait, grocers, of Port Arthur, is succeeded by Fisher, Stait & Vigars.

The assets of Paul Bertrand, general storekeeper, of Monetville, Ont., are advertised for sale.

The assets of P. Charland, grocer, of St. Cyrille de Wendoves, Que., have been sold during the week.

Dixon & Co., who have been running a general store at Bannerman, Sask., have sold out to H. Davis.

Forde Brothers have opened a bright new grocery and provision store at 285 Bank St., Ottawa.

A. & C. LeVasseur, general storekeepers, of Fannystelle, Sask., have assigned to C. H. Newton.

The Southey Supply Co., general storekeepers, of Southey, Alta., have assigned to H. B. Chandler.

Daniel Burgess, who has been conducting a general store in Maple, has sold the business to H. C. Bailey.

Cheyne & Son, of Melita, Man., are taking over the grocery business formerly conducted by T. H. Evans.

Finkelstein & Muscovitch, who have been conducting a general store business at Ethelbert, Man., have sold out.

C. E. Gutteridge, who conducts a general store at Neudorf, Sask., suffered serious loss by fire during the week.

G. P. Magnusson, who has been conducting a general store business at Gimli, Man., has assigned to C. H. Newton.

George Paquin, who has been carrying on a general store business at St. Marjorique, Que., has assigned to V. E. Paradis.

Marshall & Company, fruit dealers and grocers, of Brampton, assigned on Tuesday to R. E. Heggie. The firm has been in business in Brampton only about a year.

Morton Phillips & Co., Montreal, are presenting their customers and friends with a neat copy of the Canadian customs tariff in force during 1907. It is a very handy book of reference.

A. Irving, who for some time conducted an up-to-date grocery at 964 Bathurst St., has bought out the business which has been run by A. J. Greenway at the corner of Brunswick and Sussex Sts. He should do a thriving business.

Armand Chaput, of L. Chaput, Fils & Cie., and Col. A. E. Labelle, of the Ogilvie Flour Mills Company, have returnsd to Montreal from a hunting and fishing trip spent in the north country. Both are members of the Club Chapleau, and put up there during their trip.

J. Duggan, grocer, on Yonge St., Toronto, is sporting, among other up-to-date equipment, a bran new delivery wagon, which was especially built for him by Cruickshank & Son, of Weston. The wagon is fitted with special equipment to facilitate rapid delivery, with rubber tires and with a special axle, which needs oiling only twice a year. Duggan's driver is wearing a smile these days in consequence.

Milk is Scarce

FUSSELL'S

BUTTERFLY BRAND

Condensed Milk

Red Butterfly

Evaporated Cream

Silver Butterfly Brand

Unsweetened Milk

White Butterfly Brand

Thick, Rich Cream

Golden Butterfly Brand

Can Be Shipped Prompt from Europe

Prepared in the Highlands of Norway and Austria

TEN GOLD MEDALS AWARDED

Contractors to the British, German and Norwegian Governments

FUSSELL & CO.

LIMITED

LONDON, ENG.

CABLE ADDRESS: "Fussellato," London. A.B.C. 4th and 5th editions.

Or Particulars and Prices of the Agents,

JOHN W. BICKLE & GREENING
HAMILTON

CARMAN, ESCOTT & CO.
WINNIPEG

THE BUSINESS OUTLOOK IN THE WEST
AN OPTIMISTIC VIEW OF THE SITUATION

R. J. Gay has just returned to Toronto, after a four months' tour through out western Canada, in the interests of The Canadian Grocer. Mr. Gay has been in close touch with the biggest and smallest of the business men of the West and has seen through their eyes the business outlook of the country.

He first touched upon the attitude of the west toward the eastern financial institutions. "While a great many," he said, "were unable to see why the banks loaned so much money out of Canada when it was needed so much at home, yet, with the exception of the real estate and land speculators, all were agreed that the tight squeeze the west is now getting is the best thing that ever happened the country."

The credit system in vogue among the western merchants has been the curse of the country. It has had an extremely unhealthy effect. The people were land crazy. Instead of laying by, after a good year, sufficient surplus in the bank to meet current expenses till the succeeding harvest was marketed, they would prefer to buy another quarter-section or another town lot, and the merchants might wait for their money. The merchants were forced to be bankers and to imperil their own standing to carry the accounts of speculators. And the worst of it was the land was being bought at prices which represented not its real value. But any appreciation in value had been discounted for ten years or more. Had the banks or loan companies been extending the credit they could have regulated matters to protect themselves, but the merchant, not being a credit institution was forced to take his chances with the rest.

Since the banks shut off further credits many have found themselves in a tight corner. The clerks in the towns are getting advances of two or three weeks' salary at a time to make payments on the lots they have bought on the crest of a boom. The merchants are trying hard to collect their book debts and to get along with as little new goods as possible. One small grocery business, conducted in a room about forty feet by ten feet, had book debts over $18,000. Last year the merchant paid little attention to the collection of small accounts. To-day nothing is too small to be overlooked.

And then, too, they are cancelling orders all along the line. "A traveler," said Mr. Gay, "whom I met in the west told me when I got home that he had done a good business with the western merchants, but since he had come back to Toronto a host of his orders had been cancelled. Of course," said he, 'it is better so, for if we make them take the goods we may get only 25c on the dollar for them, but if we let them off, next year we will get double orders."

The merchants have determined to clean up their stock on hand before they buy more goods and orders after orders have been cancelled. They are going to force the people to be less bound by the dictates of fashion and more by the principles of economy. Many are also determined to do nothing but a cash business or limit the time of credit to 30 days. They say they are not supposed to be bankers. If a man wants credit, let him get it from a bank or a loan company. If he is entitled to it he can usually get it. At any rate, the merchants are not going to take all the chances. Dozens of stores are doing only a cash business now and are doing a land-office business. It is common to see a large sign in front of a store, reading, "We do business for cash, and for cash only." One merchant said: "The squeeze hasn't hurt me much. I've always done a cash business. When I came here first they gave me only six months to stay, but I'm here yet and my business is as healthy as that of any of them."

If the wholesalers don't push the merchants too hard most of them are going to pull through all right. An early spring will lift a cloud of depression from the west, as the sun lifts a fog on a clear day.

Mr. Gay says that if this year can be weathered the recuperative powers of the west will do wonders. Next year double orders will come east to the factories. The factories will have great quantities of goods on hand and instead of paying out for production, they will be paid for marketing them. The farmers have learned their lesson. They are likely this year to have as large a return as formerly for their grain, and instead of speculating in land, they will deposit a balance for current expenses and henceforth pay cash. They will be more careful to weigh matters before enlarging their business. They now know that if they don't look out for themselves they cannot expect help from either merchant or banker. They will be more provident as a result and less inclined to leave their machinery in the snow all winter as many have done in the past or to be otherwise wasteful or extravagant. These things should make the scales of supply and demand of money balance more satisfactorily and it should be found that the squeeze is the best thing that ever happened the west."

DOUBTFUL ECONOMY.

The country grocer was issuing instructions to his new assistant, a lad of nine years.

"It's only by looking closely after the trifles," said the proprietor, " that a profit can be made in these days of close competition."

"Yes, sir," came from the boy.

"For example," continued the grocer, "when you pick the flies out of the sugar, don't throw them away. Put 'em among the currants."—Modern Grocer.

Leonard Fontanel, Montreal, spent a few days in Quebec this week.

F. D. Cockburn, Montreal, manager Comfort Soap, is in Quebec on a business trip.

Leonard Bros., Montreal, are offering in their advertisement in this issue some particularly fine new Labrador herring, in barrels, and half barrels, which they are now receiving by the carload.

"the only original and genuine."

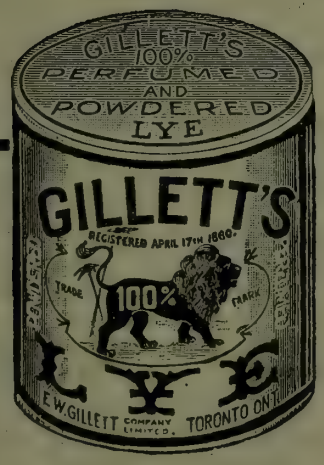
Mr. Grocer: When you've got an especially good reputation for some particular specialty of your own you hate to have a competitor rob you of the fruits of your brain and labor, don't you? Well, the same idea should provoke you to refuse substitutes of

LEA & PERRINS'
Worcestershire Sauce

This is **the Sauce**—after Lea & Perrins' comes no other.

J. M. DOUGLAS & CO., MONTREAL

Established 1857 Canadian Agents.



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.

E.W.GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

APPLE EXPORTERS

The fruit merchants of Great Britain will do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

FRUITS, VEGETABLES AND FISH

Canadian Fruit Practically Out of the Market—Business Brisk in Foreign Lines —Fall Fish Trade Under Way.

"Canadian fruit is dead," said a prominent man on the street this week. "Peaches are done, only a few late varieties of pears are left, the frosts have frozen the grapes on the vines and will prevent further shipment and apples are not much of a feature." Notwithstanding this, the market is pretty active under good demand and foreign fruit is coming in freely. Almeria grapes for the winter trade are a feature just now. The quality of the early shipments has been excellent, but recent advices say that superabundant rains in Spain will seriously affect the quality of later arrivals. Cranberries seem to be scarcer than usual this year, and prices have gone up steadily for a couple of weeks as the demand opened. Florida fruit is arriving in small shipments and Bahama oranges and grape fruit are in fair supply.

The vegetable market continues firm with no particular feature. Several lines have been cut off by frost.

The opening of the fall fish trade has provided for brisk business, which is likely to continue all winter. Large shipments of British Columbia salmon are being received and this, with a more plentiful supply from the east, has made the situation considerably easier. Reports from various sources report the outlook for a good winter's business very encouraging.

MONTREAL

GREEN FRUITS—A fair business is being transacted in green fruits, but there are not the lines offering to warrant a brisk trade. Jamaica oranges are in fair demand at lower figures. The receipts are not large yet, and the quality of the fruit is not first grade. A few late Valencias are being disposed of at fair prices. Lemons have not changed. Old stock is being cleaned up gradually, while new Messina lemons will begin to arrive shortly. The supply of bananas is slightly better, but prices have not changed materially. Considerable interest is displayed in apples, which are moving more freely. Some dealers are having trouble in moving their apples owing to the scarcity of cars, and are beginning to grow fearful lest they lose on their transactions this fall as the frost is setting in in earnest.

Dates, per lb	0 06	0 07
Bananas, fine stalk	1 75	
" jumbos	1 85	2 00
Cocoanuts, per bag		4 00
Lemons	3 75	4 00
Jamaica oranges, bbl	5 00	5 50
Figs, per lb	0 08½	0 12
Nassau grape fruit, box	4 50	5 00
Florida grape fruit, box		7 00
Limes, crates		1 00
California grapes, crate		2 25
Almeira Grapes, keg	4 50	6 00
Cape Cod cranberries, bbl	9 00	12 00
Apples, fameuse,	3 50	4 25
" other fall varieties, bbl	2 50	3 00
Canadian grapes, basket	0 40	0 75

VEGETABLES—There are few price changes to record this week, as the market is dull and uninteresting. This is the between season period. Canadian lines are becoming scarce, and Southern stuff has not yet begun to arrive. Meanwhile, interest flags, and business is scant. Canadian onions are quoted this week. Though it is a trifle early to give the price. Potatoes are firmer. The poor stock, which appeared on the local market a few weeks ago, is about used up, and conditions are better. This year's potato crop is considered an average one by most dealers.

Parsley, per doz. bunches		0 10
Sage, per doz.		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
Turnips, bag		0 75
Celery, doz	0 25	0 75
Water cress, large bunches, per doz	0 40	0 50
Lettuce, per doz	0 30	0 75
Radishes, doz	0 10	0 15
Spinach, per box		0 50
Green peppers, bag		1 00
Cucumbers, bag		0 75
Potatoes, per bag	0 75	0 80
Sweet Potatoes bbl		3 50
Sweet Potatoes, basket	1 75	2 00
Beets bag		0 75
Carrots, bag		0 75
Tomatoes, box, 30 lbs		0 35
Corn, doz	0 15	0 20
Spanish onions, small crates	0 65	0 75
" large crates	2 00	2 25
Canadian onions, lb	0 01½	0 02½

FISH—An easier feeling prevails in the fish market this week, due to the free arrival of several lines which have been scarce of late. Cod and haddock are cheaper, as a result of increased supplies, while lake fish are quoted at better buying prices in some instances. Dressed bullheads are being actively pushed by some houses, while others are featuring newly received frozen salmon, and new smelts. Demand for boneless and prepared varieties is healthy. Kippered herring are scarce, but haddies are coming in more freely. Some fine Labrador herring is now being offered at firm prices. Supplies of green cod and salt salmon are fair. Despite high prices oysters seem to be selling as well as usual. It is difficult to obtain regular supplies of malpeques. Many are buying caraquets, which are selling at a fair price.

Fresh and Frozen Fish.

Haddock, express, per lb	0 05	0 06
Halibut, express, per lb		0 10
Mackerel, "		0 10
Dore, "		0 10
Pike, lb		0 08
Weakfish, lb		0 10
Market cod lb	0 04	0 05
Steak cod, lb		0 07
Lake trout, lb	0 09	0 10
Whitefish lb		0 07
B.C. salmon, lb	0 12	0 18
Flounders lb		0 10
No. 1 Smelts, lb	0 08	0 10
Dressed bullheads, lb		0 10
Smoked and Salted—		
New haddies box-s, per lb	0 08½	0 09
Smoked herring, per small box		0 11
Yarmouth bloaters, box		1 25
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 07

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply ***the best at closest prices.***

J. R. CLOGG & CO., ***82 St. Antoine St., MONTREAL***

Boneless fish, 30-lb. boxes, bricks		0 06
Boneless fish, 25-lb., boxes, per lb.		0 05
Shredded cod, 2 doz., per case		1 80
Yarmouth bloaters, box		1 25
Smoked herring, small boxes		0 14
Haddies, new, 15 lb. boxes	0 08	0 08½
No. 1 N.S. herring, bbls.		5 50
Oysters—		
Standards, bulk, per imp. gal		1 50
Standards, Imp. qt. tins, sealed		0 40
Selects, bulk, gal.		1 70
Malpeques, bbl.	10 00	12 00
Caraquets, bbl.	6 00	8 00
Paper pails, 100, pint size		1 10
" 100, quart size		1 50
Pickled fish—		
No. 1 Labrador herring, per bbl.		6 00
" " per half bbl.		3 00
No. 1 N.S. herring, half bbls.		2 75
" " bbls		5 50
No. 1 Mackerel, pails		2 00
No. 1 sea trout, 100 lb. kegs		5 75
No. 1 sea trout, 200 lb. bbls.		10 50
No. 1 Green cod, per 200 lbs.		7 50
Small " " " " "		6 00
Large " " " " "		8 00
No. 1 Green haddock, per 200 lbs		6 00
Labrador Salmon, bbls.		14 00
" ½ bbls.		7 50
Salt sardines, bbl		5 00

TORONTO.

FRUITS—The market is active under good opening demand for the Thanksgiving and Hallow'een trade. Canadian fruit is practically dead, but shipments of California and foreign fruits are brisk and demand for these is exceedingly good.

Oranges, Jamaicas, per bbl.	5 00	5 50
Lemons, California, 240, 300, 360, 420	4 00	5 50
" Verdellis (new crop), 300's, 360's	4 00	4 50
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, per basket	0 40	0 50
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Cantaloupes, per crate		0 75
Grapes Canadian	0 19	0 25
Pears, Canadian per basket	0 40	0 75
Quinces, per basket		0
Cranberries, per bbl.		11 00
Almeria grapes, per keg	5 50	7 00

VEGETABLES—The market is firm with a dropping off of several lines. Potato shipments are arriving in good condition. Sweet potatoes are plentiful and prices have dropped slightly in consequence.

New Brunswick Delawares, per bag		0 90
New potatoes, Canadian, per bshl.	0 85	0 90
Sweet Potatoes (Jersey), per bbl.	3 25	4 50
Onions, green per doz.		0 15
Onions, Spanish, per case		2 50
Cabbage, Canadian, per bbl.		1 50
Beets, new, per doz. bunches	0 25	0 30
Carrots, Canadian, per doz. bunches	0 25	0 30
Lettuce, Canadian leaf, per doz. bunches		0 25
Radishes, Roseland, per doz.		0 25
Cucumbers, Canadian, per bask	0 30	0 35
Cauliflower, per doz.		1 50
Parsley, per doz.		0 25
Egg plant, per basket		0 30
Corn, new, per doz (green)		0 15
Celery, Canadian, per doz	0 35	0 40
Celery, imported, per doz.		0 50
Red Peppers, per basket		0 30

FISH—Things are booming in the fish market in consequence of the opening of regular fall trade. Supply is much more plentiful but a healthy demand keeps prices up about at last week's level.

Perch, large, per lb	0 08	0 09
Blue pickerel, per lb.	0 08½	0 09
White fish, Georgian Bay, per lb.		0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb.	0 07	0 08
Herring, medium, per lb.	0 07½	0 08
" jumbo, per lb.		0 10
British Columbia salmon, per lb.		0 12
Quails, per lb.		0 10
Trout, fresh, per lb.		0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl.		4 75
Halibut, fresh caught		0 10
Shredded cod per lb		0 08
Shredded cod per doz.		0 95
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb.		0 07
Mackerel mediums, each		0 12
" large		0 22
Finnan Haddie, per lb	0 09	0 09½
Oysters, per gal.		1 85
Shell oysters, blue points, per 100		1 50
Bloaters, box		1 50
Kippered Herring		1 75

The fruit market at Toronto has closed for the season.

ALMERIA GRAPES
NEW FIGS
NEW RAISINS

SHIPMENTS ARRIVING

Our Grapes this year are particularly fine, sweet and of long keeping variety. Selections carefully made for out of town purchasers.

WHITE & CO., Limited
Wholesale Fruit, Produce and Fish
TORONTO and HAMILTON

FATAL FANCIES

You look at the quotation card and you fancy some other mentioned brand is cheaper than "St. Nicholas'—it's purely a "Quotation Card" illusion. You'll say so when you see the stock. If you judge by the quotation card, "The Poor (Lemons) you'll have always with you."

W. B. STRINGER & CO., Sole Agents, TORONTO

The Dawson Commission Co.

handlers of all kinds of Fruit and Farm Produce. Apples and Poultry are specialties of ours. Get in touch with us. We have the selling of about 20,000 barrels of apples. Consignments solicited.

THE DAWSON COMMISSION CO., - TORONTO

Fancy Jersey Sweet Potatoes

FINE QUALITY

Fancy Valencia Onions Cases and Half Cases

PRIME CONDITION. PRICES LOW

Just arrived—

Fancy New Eleme Figs "Camel" Brand
10-lb. Boxes

Car **Fancy Cape Cod Cranberries** due in a few days

OUR PRICES ALWAYS RIGHT

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

New Labrador Herrings

Fall Pack **The Real Thing**

We have just received a few carloads of large, bright Herrings in barrels and half-barrels. These fish have been selected and packed specially for our high-class trade. If you want the Genuine article give us a trial order. We guarantee every package.

A complete assortment of all kinds, Fresh, Smoked, Prepared and Pickled Fish

PRICE LISTS MAILED ON REQUEST

LONG DISTANCE TELEPHONES.

P.O. BOX 639

LEONARD BROS.

20 to 26 Youville Square,
MONTREAL

ST. JOHN, N.B.
GRAND IVER
GASPE

Getting Together Again

The Opening of the Fish Season

IT IS at this season that we renew old acquaintances. Customers whom we have not heard from since the end of last Fish season are now sending in orders. We are not only anxious to retain the business of our old patrons, but are after new trade.

TELEPHONE, TELEGRAPH OR MAIL YOUR ORDERS. State whether to Ship Freight or Express.

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors **76 Colborne St. TORONTO**

F. T. JAMES, - Manager

LARGEST PACKERS OF SEA FOODS
ON NORTH ATLANTIC COAST

ATLANTIC FISH COMPANIES, LIMITED

Head Offices: LUNENBURG, NOVA SCOTIA.

SALES OFFICES AT
HALIFAX, MONTREAL, WINNIPEG,
ST. JOHN, VANCOUVER.

PACKERS OF THE CELEBRATED

"Halifax," "Acadia," and "Bluenose,"
Brands of Prepared Boneless Codfish.

SEA FOODS of every description.

Write our nearest office for quotations and price lists.

ATTENTION!

New Pack of ¾ Mustard Sardines

BRUNSWICK BRAND

Sanitary Can

We guarantee the goods

Write for sample and be convinced

Connors Bros., Limited

Black's Harbour, N. B.

There's as much difference between

"King Oscar" brand Sardines

and other brands as there is between

Electric and Candle Light

It's easy to talk, but "the proof of the pudding is in the eating."

Your customers, once they try a tin of "King Oscar" Sardines, will insist upon that brand always.

"Those who know" buy

"King Oscar"

For sale by leading jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON.

It is No Mere Pipe Dream

we are having when we tell you that T. & B. is the most popular pipe tobacco in Canada. Ask any discerning smoker what his favorite brand is and he'll nearly always say, "Why,

"T. & B."

Of course! No wonder! It has that fragrant flavor which the smoker likes, and it will not "bite the tongue."

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

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MONTREAL RETAIL GROCERS.

Important Subjects to Be Discussed at Next Meeting.

A. Laniel, president of the Montreal Retail Grocers' Association, in an interview with a representative of The Canadian Grocer, intimated that the next meeting of the association would be one of unusal importance. He stated that the members were to be notified by letter, to insure a full attendance.

The first subject which will be considered is the relations between the Retail Grocers' Association and the Retail Merchants' Association. Mr. Laniel did not state what he considered the probable outcome. There are three possible arrangements: To remain united, to separate entirely, or to separate financially while still retaining the fraternal relationships.

Also, to be considered is a mutual arrangement for more uniform prices among the grocers. Mr. Laniel stated that, owing to the almost unprecedented advance in the prices of general grocery lines some understanding must be reached among the grocers in order to save many of the smaller dealers from being driven to the wall. Butter, for example, which a short time ago could be purchased for 24½ cents, now costs 28 and 29 cents. Consequently, a grocer who was fortunate enough to have a large supply of butter laid in, could sell under the purchasing price of his less fortunate neighbor and still make a profit.

"Another question which will probably come under discussion at this meeting," said Mr. Laniel, "is the one of arranging some definite line of demarcation between the retail grocers and the retail butchers of the city."

Questioned as to what arrangement could be made, he replied, that the grocers belonging to the association would probably agree not to handle smoked and other meats, and the butchers not to handle canned goods and grocery lines.

There has been some friction of late between the two classes of tradesmen, each laboring under the more or less mutually justified impression that the other was exceeding the limits of his legitimate business and encroaching upon the bounds of a territory that was, or should be, outside his commercial sphere.

The next meeting will take place on November 7.

WANTED—FULL PARTICULARS.

And Details as to Price and Date of Delivery.

A Winnipeg broker in conversation with The Canadian Grocer, one day last week made a few observations on the practices of eastern shippers who write western brokers asking them to sell their goods to the western wholesale trade.

"A broker can't sell goods to the Winnipeg wholesale houses unless he knows the price and is in possession of a few other necessary particulars," said he. "The buyers in the Winnipeg wholesale houses refuse to be both buyers and sellers, but I find it hard to convince eastern shippers of the truth of this statement.

"Here is a case in point: I had a letter this morning from an Ontario canner wanting me to sell for him a car of gallon apples but giving me no particulars as to the price or date when delivery can be made. I went to the buyer in one of the wholesale houses.

"'Do you want any gallon apples?'" I enquired

"'I do. What's the price and when can you deliver?'

"'What will you pay for them?'

"'It's not my business to set the price. It's yours. Write or wire your shipper for a price and then come and see me.'"

Vexatious delays are frequently caused by the practice of which this Winnipeg broker complained, and eastern shippers lose many sales by their neglect to furnish Winnipeg brokers with full particulars.

NEW GROCERY.

A new grocery store called The Maple Leaf Cash Grocery, has just opened at 2012 Queen St. east, Toronto. The proprietor is J. Shelton, who is well known in the grocery business throughout Ontario. The Grocer wishes Mr. Shelton every success in his new enterprise.

H. H. Manders, of the staff of J. Stetson, one of the up-to-date Point grocers, of Montreal, will be married on Wednesday next to Miss McLaren, of Lanark, Ont.

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OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

NEW BRUNSWICK CONTINUES FIGHT AGAINST SHORT WEIGHT BUTTER

Flour Firm and Steady—Crusade Against Short-weight Butter in Full Swing—Some Claim Shrinkage is responsible.

(Special Correspondence of Canadian Grocer.)

St. John, N.B., Oct. 22, 1907.

There was no change in the price of flour during the past week, although in the present state of the market dealers say they would not be surprised how soon prices may again take a jump. Oatmeal is at present considerably higher than flour. Indeed, local men say it has now reached the highest point for many years. Roller oatmeal is now worth from $7 to $7.10 a barrel, and standard oatmeal is quoted at $7.25 and $7.35 a barrel.

* * *

American pork advanced 25 to 30 cents a barrel and lard jumped a half-cent a pound. Canned goods of all kinds are very high, the latest list of prices showing large increases.

Butter and eggs are holding very firm and the creameries have advanced their prices to 29c a pound for 2-lb. prints.

In the produce market last week, beef again eased off in price a little, though pork, owing to the demands of the packing establishments, is half a cent dearer. Potatoes are coming in rather more freely and have dropped 25 and 30 cents a barrel.

Western beef is now quoted at 9 and 9½ cents a pound wholesale, and country beef at 4 to 7 cents. Potatoes are held at $1.25 to $1.60 a barrel; carrots and beets are selling at $1 to $1.25 a barrel, and turnips from 70 to 80 cents a barrel.

* * *

A Hartland correspondent writes: "So far the week has been favorable to potato digging and the yield is fair. W. P. McMullin and H. H. Smalley, whose farms are close to the village, planted 27 and 19 acres, respectively, and as each are getting good potatoes enough to pay their heavy fertilizer bill, their hired help, and to have enough for their own use and seed, with a trifle of cash to spare, they say it is getting out of a decidedly "off year" easily. Another farmer sold $200 worth from four acres, and has enough for his own use beside. The stock is now reaching the market in prime condition and in consequence of the increased demand the price is boosted to $1,"

* * *

The annual fair at Loch Lomond, which was held on October 16, was very successful. The exhibits of live stock and vegetables were exceptionally good.

At a meeting held in Sussex Monday evening it was decided that an exhibition should be held next year by the Sussex and Studholm associations. The dates decided on were from September 28 to October 3. A committee consisting of E. O. McIntyre, S. J. Goodliffe and S. C. McCully was appointed to interview the Government regarding a grant.

* * *

Preparations for the approaching winter port season of 1907-08 are going forward now and the indications are that all will be in readiness when the first steamer arrives here some time about the latter part of November.

It is probable that grain shipments will not be as heavy this year as was thought a while ago, as the storage in the west and the high prices asked, will probably result in smaller shipments.

According to the railway companies, there will be plenty of cars available this winter for the large import and export business that is looked for.

* * *

At a meeting of the civic treasury board last week it was decided to employ an accountant and engineer to obtain facts and figures as to the condition of the harbor properties, for the benefit of the harbor committee appointed some time ago, at the suggestion of the Minister of Railways. This action was taken as a step toward valuing the city's harbor property, with the view of having the Government take over the control of the harbor, as the burden of building new wharves and of dredging is becoming greater than the city can bear.

* * *

The Evening Times is continuing its crusade against the packers of short-weight butter. Following the article quoted in last week's issue of the Grocer, a St. John daily published another dealing with the question, and also used a letter contributed by R. H. Cother, butter-maker, for the St. John creamery, in which Mr. Cother claims that shrinkage is responsible for the short weight in butter. This statement is confirmed by several other persons.

On the other hand it is contended that mere shrinkage would not account for as much shortage as is shown in a considerable portion of the product of the New Brunswick creameries. It is suggested that it would be better for the consumer if the creameries abandoned the flat two-pound print and sold the butter in larger bulk by actual weight.

The article recently quoted on this subject in The Grocer was the subject of universal discussion, and the view was freely expressed that the duties of the inspector of creamery products should be performed without fear or favor.

Another matter of considerable importance is the practice of several of the out-of-town creameries that ship considerable butter here, of buying up old butter whenever they can get it and doctoring it up and mixing it in with their own product. This merchant said that he had been offered a good figure not long ago for a lot of "cooking" butter, by one of these creameries. He had noticed very often that the prints sent out by the creameries were very "streaky," two or three different colors of butter being worked into one print. Very often shipments of this class had been returned to him and he had lost good customers on account of it.

Upon weighing some of the one-pound prints of butter that are sent here by farmers and small dairies, some were found to be of the correct weight, while others were shown to be from one to two ounces short in weight. It is known that in many cases these so-called pound prints are never weighed by the producers, but are put up mainly by guesswork, and strange to say the guesses are nearly always in favor of the producer. In some instances prints have been sold for a pound that weighed no more than three-quarters of a pound.

* * *

James Barry, inspector of weights and measures, has been giving his attention to the question since the subject was brought to public notice.

Interviewed by a representative of The Grocer, Inspector Barry stated that both in Fredericton and St. John he had been told by dealers that butter put up in farmers' dairies was frequently short in weight. He found some in this city that was notably short.

With regard to creamery prints he found that some were from one hundred to two hundred and fifty grains short. There are seven thousand grains in a pound. He also found some that were overweight. From this he was led to believe that carelessness in packing rather than a desire to cheat was the cause of any shortage in weight. Unless the prints were carefully molded they might easily be under or over-weight. He confirmed the statement in Mr. Cother's letter that the butter shrinks somewhat in weight when it has had time to dry out. In his opinion there is more likelihood of short weight in dairy prints, because the ordinary household scales used by the farmer are very often incorrect.

It has been suggested that dealers should buy this country butter by actual weight, and sell it the same way. It may further be suggested that the same plan should be followed with regard to creamery butter, giving the seller the benefit if there is overweight, and protecting the customer if there is underweight. If the customer would always insist on having the butter weighed the remedy would very soon be effective.

The inspector found that sometimes dealers, when a customer asks for a pound of butter, cut a two-pound print in two, and sell each half without weighing it. He warns them that they should not trust to their knife, but to the scales, to tell whether the print was exactly divided.

BUSINESS NOTES.

A. G. Watson, grocer, of Toronto, has assigned to N. L. Martin.

R. A. Bartlett, wholesale grocer, of Sherbrooke, Que., has assigned.

J. W. Truscott, grocer, of Toronto, has sold his business to T. J. Allen.

J. A. Holgate's evaporator plant at Foxboro, was damaged by fire last week.

The business of Alexander Cattenach, grocer, of London, is advertised for sale.

The stock of Arthur Sarrazin, grocer of Montreal, was damaged by fire last week.

Eurele Choquette, general store-keeper at Poguetuille, Que., has assigned to V. E. Paradis.

R. B. McEachren, of Chatham, has taken over the grocery business recently conducted by the J. J. Brennan Estate.

$3,000,000 WORTH OF APPLES FROM THREE COUNTIES OF NOVA SCOTIA

Flour Advancing— Fish Markets Active—P.E.I. Potatoes Arriving—Heavy Apple Shipments to the Old Country—A Record Crop Probable.

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Oct. 22.

The flour markets continue very unsteady, and prices are still advancing. During the week just closed there was an increase of 25 cents per barrel on all high grade flours. Some of the dealers here have very large stocks on hand, and as much of the flour was ordered before the prices advanced they stand to make good profits.

Prices on all canned goods are higher than last season, and condensed milk has been increased 25 cents per case. American beef is about one dollar higher, but pork is steady, no recent advance having been made.

FISH—The fish markets are as usual very active at this season of the year, and large catches are now being placed on the market. During one day last week, vessels arriving here landed in one day alone seven thousand quintals of cod and about 2,500 barrels of pickled herring. All the fish markets are very active, and there is a good buying demand. Fresh fish are fairly plentiful, but the catches of fall mackerel are very small. The price of mackerel is very high, due to the demand for this kind of fish. On the American market No. 1's are quoted at $30 per barrel.

* * *

VEGETABLES—Prince Edward potatoes are now coming on the market. They are quoted at $1.25 per three-bushel bag. Nova Scotia potatoes are worth from 50 to 60 cents per bushel. Some large shipments are now being made to the Havana markets, one steamer sailing last week with a full cargo. Parsnips are quoted at $1.50 per bag, carrots at $1 per bag, and turnips at 80 cents per bag. Tomatoes are about done, though there is some green stock still on the market.

* * *

FRUIT—The apple export business is booming. Large quantities are being shipped weekly to the British market. The stock here is of very poor quality and it is almost impossible to get good No. 1 Gravensteins. All the best fruit is being sent out of the country. Gravensteins are quoted here at $3 to $3.50 per barrel, and $2 to $2.50 for second grades.

A co-operative fruit packing company has been incorporated in Kings County, composed of a number of the largest growers in the Valley. They intend to pack their fruit under one brand and to place on the market apples so carefully graded that every barrel can be guaranteed to be up to the standard. The officers are: President, Henry Chute; secretary, S. C. Parker, John W. Chute is the manager.

* * *

It is reported that Fred S. Fisher, of King's County has refused an offer of $4,000 for the fruit in his orchard. During the past week over 50,000 barrels of apples were shipped from this port to the British market.

* * *

The orchardists of the Annapolis Valley are happy in the feeling that this year's apple crop will be the greatest for nearly a century, if it does not, in fact, eclipse any previous yield. At the present time only an approximate estimate can be made, and there is a difference of opinion necessarily regarding this, but the lowest estimate puts the yield at 600,000 barrels, and those also in a position to know fairly expertly, go higher, and one gentleman, whose knowledge is thoroughly practical, gives it as his opinion that the yield this year will exceed all predictions. He places it at 750,000 barrels.

This will mean $2.50 a barrel at least to the grower, who will thus obtain this sum individually per barrel, and collectively, will get this year the very large amount of $1,875,000, or perhaps two million dollars.

This, it must be remembered, represents the price paid to the orchardist, while on the market the price will be over a dollar more for No. 1 apples, so it is moderately safe to say that the amount taken out of apples from the three counties of Kings, Hants and Annapolis, will this year be considerably over $3,000,000.

EGGS—A REVIEW.

Some Features of the New-laid Season Now Closing.

The egg situation, under the season's prevailing conditions of scarcity and high prices in all lines of foodstuffs, is somewhat precarious. Dealers receipts, by this time, have become very small, and will shortly be cut off almost entirely.

Firms which have been receiving from three to five hundred cases weekly during the summer, say that their supply has dwindled very considerably and that from now on their receipts will not be larger than five to ten cases weekly. With this fact in view it will be seen that the new-laid egg will shortly be a non-entity on the wholesale market. People with fat pocket-books can, of course, secure the article right from the hen during the whole winter, but for the ordinary householder the strictly fresh egg season is practically over. The closing of the season will be felt even more seriously this year than usual, for with the high meat prices prevailing people have been eating eggs instead of meat. This is one good reason for the high prices which have continued in the egg market all summer in spite of the fact that the supply has been fairly good.

A peculiar feature about this year's egg is the fact that the shell has been noticeably thinner than usual. Many eggs are covered with a shell not thicker than a sheet of fairly heavy paper and the shells in general seem considerably thinner than in former years. The cause of this peculiarity is almost impossible to discover. Some dealers attribute the cause of this peculiarity to the poor quality of the feed supplied the hens under the summer's prevailing high prices. During the summer, however, hens have to depend to a great extent on what feed they can scratch up for themselves, and this reason seems inadequate.

Egg Preservation.

The various methods of egg preservation, some of which are of very ancient usage, and others of recent years, are being almost altogether superseded by the cold storage system. This method has proved itself exceedingly valuable by reason of its simplicity, its utility and its low cost. The cases of eggs are simply run into the cold storage warehouses and left to the attention of the low temperature, which does the work well. Eggs will keep satisfactorily under these conditions for from three to sx months and even at the expiration of the latter time may be used for almost any purpose to which the fresh egg of commerce is usually put.

June is the great egg month. After the winter's rest, the fowls have by this time gotten well to work and seek the nest frequently. Receipts during this month are probably larger than at any other time during the year. The June egg is the dealers' standby. It is the June egg, also, which is being taken from storage at present to take the place of the newly-laid variety.

This year's pack of eggs has been only fairly good in common with small supplies of all kinds of produce. Whether the supply will equal the demand at the end of the winter months is rather a problematical question at present, but with the high prices which are certain to prevail it looks as if matters will even up in some way.

ALMERIA GRAPES.

W. H. Despard, of White & Co., Toronto, has returned from New York, where he has made heavy purchases of Almeria grapes. He says the quality this season is the finest seen in years, and that the grapes in consequence will be excellent keepers.

White & Co. are very busy these days in their new corner. They are making a specialty of handling deer, venison and all sorts of game.

E. J. Slocombe, who has been for some years associated with Rickett & Son Co., black lead manufacturers, at Bristol, Eng., has recently located in Toronto as a manufacturers' agent.

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

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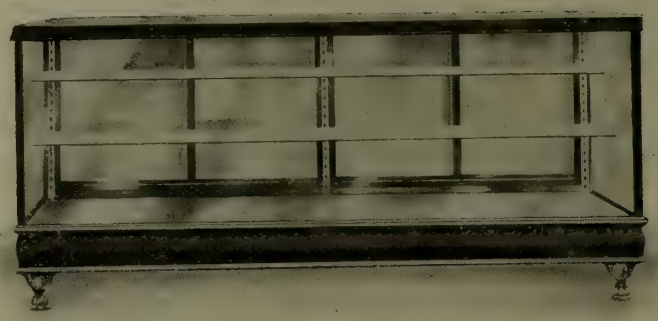
The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

The "Sovereign"



Finished in Quartered Oak, Plate Glass throughout.
Height, 42 inches; Width, 24 inches;
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Special Sizes to Order—Shipped Set-Up or K.D.

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That's what grocers and others say about our lines of

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Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

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MAKE MONEY

by handling the right kind of brushes? We have a line of Scrub, Stove and Shoe Brushes which are

EASY TO SELL

on account of sheer merit. Solid backed, steel fastened, elegantly finished and made in a variety of the choicest materials. The prices are popular and there is a

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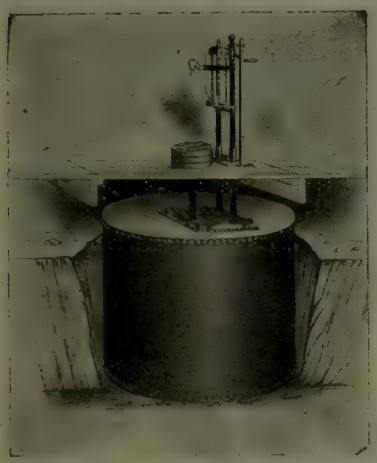

Cut 6
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will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Send all orders to

THE AMERICAN COMPUTING CO., Indianapolis, Indiana

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

COMBINATION IN EVERY BOTTLE

QUALITY

VALUE

PRICE

PROFIT

SATISFACTION

MACONOCHIE'S PICKLES

SAUCES, CANNED FISH, MARMALADE, JAMS, ETC.

A CHANCE TO MAKE EXTRA PROFITS

Order your winter supply **now,** from your jobber, collect the wrappers and send them by Nov. 30th to our agents.

MACLAREN IMPERIAL CHEESE CO., Ltd.
TORONTO

MACONOCHIE BROS., Limited

LONDON, - ENGLAND

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Oct. 25, 1907.

Baking Powder.

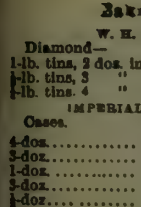
W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

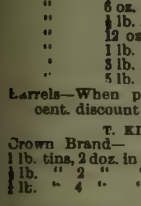
CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45



ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$3 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag	
EBY, BLAIN CO. LTD.	
Meat of Wheat, per case	4 20
Wheat OS 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour, doz.	1 [illegible]
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 15
London Pearl per lb.	0 [illegible]

Special quotations for Cocoa in bbls., kegs, etc

Chocolate—

Queen's Dessert, ¼-lb. cakes, 12-lb. boxes per lb.	38
Vanilla, ½-lb. cakes, 12-lb. boxes per lb.	35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy, ½'s 12 lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 [illegible]
" 6's, "	0 22
" 8's, "	0 30

The following unsweetened:

Perfection, 2 c. size, 2 doz. in case per oz	$1 80
Perfection, 10c. size, 4 doz. in case per doz	0 90

Icings, Paste—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections— Per doz.

Cream bars, 60 in box, per box	1 80
" 6 in box per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" " ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb.	0 35

EBY'S.

Chocolate—	per lb.
Caracoas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	$ 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 [illegible]

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4	doz. to case	per doz.,	$ .90
½ "	" 4	"	"	2.40
¼ "	" 2	"	"	4.75
1 "	" 1	"	"	9.00

JOHN P. MOTT & CO.'S.

R. S. McLaughlin, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 [illegible]
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, ½, ¼, ⅛, 1 & 5-lb. tins	0 47
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. box s	0 30
Carcoas Sweet chocolate, ½-lb. cakes 6-lb boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw cap cans, 10 cans in case, 4	c.
12-lb. boxes, 6 boxes in case, 1-lb. tins	42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42
6 lb. boxes 12 boxes in case, 1-5-lb. tins.	43c.
12-lb. boxes, 6 boxes in case	45c.

Sweet cocoa powder—

12-lb. boxes, 6 boxes in case, 1-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ½-lb tins.	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	38c.
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	38

Milk chocolate—

50 5-cent pieces to box, per box	$1.75

Vanilla sweet chocolate—

50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins	30
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	26c.
6-lb. " 12 " " ¼-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c, 20 and 40c. packages packed in 15 lb. and 3 lb. cases Per lb.

1 lb. packages	0 26
½ lb. "	0 27
¼ lb "	0 28
1 and ½ lb. packages assorted	0 2
½ and ¼ lb. "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 and 15 lb. pails and 10, 25 and 50 lb. boxes.

	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	....	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 30	1 10
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.

Standa d Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$ 32
Nectar	0 30
Empress	0 28
Duches	0 [illegible]
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. LIPTON

	retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocca	$0 35
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 [illegible]
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " ½-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto

5 oz. bottles, 4 doz. per doz.	1 75
10 " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities
for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Grey Nun Street, MONTREAL

Borden's Brands

Two leading and profitable lines for every grocery store

"EAGLE BRAND" CONDENSED MILK and **"PEERLESS BRAND" EVAPORATED CREAM**

stand at the summit of everything in milk that is pure, clean and healthy.

Every jobber sells them

(Unsweetened)

27 Front St. East, TORONTO — **WM. H. DUNN, Agent** — 394-396 St. Paul St., MONTREAL

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON, - ENG.**

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of	2 doz	$3 20
"	2 "	"	1 "	3 00
"	4 "	"	1 "	4 50
"	20 "	"	½ "	4 75
"	20 "	"	1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

binson's patent barley	½-lb. tins	....	$1 25
" " "	1-lb. tins	....	2 25
" " groats	½-lb. tins	....	1 25
" " "	1-lb. tins	..	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
3-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
3-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails..... "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½	20-lb. tins	2 18
½-bbls.	0 11½	Cases 3-lb. " ..	0 11½
Tubs, 60 lbs ..	0 11½	" 5-lb. " ..	0 11½
20-lb. Pails	2 28	" 10-lb. " ..	11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	.....		2 90
Pint " 2 "	"	.....	1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.	.....		2 90
Pint " 2 "	"	.....	1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins	..... per doz.	$1 40
"	½-lb. tins	..... "	2 50
"	1-lb. tins	..... "	5 00
Durham	4-lb. jar	.....per jar.	0 75
"	1-lb. jar	..... "	0 25
F. D	½-lb. tins	.....per doz.	0 85
"	1-lb. tins	..... "	1 45

E. D. MARCHEAU, Montreal.

"Condor," 12-lb. boxes—			
½-lb. tins	.....	per lb.	$0 35
½-lb. tins	.....	"	0 33
1-lb. tins	.....	"	0 32½
4-lb. jars	.....	per jar	1 20
4-lb. jars	.....	"	0 35
Old Crow," 12-lb. boxes—			
½-lb. tins	.....	per lb.	25
½-lb. tins	.....	"	0 23
1-lb. tins	.....	"	0 22½
4-lb. jars	.....	per jar	0 70
1-lb. jars	.....	"	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—		
Minerva, qts. 12's	.....	$5 75
" pts. 24's	.....	6 50
" ½-pts. 24's	.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WOCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz , per doz.	.....		0 90
Pint " 3 doz.	.....	.....	1 75

THOMAS J, LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ¼-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages	.....		$2 75
No. 2, " 120 ½-lb.	"	.....	2 75
No. 3, " {30 1-lb. {60 ½-lb.	"	}	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors	.....per gross		$10 20
" " black	.....	"	15 30
Oriole soap	.....	"	10 20
Gloriola soap	.....	"	13 00
Straw hat polish	.....	"	10 20

Starch.

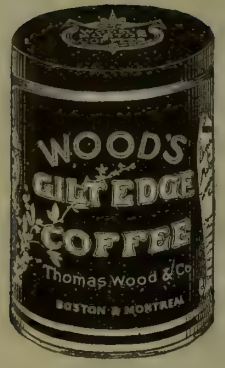
EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 5½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb....	0 [illegible]
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 [illegible]
Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3

IT'S THERE



Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½

SAN TOY STARCH.

pkgee, cases 5 doz., per case..	4 75

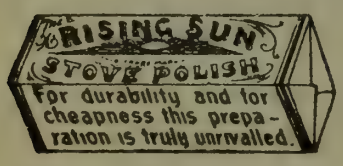
ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb .	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 1-lb. cartons, 48 lb..	0 07
" 3-lb. cartons, 36 lb..	0 07
" 200-lb. bbl.....	0 06½
" 100-lb. kegs.....	0 06½
Canada Laundry, 40 to 46 lb.....	0 06
Ivory Gloss, 3-5 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.....	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb..	0 08
[illegible] 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.....	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
5 gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs....	1 70 "

Plain tins, wide label—	Per case.
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—

Cases 24, pts.. 4 90		Cases, 24 qts..	5 40
Cases 12, ½-gal	5 10	" 6 gals..	4 80
" 1, 5-gal	4 50		

54 lots prepared up to 40c. rate.

Empire Golden Syrup—

Cases, 24—2's.	2 75	Bbls, per lb.	0 03½
" 12—5's.	2 65	½-bbl. "	0 03¾
6—10's.	2 60	Kegs "	0 03½
3—20's.	2 40	Pails, $1.25 and	$1.75

Usual freight allowance on 5 case lots.

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " " .	2 75
10-lb. " 6 " " ..	2 65
20-lb. " 3 " " ..	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s and ¼'s	0 30	0 40
Red Label, 1's and ½'s.....	0 35	0 50
Gold Label, ½'s.	0 44	0 60

LIPTON'S TEA

Thos. J. Lipton
75 Front st.
East,
Toronto.

Packed in air-tight tins only

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, ¼'s.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—

Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19

Ceylon Green Teas—Japan style—

Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½s.....	$0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 26
Japan 1s	0 19	0 25

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s..	0 22	0 30
Green " 1's and ½'s.	0 25	0 35
Blue " 1's, ½'s, ¼'s, ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s.....	0 70	1 00
" " ¼s.....	0 55	0 80
" " ⅛s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs,. ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s..	0 25	0 30
" " ½ lbs.....	0 21	0 26
" " 1 lb.....	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 20	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb.....	$0 35
" " 80 ½-lb....}	0 35
" " 120 ¼-lb.....	0 36

Ceylon Tea in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 75c.....	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 50c.....	0 22
Green Label. " 40c.....	0 28
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label. " 80c.....	0 55

E. D. MARCEAU, Montreal.

Japan Teas—

"Condor"	I 40-lb. boxes.....	$....
"	II 40-lb. boxes.....	....
"	III 80-lb. boxes.....	....
EMD AAA Japan, 40 lb " at.....		....
" AA " 40 "		....
Blue Sky, basket fired Japan, 70 lbs.,		....
"Condor" IV 80-lb. "		....
" V 80-lb. "		....
" XXXX 80-lb. boxes.....		....
" XXXX 80-lb. "		....
" XXX 80-lb. "		....
" XXX 80-lb. "		....
"Condor" XX 80-lb. "		....
" XX 80-lb. "		....
" LX 60-lb. per case, lead packets (25 1's and 70 ½s)	0 27½	....

"Condor" Ceylon black tea in lead packets

Green Label, ½s, ¼s and 1s	
60-lb. cases .....retail,	0 20 at 0 25
Grey Label, ½s, ¼s and 1s,	
60-lb. cases .....retail	23 at 0 30

"Condor" Ceylon black tea in lead packets

Yellow Label, ½s and 1s,	
60-lb. cases .....retail	0 26 at 0 35
Blue Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 30 at 0 40
Red Label, ½s, ¼s and 1s,	
50-lb. cases .....retail	0 34 at 0 50
White Label, ½s, ¼s and 1s,	
50-lb. cases .. ...retail	0 40 at 0 60

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.

No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 22
No. 5 ..... "	0 18

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 50
" Golden Rod	0 35	0 50
" Fleur de-Lis	0 30	0 40

Pack in ¼-lb tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 3s. and 7s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 48
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.....	0 52
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C., Havana F. Finos, 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen.....	9 00

Vinegars.

E. D. MARCEAU, Montreal. Per gal

EMD, pure distilled, highest quality..	$0 35½
Condor pure distilled.....	0 30
Black Swan	0 27½
Old Crow	0 23½

Special prices to buyers of large quantities

White Wine, proof.....	0 22
" extra strength pickling	0 25
" XXX	0 25
" XX	0 20
" X	0 15

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case....	1 10

1. Whole Fruit
2. Delicious Flavor
3. Attractive Glass Jar

"Batger's"

Strawberry Jam has all these and other points, also, that have made it so popular with the GROCER and the CONSUMER alike.

Try a case of 4 doz. of

"Batger's"

Strawberry Jam

Agents:
ROSE & LAFLAMME
Montreal and Toronto

GENUINE MERIT

and good value are the reasons why all women prefer to buy.

Paterson's Worcester Sauce

All grocers should sell it—if they don't they miss sales.

ROSE & LAFLAMME,
Agents, Montreal and Toronto

Three Lines To Dollartown !

In the line of grocery specialties, there are three articles which you ought to know of, Mr. Grocer! They are

Pure Apple Juice

for drinking purposes;

Pure Cider Vinegar

in bottles or kegs; and

Pure Tomato Catsup

These three lines are regular magnets for the dollars. Purity and flavor, combined with a high grade appearance make these goods sell on sight.

Why not write us about them?

The Belleville Fruit and Vinegar Co.
LIMITED
BELLEVILLE - - ONTARIO

IT PAYS
TO HANDLE

Our Matches

It pays, because
they are right,
they cost less than others
and the freight is less.

Write for Price List and Particulars.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

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Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
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Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails, Pail Hooks, Strapping, Etc.
Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
American Computing Co., Indianapolis, Indiana.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. I., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
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Hovell, A. J., & Co., London, W.C.

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Abbott H. G., & Co., London, Ont.

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Bradstreet Co.

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Atlantic Fish Co., Halifax, N.S.
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Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

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Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

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Bovril Limited, Montreal.

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Methven, James London, Eng.
Scott, David, & Co., Liverpool, Eng.
Toothe's Extract of Meat Co., London, Eng.

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Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
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Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
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Warren Bros., Toronto.

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Enterprise Mfg. Co., Philadelphia, Pa.
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Sprague Canning Machinery Co., Chicago

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Goodwillie's—Rose & Laflamme, Montreal
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Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

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Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
Foley F. J., & Co., Edmonton, Alta.
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Holmes, W. G., & Co., Calgary, Alta.
Jarvis, C. E., & Co., Vancouver, B.C.
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MacLaren Imperial Cheese Co., Toronto
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MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Slocombe, E. J., Montreal.
Standard Brokerage Co., Vancouver
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

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Improved Match Co., Montreal.

Meat Extract.
Toothe's Extract of Meat Co., London, Eng.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

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Ontario Office Specialty Co., Toronto

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Empire Salt Co., Sarnia, Ont.
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La Cie Des Savon Francais, Montreal.
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Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co, Regina.

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Edwardsburg Starch Co., Cardinal, Ont.
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Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

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Ceylon Tea Association, New York.
Codville-Georgson Co., Winnipeg
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Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kit Coffee Co., Glasgow, Scotland.
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Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
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Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.

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Belleville Fruit and Vinegar Co., Belleville
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Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware
Stevens-Hepner Co., Port Elgin

Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.
Canada Paper Co., Toronto.
Thorne, A. M. & Co., Toronto

Yeast.
Gillett, E. W., Co., Toronto

SUGARS & CANNERS LIMITED.

MAPLE SYRUP,
MAPLE SUGAR,
MOLASSES,
CONFECTIONERY
SPECIALTIES,
CANDIED PEELS
&c.&c.

CANNED FRUITS,
JAMS &
MARMALADE,
TOMATOES,
KETCHUP,
PICKLES, VINEGAR
&c.&c.

INCORPORATED 1907.

CAPITAL STOCK $250,000.00

PARTHENAIS ST. COR. ST. CATHERINE.

LARGEST WORKS OF THE KIND IN CANADA.

STONEWARE JARS

of every description and size.

Special shapes to order.

The TORONTO POTTERY CO.
LIMITED
Toronto, Canada
Write for Catalogue

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
HAMILTON POTTERY
HAMILTON, - ONTARIO

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLEANER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

You are Interested in Something

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100	Clippings,	$ 5.00
250	"	12.00
500	"	22.00
1,000	"	40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU
232 McGill Street, MONTREAL, QUE.
Telephone Main 1255.
10 Front St. E., Toronto, Telephone Main 2701

ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

Dairy Salt

Table Salt

Rock Salt

Packers' Salt

General Purpose Salt

VERRET, STEWART & CO.
LIMITED
MONTREAL

MINCE PIES
MADE FROM
Wethey's Condensed Mince Meat
are what your customers want.

Have you got this line in stock?

Every day you are without this Mince Meat you are losing profits you might just as well have.

It is a ready seller.
It is a steady seller.
It is a repeat seller.
It sells when other brands do not sell.

All Jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES

"EMPIRE" Brand

Up! Up!! Up!!!

Coffees—are going up.

Teas—have gone higher than ever.

We have been telling you for some time past that this was coming.

If you will write us re these, we will have something to interest you.

4 free phones
USE THEM.

LUCAS, STEELE & BRISTOL,
Wholesale Grocers,
HAMILTON, - - - - ONTARIO

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 1, 1907. NO. 44.

"At home and abroad"

KEEN'S OXFORD BLUE

enjoys the reputation at home and abroad as the most perfect and satisfactory blue made—Knowing this Mr. Grocer, it's money to you to make it your leading laundry blue.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion **Montreal.**

"Crown" Brand Table Syrup

(CORN SYRUP)

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. Kegs and Pails.

Freight paid on 5 cases and over to all railway stations east of North Bay.

The enormous increase in the demand for this delicious table syrup in all parts of Canada is your most positive argument to stock it. The consumer knows it to be Pure, Clear, Rich, Nutritious and Healthful.

SOLD BY ALL JOBBERS. DEMAND "CROWN" BRAND.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont

164 St. James Street, MONTREAL, P. Q.

1706 ——— 1907

Crosse & Blackwell, LTD.

By Special Warrant

"Purveyors to the King"

For over 200 years, unequalled in the quality of their products.

C. & B. Pickles

C. & B. Sauces

C. & B. Jams

C. & B. Preserved Provisions

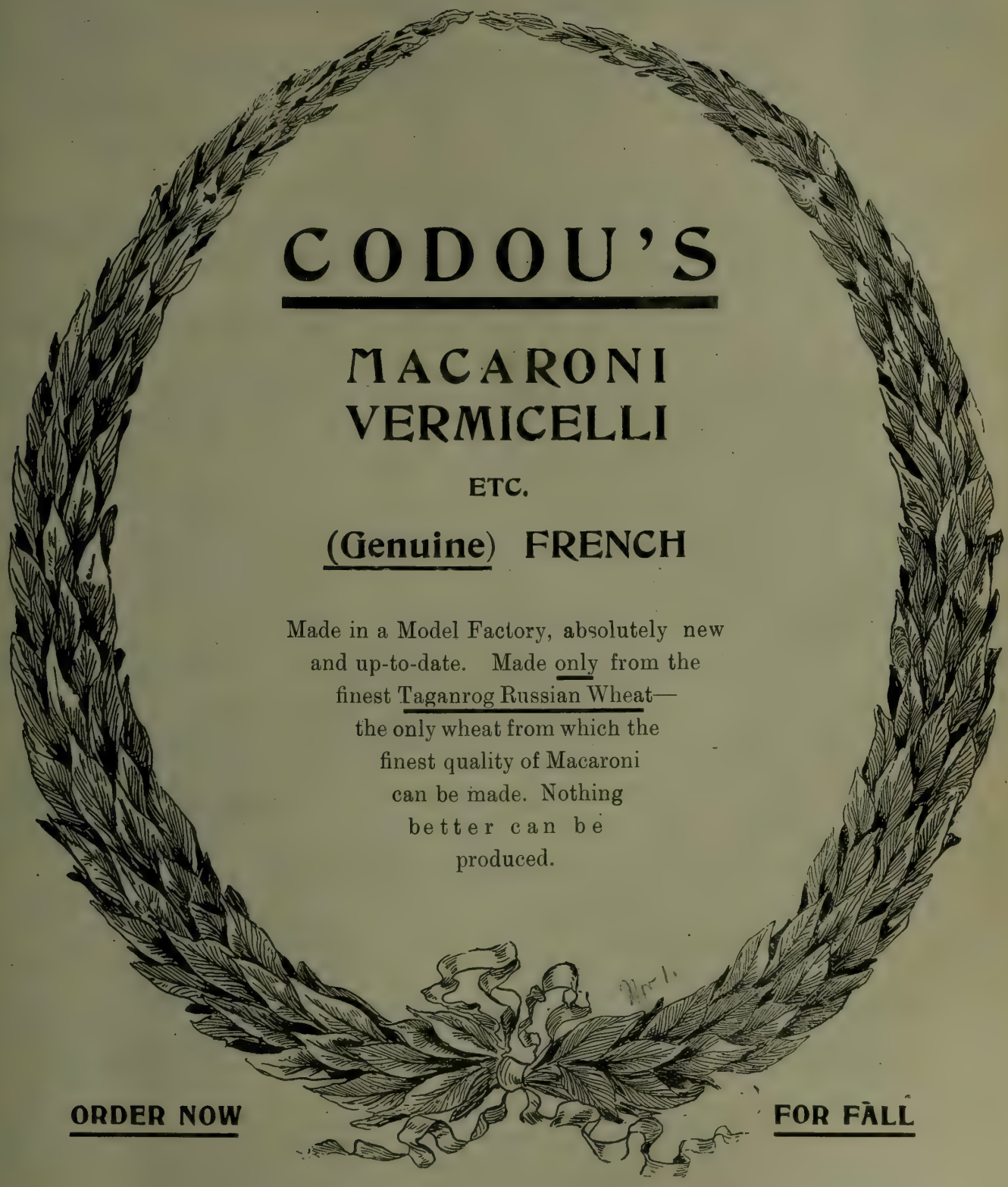
ARE

UNEXCELLED

AGENTS:

C. E. COLSON & SON

MONTREAL



CODOU'S

MACARONI
VERMICELLI

ETC.

(Genuine) FRENCH

Made in a Model Factory, absolutely new and up-to-date. Made only from the finest Taganrog Russian Wheat—the only wheat from which the finest quality of Macaroni can be made. Nothing better can be produced.

ORDER NOW **FOR FALL**

ARTHUR P. TIPPET & CO., Agents,

8 Place Royale,
MONTREAL

84 Victoria St.
TORONTO

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad." Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

On Spot
Currants
Raisins
Evaporated Apples
Barbadoes Molasses
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

TORONTO.

Evaporated Apples
NEW PACK
Ready for Shipment
Anderson, Powis & Co.
15 Wellington St. East
Toronto

VANCOUVER

RAY & WINDLE
Manufacturers' Agents and Commission Brokers
330 Homer Street, VANCOUVER, B.C.
Fruit and Produce Exchange of B.C.
Representing Dry Salters Limited, Montreal.
" R. S. Hudson's Dry Soap, Hull, England

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

M. B. STEELE
Wholesale Commission Merchant and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References.

Joseph Carman. Est. 1887. Will H. Escott
CARMAN-ESCOTT CO.
GROCERY BROKERS
WINNIPEG, - MAN.
Sell wholesale trade exclusively. Highest possible reference. Reliable accounts solicited.
722-723 Union Bank Bldg. Phone 493

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4.)

NEW FRUITS FOR FALL TRADE

We are Headquarters for all Lines.

Figs

Camel and **Parthenon** brands.—10, 20, 30 and 40-lb. boxes, 2-lb. Fancy Locoums, 10-lb. Umbrella Boxes, 16-oz. Glove Boxes. **Washed Figs.**—6-oz. and 14-oz. glass bottles. **Stuffed Figs.**—14-oz. bottles. **Commadre Figs.**—Tapnets and Serons of 4 taps.

Currants

Our shipments ex S.S. "Bellona" are now in store.
Don't forget, our brands of **Cleaned Currants** are not equalled in the trade.

Dates

We are quoting special prices for shipment upon arrival of **New Dates** this week.
Fard, Hallowee and **Sairs.**—"Royal Excelsior" fancy 1-lb. packages.

Prunes

Arriving this week, a carload **"Nonpareil"** brand.—25 and 50-lb. boxes. 40/50, 60/70, 70/80, 80/90, 90/100.

Raisins

Valencia Raisins.—Our "ANCHOR," finest select, and "the finest packed." "GOLD MEDAL," fancy 4-crown.

Malaga Raisins.—We have now a full assortment. 22-lb. boxes, 5½-lb. qr. flats, 1 and 2-lb. fancy cartons.

California Seeded.—A carload. "Anchor" and "Nonpareil," fancy, 16-oz. "Monogran," choice, 16-oz., "Majestic," fancy, 12-oz.

Now is the time to order. Our prices are right.

The EBY, BLAIN CO., Limited

Wholesale Grocers, Importers, etc.

TORONTO

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

***Gordon McDonald* & Co.,** 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.
We have a large and old established connection amongst leading wholesale and grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

This space $15 per year

NO ACID OR GRIT
will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.
"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.
Write for sample and prices. 71
MAJESTIC POLISHES, Limited
575 Yonge Street - - Toronto, Canada

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

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CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT.
Special Attention to Advertising

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE ONT.

DON'T FAIL
To send for catalog showing our line of
PEANUT ROASTERS, CORN POPPERS, &c.
LIBERAL TERMS.
KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357. Toronto.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

"The Real Thing"

"**What does it profit** the retail grocer **in the end** to **push** the "**nearly as good**" article? While he has been making one-sixth of a cent profit for two cents worth of extra work his neighbor grocer has been handing out "**the real thing,**" and lots of it. His customers come in and ask for it, and recognize it because it bears a well-known brand which even the children know as a guarantee of excellence.

At last there comes a time (it always comes) when the "nearly as good" article reaches the end of its string. It may have been put out of business, or it may have been skinned in quality until it is a business suicide to handle it any longer. **Has the trifling extra profit paid for the trouble of pushing it instead of selling it**—for the unknown, but none the less certain, percentage of dissatisfied customers—and finally for the up-hill work of beginning all over again with another new brand of goods? **Well, hardly!**

In the meantime, **the dealer who handles "the real thing"** still keeps passing called-for goods across the counter under the same old brands.

"**The real thing**" in **Canned Fruits and Vegetables** are :—

"**CANADA FIRST**"	"**KENT**"
"**LITTLE CHIEF**"	"**LYNN VALLEY**"
"**AUTO**"	"**MAPLE LEAF**"
"**LOG CABIN**"	"**LION**"
"**HORSESHOE**"	"**THISTLE**"

"**GRAND RIVER**" and "**WHITE ROSE**" Brands.

These brands have been on the market for over a quarter of a century.

QUALITY GUARANTEED by

CANADIAN CANNERS, LIMITED

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Forging Ahead More Rapidly Than Ever

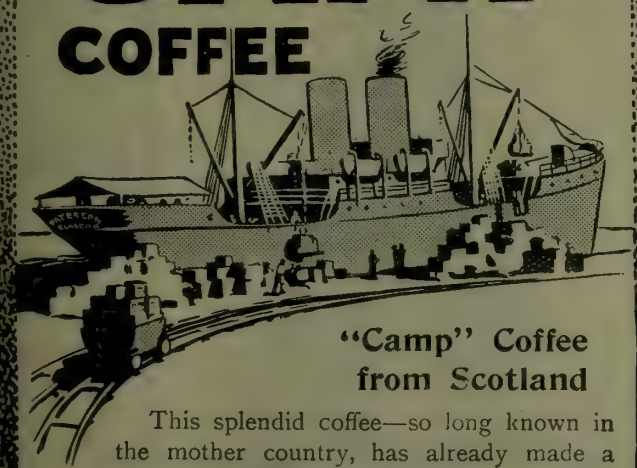
During the past six weeks

"SALADA"

Increases, in Canada alone, have been as follows:

For week ending Sept. 21st, our increase was	26,249 lbs.
For week ending Sept. 28th, our increase was	17,760 lbs.
For week ending Oct. 5th, our increase was	21,010 lbs.
For week ending Oct. 12th, our increase was	20,425 lbs.
For week ending Oct. 19th, our increase was	12,257 lbs.
For week ending Oct. 26th, our increase was	9,013 lbs.
Total increase for the six weeks in Canada alone over the corresponding period of 1906 was	**106,714 lbs.**

'CAMP' COFFEE



"Camp" Coffee from Scotland

This splendid coffee—so long known in the mother country, has already made a great name for itself in Canada.

It pays the distributor—pays him handsomely—pleases the customer—pleases her thoroughly.

"CAMP" not only maintains its own high reputation, but adds to that of every grocer who sells it.

MANUFACTURED BY—
R. PATERSON & SONS, COFFEE SPECIALISTS, GLASGOW

AGENTS — ROSE & LAFLAMME, MONTREAL

The Hall-Mark of Highest Quality is Found in

STERLING BRAND PICKLES

Grocers in all parts of Canada bear testimony to this fact in the large sales and the satisfaction that comes of handling these well-known made-in-Canada pickles.

Buy from your jobber or order direct.

The T. A. LYTLE CO. Limited

TORONTO - CANADA

Y. & S.
SCUDDER } STICK LICORICE
M. & R.

ACME PELLETS
M. & R. WAFERS
LOZENCES, ETC.,
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.
Montreal Depot, 322 Notre Dame St. East.
J M. BRAYLEY, Agent.
Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

"Gingerbread"

BRAND

Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - - KINGSTON
GEO. MUSSON & CO. - - - TORONTO
JOHN W. BICKLE & GREENING, - HAMILTON
GEO. H. GILLESPIE, - - - LONDON
CARMAN, ESCOTT CO. - - WINNIPEG
C. E. PARADIS, - - - - QUEBEC

Valencia Raisins

Next time you Order, ask for

"M. D. & Co." Special Fancy Quality
"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by

Mahiques, Domenech & Co.

Canadian Agents:
ROSE & LAFLAMME
Montreal and Toronto

Canada's Best

Flavor
Put up in glass, a few hours after being picked and nothing but the finest

Fully Ripened Fruits
being used they are delicious.

Appearance
They look tempting and taste as good as they look.

One Glance
and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME, Montreal and Toronto.

FOR TEA
YOU CANT
BEAT LIPTONS

That's a short story briefly told.
It's the sum and substance of the TEA business.
Every up-to-date grocer knows what success depends upon
and that it doesn't pay to be without a good supply of

LIPTON'S TEA

Over 1,000,000 packages sold weekly

THOMAS J. LIPTON

Canadian Office: 75 Front St. East, - - - Toronto

"Pride of Canada"

PURITY

You have our absolute guarantee that any maple syrup or maple sugar sold under our label is **purest made.**

We stand ready to back this statement.

No need to fear the government inspector if you carry our goods. They have stood the test in the past, and will always be looked upon as the acme of purity and perfection in maple goods.

Maple Tree Producers' Association

WATERLOO, - QUE

If it were not a first-class washing powder; if it did not give greatest satisfaction; if housewives did not nnd in it a long-felt want, then

PHENIX WASHING POWDER

would not be sold, known and appreciated all over Canada as it is to-day. Progressive grocers everywhere are handling it and reaping large profits.

Are You Progressive?

C. A. CHOUILLOU & CO.

Wholesale Canadian Distributors,

14 Place Royale, - MONTREAL

HAYCASTLE and PARADISE CURRANTS

The choicest growths from the most favored Districts in Greece.

We have new selected **Valencias** in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

AN EYE TO THE MAIN CHANCE

is supposed to be characteristic of the retail trader. It ought to be, anyway. And the best of it is, the Main Chance can best be promoted by

PLEASING THE PARTICULAR PUBLIC

Although this country may easily be said to be a "land flowing with milk and honey," there is a distinct national taste for the real thing in Canned Goods. Thus the discerning grocer will take great pains in selecting the brand he intends to handle, in order to get the "real thing." That is only another way of saying

OLD HOMESTEAD BRAND

of Canned Fruits and Vegetables

which is universally successful in satisfying the particular public. Reasons! Lots of them. Best fruits and vegetables grown, to begin with, then canned in such a way that the exquisite flavor is perfectly preserved.

DON'T FORGET THAT CANNED GOODS ARE NOW IN GREAT DEMAND

The Old Homestead Canning Co.

PICTON, - - ONTARIO

To the Wholesale Trade of Canada

GENTLEMEN,—

Herewith please find estimates of the value of the Cereal Crop for the season of 1907-08 against the season of 1906-07:

SEASON 1906-07		
Wheat, 90,000,000 bus. at 65c. average price paid the farmer at country points in Manitoba and the Territories		$58,500,000
SEASON 1907-08		
Wheat, higher grades, 40,000,000 bus at 88c. (est. average price for the year paid the farmer at country points, Manitoba and the Territories)	$35,200,000	
Lower grades 30,000,000 bus. at 60c. (est. average price paid for the year at country points, Manitoba and the Territories)	18,000,000	53,200,000
Decrease		5,300,000
Oats, 75,00,000 bus. (est. yield of oat crop for the year 1907-8 at country points in Manitoba and the Territories), at est. increased value per bus. over previous year of 10c.	7,500,000	
Barley, 15,000,000 bus. (est. yield of Barley crop for the year 1907-8 at country points in Manitoba and the Territories), at est. increased value per bus. over previous year, 5c.	750,000	8,250,000
Increased crop value as against 1906-7		$2,950,000

It will thus be seen at a glance that the increased returns for Oats and Barley will more than offset the loss on Wheat. Yours truly,

NICHOLSON & BAIN,

Wholesale Commission Merchants and Brokers

Offices and Warehouses:—

CALGARY **WINNIPEG** **EDMONTON**

ESTABLISHED 1882.

LEA'S

The Pickle with the Home-Made Flavor

We are offering a Sweet Mustard Pickle in bottle and bulk of excellent quality which has been pronounced by connoisseurs to be one of the finest Mustard Pickles ever offered to the Canadian trade.

Try a small lot, and your sales of Mustard Pickles will astonish you

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

Goodwillie's Preserves

There is a short pack in these goods. We still have some for sale. Order Quickly.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Purest and Best

Windsor Salt

In order to avoid delays incidental to car shortage, we beg to suggest that orders be sent as soon as possible.

The Canadian Salt Company, Limited

Windsor, Ont.

JAPAN TEAS

Recent incoming vessels have brought me assorted samples of excellent liquoring Yokohama Teas to arrive within a short time, and I shall be pleased to submit samples on application.

SHAW T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

GREIG'S WHITE SWAN COFFEE

is a delicate blend of the finest Mocha and Java imported direct by ourselves, roasted ***just right*** and packed ***hot*** into parchment bags—sealed and put into handsomely decorated square, hinged tins - one pound net weight. "The Coffee in the bag—the bag in the tin." Fresh from the roaster, the strength and the aroma of the Coffee simply cannot escape.

It is a Coffee prepared for ***particular*** people. The kind critical customers come back for. The kind that can be sold to people you never sold Coffee to before.

Two dozen pounds in a case

Try it and see how your coffee sales will grow. We depend on our first sale to make the second one.

The Robt. Greig Company, Limited

Toronto

BEE BRAND JELLY POWDERS

SELL

SIX FOR 25c.

Never before has such value been offered. That is why sales have been abnormal for such a line.

In **Bee Brand** we have quality and we have price.

And the grocer makes a profit !

Some of the flavors people ask for :

STRAWBERRY **RASPBERRY**
PINEAPPLE **CHERRY**
NUTTO **LEMON**

and there are others

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - MONTREAL

Pure Food is Essential to Good Health

Wagstaffe's Fine Old English Mince Meat

Guaranteed absolutely Pure.
The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

We Have Moved Our Toronto Branch

Our friends will find our Toronto branch office now located at

20½ Front Street East

S. H. EWING & SONS, Montreal

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

A SOAP WITHOUT AN EQUAL

at anything like the price, our

Mother's Delight

stands out as a leader which you can confidently recommend and which it will pay you to push. We also make several other lines at popular prices and profit.

SAVONS FRANCAIS, C. PAGNEULO, Manager, MONTREAL

Office: 392 St. James St. Factory: 1653 Notre Dame Street East.

AT THE BACK OF IT

At the back of the success of the E. D. S. Brand of Jams and Jellies, there are several sound reasons. Purity of Material, Cleanliness and knowledge in manufacture and lack of the slightest adulteration, have made

E. D. S. Brand
JAMS and JELLIES

the standard by which other brands are judged. Can you afford to be without a stock of this standard brand ?

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

BRANSON'S

CONCENTRATED COFFEE

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying Quality.

Large Bottles.

CONCENTRATED COFFEE

A quick selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation.

Deserving its title—"the best."

Large Bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Less work and better results

If Allison Coupon books merely reduced work, they might, in some small establishment, be considered a dispensable luxury.

But you can entirely disregard the time and labor-saving element, and still the system more than pays for itself in the cutting out of ACTUAL MONEY LOSSES, the increased satisfaction to customers and the large trade it entails. Hundreds of merchants that are using this system, could not at any price, be induced to revert to the old fashioned method.

ALLISON COUPON BOOKS

How They Work:

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO
Canadian Agents

ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings. Lameness and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle, delivered with full directions. Book 5-C, free.

ABSORBINE, JR., for mankind, $1.00 Bottle. Cures Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

The Essex Flavor!

Essex fruits and vegetables are grown in the immediate neighborhood of the plant, with no delay between garden and factory, no exposure to lessen their value and nothing to decrease in any way their freshness and flavor.

The name and fame of Essex Canned Goods means a quick demand for all we produce. Orders should be placed at once to make sure of delivery.

The ESSEX CANNING AND PRESERVING CO., Limited, 28 WELLINGTON STREET EAST **TORONTO, CAN.**

Factory at Essex, Ont.

THE TIME TO ORDER

2 in 1

Is Right Now

Cold weather is nearly here, when shipments will have to wait for favorable weather conditions. But the demand for **2** in **1** is unceasing and the wise grocer gets a substantial stock in early.

Remember that "once a **2** in **1** customer always a **2** in **1** customer." Repeat orders pay permanent profits.

The F. F. Dalley Co.

Limited

HAMILTON, Canada **BUFFALO, U.S.A.**

Stock the Best.

"KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 24 St. Peter St.; Ontario, A. E. Bowron, 18 King William St., Hamilton; Winnipeg, Mason & Hickey108 Princess Street.

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK CO., - MONTREAL

MORE PEOPLE SEE YOUR DELIVERY WAGON

han ever see the inside of your store. It is as important for you to have a good deliverv wagon as it is to have a clean stock. It is false economy to deliver goods to high grade customers in a wagon fit only for the scrap heap. Get an ***"Abbott" wagon.*** It will advertise your store ***effectively*** wherever it goes. ***Write us a post card for some interesting news we have for every grocer.***

H. G. ABBOTT & CO., LONDON, ONT.

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

is the **PUREST,** contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

From An Ontario Traveller

"————————are about dissolving partnership and are not buying any goods until the old business is settled up, and they said : 'You can book us an order for **RED ROSE** all right for we use that ourselves and can't afford to be without it.' Even where several other brands are kept I find very many merchants prefer Red Rose for their own use."

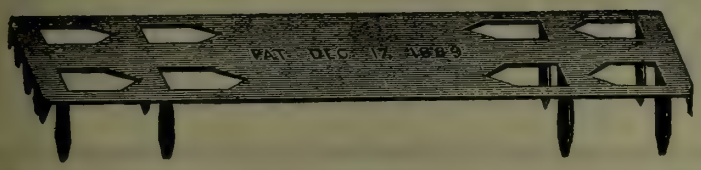
One of the very best proofs of the superior quality of Red Rose Tea is the fact that most merchants who sell it use it in their own homes.

If you are not doing so will you try it.

T. H. ESTABROOKS
ST. JOHN, N.B.

TORONTO—3 Wellington East, C. H. Campbell, Manager
WINNIPEG—315 William Ave., F. C. Walker, Manager

WARMINTON'S CLUTCH NAILS



The best device on the market for Repairing and Strengthening Boxes. You know **them**. If not, **try** them. Stock up for your fall trade.

Samples on request.

J. N. WARMINT ON

43 Scott St., Toronto.
207 St. James St., Montreal.

DELICIOUS!
"BALMORAL"
Reg'd.
Crab Apple Jelly

Specially prepared for high class trade.

We are making SPECIAL OFFER of above line. Inquire of our nearest agent or write direct to

J. W. WINDSOR,
SOLE AGENT,
MONTREAL

MINCE MEAT

Condensed, in Packages
Bulk in Pails and Tubs.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Rowley's Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. ROWLEY
DENIA
Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. BODI
DENIA
Finest Selected

Shelled Almonds, in 28-lb. and 14-lb. boxes.

We have the real goods. **Write for samples.**

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents: **Wm. C. Christmas, 22 St. Francois Xavier St., Montreal**
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

CHRISTMAS WANTS PROMPTLY FILLED

We have just received a large shipment of

New French Cherries
Olive Oil

Crystallized { **Rose Leaves** / **Lilacs** / **Violets, etc.**

For decorative purposes

direct from **MARTIN FRERES,** the celebrated French dealers.

SHELLED ALMONDS

CACHEW NUTS from Ceylon

We are also agents for

DE FORNEL & CO'S famous

SHELLED WALNUTS

The largest NUT firm in the world.

LET US KNOW YOUR WANTS EARLY

W. P. DOWNEY, 26 St. Peter Street, MONTREAL

"Trenors" Blue Eagle

Selected and Layer Valencias, arrived by first direct Steamer from Denia.

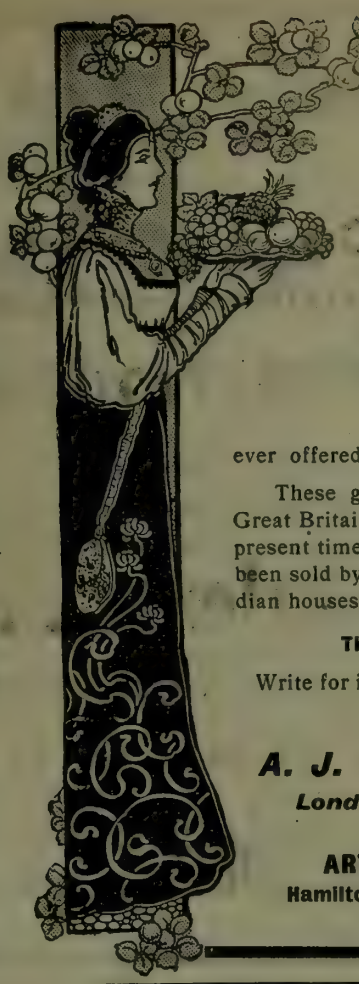
Don't be fooled with the "Just as Good" yarn. If you want ordinary brands, we will sell them 20% less.

Finest quality Cleaned Currants in bulk and packages, by same steamer—all at bottom prices. Write for quotations.

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL



THE

MOST BEAUTIFUL

Line of

Xmas Cracker Novelties
Table Decorations and
Xmas Stockings

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.

London, W.C., England

ARTHUR E. BOWRON
Hamilton, - - Canada
Canadian Agent

Naptho SOAP

MADE IN CANADA

contains the greatest cleansing materials known, and will leave any article like new if washed properly. It will not injure anything that water will not ruin.

Do you sell this Popular Brand?

The Welcome Soap Co.

Limited
St. John, - N.B.

A PAYING INVESTMENT

for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—8 doz. in case.

"The Very Pink of Perfection"

is by no means an overdrawn description of

FARMER BRAND

Canned Fruits and Vegetables

Every particle of fruit and vegetable which gets into a Farmer Brand can gets there only on condition of there being absolutely no better particle anywhere. The crop of fruits and vegetables from Prince Edward County cannot be excelled for flavor anywhere else on earth. And Farmer Brand is made from the pick of that crop. Moreover, the Farmer Brand process preserves every speck of the flavor of ripe, luscious fruits and vegetables.

IT'S UP TO YOU TO STOCK THE BEST

The Farmer's Canning Co., Limited, Bloomfield, Ont.

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO

Keystone Brooms — TRADE MARK KEYSTONE BRAND REGISTERED — Brand Brushes

Do you know, Mr. Grocer, that you can

MAKE MONEY

by handling the right kind of brushes? We have a line of Scrub, Stove and Shoe Brushes which are

EASY TO SELL

on account of sheer merit. Solid backed, steel fastened, elegantly finished and made in a variety of the choicest materials. The prices are popular and there is a

GOOD MARGIN OF PROFIT

Write **now** for Samples.

Stevens-Hepner Company
Limited
Port Elgin, Ontario

Tartan BRAND

SIGN OF PURITY

IN STOCK

Blueberries, 2's and gallons
New Shelled Almonds, Valencias and Jordans

New Table Figs
New Malaga Raisins
New Sultanas

New Select Valencias
New barrels and ½ barrels Labrador Herring
New ½ barrels Sea Trout
New ½ barrels and Kitts Mackerel
New Boned and Skinned Cod 100's
Gaspe, large and dry fish.

Our Travellers have Low Prices **Long Distance Phone 596**

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

MATHEWSON'S RED VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

THERE'S AS MUCH DIFFERENCE IN COCOANUT as in anything else

The kind that turns sour or discoloured isn't the kind that pleases your customer.

We have been in the business now for many years and have turned out more *good, pure, wholesome Cocoanut* than all the other factories in Canada put together.

Doesn't it stand to reason we can give satisfaction with our **WHITE MOSS BRAND**?

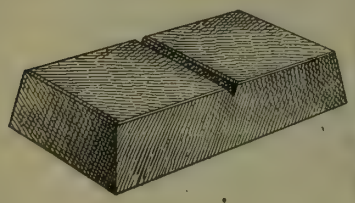
Are you selling it?

Ask our agent in your district for samples and information.

The Canadian Cocoanut Co., 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS.
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY



Maple Sugar

Guaranteed Absolutely Pure

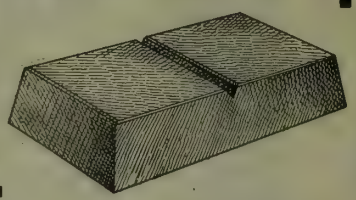
Just as advertised. Read Bulletin No. 140, just issued by Inland Revenue Department. **Not one sample found to be adulterated.** We have picked out an extra light colored sugar to sell you this season. Order now.

Color, flavor, purity guaranteed. Freight prepaid up to 40c. per cwt.

48 blocks to a case, $3.00. Sell at 10c. each—60% profit
40 " " 3.00. " 10c. " —33⅓ "
Scored. Can be broken in two to sell at 5c.

IMPERIAL SYRUP CO.

MONTREAL WINNIPEG
CALGARY
EDMONTON VANCOUVER



BOOST YOUR BUSINESS

The best and only way to give your business the permanent boost is to satisfy your customers—always.

For doing this, there's nothing like

Mathieu's Nervine Powders

because a headache cured is a permanent customer sure. (18 powders in every 25c. package.)

Quite a number of people take Mathieu's Syrup of Tar and Cod Liver Oil throughout the Summer. A word to the wise is sufficient.

J. L. MATHIEU CO.,
Proprietors, SHERBROOKE, P.Q.

"No Horseowner should be without

MOLASSINE MEAL

as everything living thrives so thoroughly on it. No better Appetiser, Digester and Health Preserver was ever on the market, and its cost, according to its real value, is but trivial. Molassine Meal is guaranteed free from spice, condiment or drugs of any description whatever, other than its natural sugar."

ANDREW WATSON

Telephone Main 4409 **91 Place d'Youville, MONTREAL**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

IN STORE

New Malaga Raisins
Boxes, ¼-Boxes, 1-lb. Cartons

New Table Figs
All sizes and Packages

New Cooking Figs

New Sultanas

New Candied Peels

New Holland Herring

New Mackerel

New Labrador Herring
Barrels, ½-Barrels, Pails

JAMES TURNER & CO., Limited, Hamilton, Ont.

NEARLY ALL THE PEOPLE

eat canned fruits and vegetables. And most of the people who are particular about what they eat, want the

Burlington Brand

This is only natural. Because in the Burlington Brand they get goods of the highest quality, accompanied by unspoiled natural flavor. In the Burlington Process the flavor is **not** evaporated out of the material which is often the case with inferior goods, but is perfectly preserved.

Burlington Brand Always Satisfies!

The Burlington Canning Co., Limited, Burlington, Ont.

WHAT TO DO IN NOVEMBER

Pertinent Hints for Spare Moments This Month.

How to Get the Early Christmas Business.

The earlier people can be persuaded to do their Christmas buying the better for all concerned. And this fact applies to the grocer just as well as to the jeweler and the stationer and the fancy goods man. If the regular supplies of Christmas goods can be sold earlier there will be more time to look after the special lines, and the last-minute orders which are bound to come along a few weeks later.

November, then, is the month to get busy with Christmas goods. Fill your advertisements with quotations on ingredients for mincemeat, and Christmas cakes and puddings. This means raisins, currants, peels, spices, nuts, icing sugars, etc. Get the housewives impressed with the idea that Christmas is coming and coming mighty fast and they'll come in to do the buying.

These goods ought also to be gotten out and put in a place where they can be conveniently gotten at. A window display of seasonable lines for the Christmas baking should stir up some business. A card something like the following, displayed in the window or in some prominent place in the store should also be a help.

For
CHRISTMAS CAKES
AND PUDDINGS
We have the Ingredients in Mouth-Watering Qualities.

The candy business is one of the big features of Christmas. It will pay the grocer, no matter how small, to give attention to this and to order several special lines for the last week's trade. Try a case or two of Christmas crackers, if you have never sold them before, and see if you can't get the community wakened up to using these things. They are an easy thing to display, and with an assortment of candy give a store a decidedly Christmasy appearance.

The fly season is now over. If you haven't had a fall store-cleaning, now is the time to do it, before the Christmas goods come in, and the Christmas rush is on. And while cleaning up don't forget to rub the fly specks off the canned goods and paper packages with a damp cloth. It will brighten the goods up immensely and make them considerably more saleable. While doing this, also, it's a good time to change goods around on your shelving. Don't keep the canned goods and the breakfast foods and the extracts in the same place for month after month. Move them around occasionally and they'll give the customer an impression of change and newness. Differences in arrangement are always noticed and always realize well for any trouble spent in that way. Put your new canned goods on the shelves when they come in, instead of leaving them in the cases down cellar. And let the people know that they are new. The idea of freshness is always attractive. You might tell them by a card like this :

NEW CANNED GOODS.
From the Orchard to the Cannery.
Then Direct to us.
As Fresh as we Can Get Them.

It's just at this time of the year when the public seems to grow tired of the many varieties of manufactured breakfast foods and turns to the old reliable oatmeal porridge. For a good many people the cereal forms the major part of the morning meal, and for these a cold, ready-cooked breakfast food is not a very substantial foundation with which to face a frosty November morning. Grocers ought to provide for this. Rolled oats is a pretty standard article, but one that will pay emphasizing occasionally. Now is the time to push it. A suggestion may make many a sale. Then, too, if you are loaded up with a stock of the manufactured foods in packages, why not run them as specials for a few days and clear off what you won't be able to dispose of during the winter? Two or three of these lines, of course, are always in demand, but every grocery has packages of several lines which are not asked for once a fortnight. These might well be gotten out of the way. A suggestion like the following should stimulate the demand for rolled oats:

PIPING HOT PORRIDGE.
Comfortable on a crisp morning. We have the oatmeal for it, and its pretty good, at .....

Comprehensive plans should be made during November to corral and handle the Christmas business. Methods of Christmas store display and window dressing should be thought out, and the materials procured in advance, so that these matters will occasion as little trouble as possible later on. Arrangements should be made for special delivery service during the busy week or two preceding the holiday, and the extra clerk or two which may be necessary during the rush should be provided for a week or two in advance. The Christmas season is a harvest for the grocer. Every preparation should be made to take advantake of it.

CHEERY FALL OUTLOOK.

Montreal Wholesaler Chats About Business Prospects.

"Wholesalers are very optimistic about fall business," said Zeph. Hebert, of Hudon, Hebert & Co., to The Canadian Grocer this week.

"All over Canada business seems to be brisk, and orders which are coming in are very satisfactory. We are late this year in the delivery of many of our futures, which we thought we would have placed in October, but which we now find carried over to this month. Shipping these will keep the wholesale trade very much engaged during the best part of this month, when taken with their regular trade.

"Collections we find very good, speaking generally. A few weeks ago the alarmists rumors about the crops in the West had an effect upon the money situation as it affected the grocery trade, but now that a good crop is assured things are better all round, and our collections in the Northwest show the improvement that has taken place. In the Maritimes, and in Quebec and Ontario we have little trouble with our customers. Crop prospects did not effect their payments one way or the other.

"As for what is left of the year, I believe we shall do a fine business for the months of November and December. Wholesalers have still some holiday selling to do, and they will be kept busy handling this and their staple trade."

TRADE NOTES.

Vancouver is to have a big Pure Food Show during the first week in November.

J. S. Callan, general storekeeper, of Avon, Ont., has sold out to G. D. Binkley.

John Falconer, grocer, of Thirndale, Ont., has sold his business to George Dean.

The assets of T. O. Longchamp, general storekeeper, of Ottawa, are advertised for sale.

The stock of Siegfried Atkinson, general storekeeper, of Haileybury, is advertised for sale.

R. J. Gordon, general storekeeper, of Kars, has assigned to J. M. Argue.

G. S. Brock, of London, has sold his grocery business.

P. Dodds & Son, general storekeepers, of Watford and Warwick, have sold the Warwick branch of their business to Robt. McKenzie.

R. A. Rogers & Co., wholesale fruit and produce merchants, 85 Lombard St., Winnipeg, have sold their business to Nash Bros., of Grand Forks, N.B., who will run the Winnipeg store in conjunction with their business in North Dakota.

EFFECTIVE WINDOW DRESSING

A Good Fruit and Vegetable Display—Window-dressing in Newfoundland—Profit by Other People's Success—Design and Display.

Some weeks ago a photo of a window dressed with Gillett's goods was shown in this department. This week we reproduce another—not because of the merits or otherwise of the goods displayed therein, but because the Gillett people know how to get the public interested in what they have to sell, and how to keep them interested. This knowledge is the result of long experience in business, profitably employed. There is not much chance or guess-work about it. And one inevitable result of acquiring knowledge and experience yourself is the necessity of imparting some of it, with or against your will, to other people. Thus the Gillett Co., who have learnt by practice how best to display their goods and force the attention of the buying public, are today spreading the results of that experience among their less fortunate brethren. Much of success in business lies in studying other people's methods. Adapt to your own business the successes of your competitors, and avoid their mistakes, and no rut that was ever dug will be deep enough to hold you.

The Gillett window shown here is in the store of T. J. Allan, of St. Johns, Newfoundland, and was designed by T. J. Shortall, Mr. Allan's head clerk. It shows care and thought, considerable artistic feeling, and a good sense of the principles of lay-out and design. Mr. Allan says that it attracted as much attention as any window he ever saw in St. Johns, and though his may conceivably be a prejudiced opinion, the window undoubtedly merits the attention of all grocers who are open to ideas and suggestions for making their own windows a more effective magnet of drawing custom and keeping it.

Design and Display in Harmony.

A Fruit and Vegetable Window.

A MONTREAL WINDOW.

The value of an attractive window as a medium of creating trade was shown recently at P. Campbell & Co.'s store, Montreal, when a special bargain day was arranged, and made known by the medium of hand-bills, and a window specially dressed for the occasion. In an end corner a stock of vegetables was arranged so that the different colors blended, and red poppies set between the green foliage added considerably to the effect. At the bottom of the window were placed the various special lines advertised, all being ticketed. At the back were plates of first-prize apples, these fine specimens of fruit being much admired. In the centre was a mammoth squash, tied round with red ribbon. It weighed considerably over 100 pounds and proved a great drawing-card.

At each side were smaller squashes, and at the back, on a raised platform, were tall palms and ferns, which completed a fine picture of fruit, flowers and vegetables.

Shelves at the side were hung with bunches of grapes, while the whole staging on which the goods were shown, was covered with fancy green paper. Green was also the color used to drape the window-frames.

Needless to say the window was a great attraction, many coming from a considerable distance to see it.

The day's trade was doubled, and the special bargain day has been the means of winning many customers. The window was arranged by one of the clerks, K. Harrison.

M. Rosseau, general storekeeper, of Warwick, P.Q., suffered serious loss by fire last week.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

OTTAWA.

For want of time your correspondent has not sent any Ottawa news for weeks and while greatly interested in the news from other points of our province, has regretted his inability to join in the dance until now.

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Reports from the trade generally are good. Since the summer season is over and families have returned to the city business has been brisk. Prices of most lines are very firm. Butter, eggs, fruit, flour, bread and milk, articles which are practically necessities of life, are reaching figures beyond what housekeepers have ever been accustomed to pay for them, so that it is no pleasant duty when serving the public nowadays to have to explain the reasons for these advances. On the other hand, no one seems to be suffering, as consumers seem to buy as freely as when values were much lower.

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The cost of feeding horses is an item of considerable worry to dealers this year. With hay at $20 to $22 a ton, and oats 52c to 55c a bushel, it is just about double as expensive this year as it was last.

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The Grocers' Association of this city is just as live an organization as ever. With President Forde in the chair for his third term, the work is going on most successfully. Perhaps just at present the most important matter ever taken up by the association, and what looks as if it will be an accomplished fact in a short while is the credit and reporting department, which was agitated for last winter, and which has been in the hands of a committee who undertook to prepare a system and report. The committee, consisting of Messrs. Forde, Atkinson and Ellis, reported at the last meeting that they had made a careful study of what was, to their mind, desirable, and that they had taken the matter up with a reliable firm, consisting of a broker and solicitor, through whose office the work could be done systematically. The plan of the Ottawa association is to have a report as to the standing of every customer of each member of the association, on file in this office, the same to be arranged in a card system, and intelligible only by a code known to the members of the association, who pay for this branch of its work. It will readily be seen that when a dealer is asked for credit, instead of inquiring from sources not always reliable, by 'phoning or otherwise, he can secure the information he wants privately, quickly and in a businesslike manner through the code adopted.

The committee also reported in favor of all members placing accounts for collection through the same office, at a rate of 10 per cent. for collecting, no charge to be made for solicitors' fees in the event of a suit being entered. The question of the cost of the reporting was left in the hands of the committee to further confer with the firm undertaking the work, and to report later before being finally decided upon. Should this system be adopted and found to work well, it is the intention of the association to endeavor to get the whole branch interested and in that way a report of practically all accounts in the city will be secured. The Ottawa association thinks this idea far ahead of so-called black lists, as used elsewhere—in fact, numbers here would not hand in names of customers with amount of accounts and other necessary information, when the same was handled by another member of the association, as it left room for talk and was not businesslike—but when it was understood that the information will now be gathered by a trustworthy firm and by code, no member raised any objection, but everyone seems to be quite willing to facilitate the work in every way, should it be undertaken.

* * *

The early closing of stores, which went into effect in the spring, has been found a success—conditions of doing business are what may be termed "ideal," when one looks back and thinks of the past. Nearly all stores close at 6 p.m. on ordinary week days, and at 9 p.m. on Saturdays. I say nearly all, because after the by-law was passed for the hours above stated, and after it had been in effect for some time, it was declared void by the court, through some technicality, although the decision was appealed. A very few stores remain open until 7.30 on ordinary nights and close at 9 p.m. Saturdays, on account of a general by-law passed by council for Saturday night alone. Ottawa merchants speak highly of this movement, and those who opposed it are its warmest supporters now. And surely OTHER CITIES CAN DO THE SAME, IF WE CAN.

* * *

At present one of the liveliest topics in grocery trade circles is the market question. Ottawa has a market by-law which prohibits dealers and hucksters from buying before 8 a.m. in the summer months, and before 9 a.m. in the winter season. This is an old by-law apparently introduced to gain aldermanic favor. It is of no real use, as it has been constantly violated. The Grocers' Association pointed this out to the council and asked for an open market. Since that time one of our city papers has sent reporters to the market and proved the truth of the association's statement, but added fuel to the flames by showing up the negligence of the inspectors; so that the whole question is to be threshed out shortly by the property committee. In the meantime your Ottawa correspondent would like to know, through your columns, from the different towns, if they have any market regulations which prohibit buying before certain hours by dealers. Any answers to this request in next week's Grocer will be appreciated by Ottawa.

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It looks as if the capital will have a new station and hotel built by the Grand Trunk Railway, at a cost of two or three million dollars. The site chosen is just now causing considerable controversy, it being on Major's Hill park, one of the oldest and most beautiful land-marks in Ottawa, and one which, although possibly very fine for the railway people, does not meet with the approval of the public generally. They want the station and hotel, but do not see the necessity of the Dominion Government (which controls the park allowing the company to secure the park site, especially when other good ones are available.

THE BEAN SITUATION.

To the Editor.

Your Chatham correspondent has made light of the failure in the bean crop all through his letters since the frost of July 2nd.

The section of country immediately along the lake shore was not hurt by frost, but north, again, more than 50 per cent. of the crop was completely destroyed. True, a great deal of this land was planted again, but not nearly all.

Then the extremely dry weather of July and August kept the early beans which were left from filling, so that the best part of them will not run on the average more than 12 bushels to the acre.

The dry weather affected the late planted ones, too, and, worse still, at harvesting time, in October, we had continuous rains and the beans lay on the ground wet for days, and, in a great many cases, for weeks. The result is a bad sample, and many fields will only make feed beans. These late ones are not threshed yet, and are not dry enough in the barns to thresh. How can the farmers market them?

The whole situation then is this: The whole acreage will not average over 8 bushels to the acre of marketable beans.

Then why should the farmer not get a good price for his crop?

J. S. FOSTER.

Highgate, Oct. 28th, 1907.

Joe. Godin, organizer for the Retail Merchants Association, is in the city looking after the annual fees and assisting in reorganizing some of the trade sections.

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Messrs. Forde Bros. are opening on Bank street; the new firm will consist of F. W. Forde, grocer, of Rideau St., and his brother, A. E. Forde, for some time with the Western Canada Flour Mills Co.

BARRIE.

Never in the past year has the market been so well supplied with produce as it was on Saturday. Signs of Thanksgiving were very evident in immense quantities of turkeys, geese, ducks, and chickens. The prices of turkeys ranged from eleven to fourteen cents, geese ten to twelve, ducks eight to ten, and chickens nine to ten, while old fowl brought eight cents. Potatoes were in demand and sold from seventy to eighty cents per bag. A few loads of hay appeared, but were picked up very quickly at twenty dollars a ton.

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The general talk with the farmers and townspeople, nowadays, is the high prices of everything prevailing throughout the country. On all sides may be heard this complaint, but wait till this winter is over.

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Armours. Limited, have adopted a new idea of demonstrating, so as to do away with jealousy among the grocers who handle their goods, and want a demonstrator in their own store when one comes to town. This week one of their lady demonstrators was at work in Geo. Vickers' dry goods store, one of Barrie's best stores, demonstrating the different lines they manufacture, and turning these orders over to the merchant from whom the customer usually bought.

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Two noticeable factors in the grocery trade took another jump this week, one being cheese, which now lands that article at fourteen cents fo.b., here. Flour has now reached the $5.20 mark for half Manitoba milled here.

* * *

Chief King was on the warpath this week, and was around to various merchants looking for short weight butter and bread.

* * *

The request of the bakers of this town to have the standard weight of bread reduced, was refused by the Council last week. The bakers, they say, having a remedy under By-law 561.

* * *

Complaints are very numerous among the merchant here, about the way their merchandise has been arriving by the Grand Trunk. Every day seems to bring forth a complaint. Fruit, especially, is tampered with, and also confectionery. Only a few days ago a man in the employ of this company was arrested for stealing a case of canned tomatoes from Allandale transhipping sheds while en route for Collingwood, but he was acquitted. No wonder this thing continues and the merchants suffer.

CALGARY.

There has been a decided improvement in the grocery business during the past week. Retail merchants report considerable increase and the wholesale houses say that, considering the stringency of the money market at the present time, and the general conditions of trade throughout the country, collections are phenomenal.

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The firm of Copas & Emmerson, who have been in the grocery business here for many years, is about to undergo a change. Mr. Copas, the senior partner, has sold out his interests to Mr. Emmerson, who will in future carry on the business alone.

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The retail clerks have recently organized under the name of the Retail Clerks International Protective Association, local 642, Calgary. The objects of the association are to shorten the hours of work and secure a weekly half-holiday during the summer months. No attempt will be made to interfere with the question of wages. The organization is already strong in membership, and is thoroughly representative of the different trades.

* * *

Messrs- Codville & Co. are adding two more storeys to their already large warehouse, making five storeys in all. The company will, in addition to this, on the first of November, install a spice factory, which will be carried on in a separate building under a competent specialty man. The latest and most improved machinery known to the spice business is being installed, and the company will import all spices direct from the growers.

* * *

The merchants, generally speaking, are feeling the benefit of having the local wholesale houses. They realize the fact that they can buy and sort from local houses to better advantage than from the east. The general stringency of the market makes this more clear for it shows the great advantage to be gained by turning over capital once a week instead of every six months.

* * *

California fruits are firm, with a slight weakening in raisins, owing to the phenomenal crop in Spain.

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There is a strong desire on the part of local grocers to close the stores at six p.m. and give the employes the benefit of the long evenings, but the movement is being retarded by the fact that a few stores continue to remain open after that hour.

PRIZES FOR WINDOWS.

Most grocers have been putting in special window displays for Thanksgiving, and all of them will be making a special effort for Christmas. The Canadian Grocer offers three prizes for the three best photos of window displays sent in between now and December 25. Don't wait till just before Christmas to enter this competition. Start right away and try and get all three prizes. It has been done before, and may be done again. The awards are made strictly on merit and the decision of the judges must be regarded as final.

Every clerk should know how to dress a window. If there is one who doesn't, now is the time for him to get busy, and surprise both himself and his boss. This remark may be ambiguous, but it is well meant.

EDMONTON.

There has been a big increase in the number of grocery stores doing business in the city during the last year, and all are apparently doing well. "There are more retail grocery stores doing business in Edmonton than in any city of its size I was ever in," said one prominent wholesale grocer to The Canadian Grocer representative recently. "There is no great increase in the central portion of the town, but on the side streets and on the outskirts of the city many new stores have been opened. These are the merchants who are objecting so vigorously to the enforcement of the early closing by-law."

* * *

R. Bruce Inglis, an enterprising grocer of this city, has adopted a new scheme in the arrangement of his store. He has abolished the counter system and has, instead, the counter placed close to the wall. By this means he can come closer to his customers when dealing with them, and they, in turn, can examine the article they are buying more closely. This gives greater satisfaction, both to the grocer and the purchaser, and the plan is proving a great success. Mr. Inglis is also doing an extensive business in soliciting orders at the house and filling them each day.

* * *

At the convention of the W.C.T.U. of Alberta and Saskatchewan, held in Edmonton recently, the ladies placed themselves on record as being opposed to the sale of brandied candies and ices by grocers, confectioners and others. They claimed that this often caused a craving for liquor. They intend to follow up this agitation under the violation of the law of selling liquor without a license.

LONDON.

Brokers report business very fair. Teas are still advancing, having gone up ½d. the past week, which is 1½d. to 2d. in three weeks. Indias and Ceylons and lower grades show the greatest advance. Coffee prices are well maintained. Refined sugars are unchanged,

and raws very firm. Imported fruits of all kinds are firm, but Jamaica oranges are rather easier. Tapioca keeps fluctuating.

* * *

The outlook is for high prices for canned tomatoes the coming winter, and for this various causes are assigned. It is not so long since the retailer could afford to sell tomatoes at three cans for a quarter; later the retail price went up to ten cents per can straight, but from now on the best goods will likely be sold for two for a quarter, and, possibly, 15 cents per can. In the United States, canned tomatoes can be bought at 87½ cents per dozen cans, while in our own Province the figure quoted by the Consolidated Canners is $1.27½ per dozen, or 10 cents higher than a year ago.

* * *

The first cranberries of the season are being received by local wholesalers. The price ranges from $12 to $15 per barrel, and they sell retail at 15c per quart.

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It has long been matter of wonder to Londoners that they have to pay 15 cents per pound and higher for beef. While the quoted price of cattle on the market is from 3½c to 4½c per pound. Butchers, however, claim they often lose money and none of them are making a fortune, because between the price the farmers gets and that which the butcher charges, about half the weight of a beef is lost, and, in addition, there is the cost of handling.

* * *

Oranges, nuts and imported fruits, generally, promise to be high the coming season. Oranges, especially, will be up in price, chiefly on account of the lateness of the Florida crops, which are at least three weeks later this year than last. The wholesale prices this year will range from 15 to 50 cents a box higher than heretofore, according to the value and quality of the fruit. English walnuts, too, will be away up for the same reason, while California raisins will be high, because the crops are late this year, and there is a great demand for the fruit. Grape fruit will go up somewhat, as also will bananas. There is still some hope, however, for the lovers of fruit who are only possessed of moderate means, for lemons and Spanish raisins, it is said, will be cheaper than they were a year ago. One will also be able to procure almonds at a lower rate, while hickory nuts will be on a par with the prices of last holiday-time.

The supply of Thanksgiving turkeys this year is very light, due mainly to the early date on which the holiday comes.

MONTREAL.

The bettering of working hours in the retail grocery trade is a matter which is being given considerable thought these days. It is getting to be a serious question, viewed in more lights than one.

In the first place, there is the effect upon clerks. The retail grocery business is the only one of its class, which retains long hours. Wholesalers close early, and so do the retail butchers and other like trades, generally. The result is that a totally different class of young men are taking up the business of grocery clerks. Bright, energetic, young men who formerly acted as grocers' clerks, are now going into other lines, equally remunerative, and much less labrious. It is becoming more and more difficult to obtain trustworthy clerks.

* * *

But there is another phase to the question, the effect upon the grocery business itself. "It is something quite out of the common," said J. Scanlan, one of Montreal's veteran retailers, "to find the son of a retail grocer taking up his father's business. And in the long hours one finds the sole cause, for the business itself is as fascinating as any other."

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It is the general opinion that if the hours were uniformly shortened to a reasonable day's work, the beneficial effect upon the grocery trade would quickly be noticeable.

* * *

The Grocer called upon Alex. Foreman, manager of the grocery department of the S. Carsley Co., and found him, as usual, very busy. He was not too busy, however, to take up questions of interest to the trade. Said he, speaking of ways and means of attracting trade:

"A bargain sale either greatly increases, or greatly decreases one's number of customers. Which result is obtained depends entirely on the quality of the articles offered. We find that on bargain sale day the number of sales is more than 50 per cent. larger than on other days, and a good proportion of these are to new customers. If the lines offered are thoroughly good, the new customer soon 'gets the habit' of coming at all times."

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"Further," said Mr. Foreman, "these sales should be run systematically; every leading line of goods should have its turn upon the bargain sale counter."

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Most other grocers agree with Mr. Foreman, that bargain days are to be classed among the best schemes for drawing trade.

* * *

The question of window dressing has always been one of importance to the retail grocer. Grocers, however, hold conflicting opinions on the matter. J. B. Berthiaume, who has done business in two totally different sections of the city, thoroughly believes in window dressing at certain times.

"Where there is a lot of hustle, and consequently a lot of floating trade," he said, "window dressing is of great importance. Practically everything which I put in the window while I was on the main street, tastily arranged, was sold, and better lines not so displayed, often were not." The best kind of windows for display are corner windows flush with both streets. The reason for this is that the light falls well back into the window and thus makes the display stand out. If the window is set even the slightest distance back from the street the display is to a large extent deadened. But in the quiet, residential part of the city, systematic display is largely lost labor. Customers have formed the habit of coming to the store and scarcely notice what is in the window."

Another grocer spoken to was much in favor of systematic window dressing. He believed in getting one of the clerks thoroughly interested in window displays, and then letting him follow out his own ideas as far as practicable.

INGERSOLL.

What should a merchant do towards providing accommodation for waiting customers? This is undoubtedly a very debatable question and at the same time one that is worthy of serious consideration. A casual glance into a busy store, particularly on a Saturday night, will suffice to convince one that many customers are wearily standing while waiting their turn to be waited on. Frequently it happens that a customer who feels the fatigue of a shopping expedition, becomes impatient, more especially on account of the strong desire to rest, and leaves the store. Most of us have learned from experience how trying it is to be compelled to stand with aching limbs in a crowded store, when the foremost thought is to reach home and enjoy a well deserved rest. No matter how rigid the system that governs the policy of a busy store, there are times

AN ILLUSION DISPELLED.

There has been some talk lately of Thomas J. Lipton establishing a chain of retail stores throughout Canada. The following letter on this subject from Mr. Lipton himself tells its own story:

City Road, London, E.C.,
12th October, 1907.

Thomas J. Lipton,
39 Pearl Street, New York.

Mr. W. Melville, special representative for North America:

Dear Mr. Melville,—I have your letter of the 27th ult., and note you say some grocers have the feeling that I may at some future time open retail stores in Canada. I am very sorry there should be any feeling of this kind, as I have never thought of such a thing and have no intention whatever of opening retail shops in either Canada or the States. My business in those two countries is only in the wholesale trade, and as a tea planter and grower I will offer my teas through the trade, but I will have no other method of introducing them.

You can make any use you like of this letter.

Yours faithfully,
(Sgd.) Thomas J. Lipton.

without number when it is impossible to give all customers that prompt attention which they desire. Failure, however, to do this is no reason why the merchant should not put forth some effort looking to their comfort until such time as their wants may be supplied. Professional men have cosy and inviting reception rooms, where their patrons are given every opportunity to feel at home while waiting. Nothing so elaborate, of course, could be expected from the ordinary merchant, but a chair here and there would be appreciated to a marked extent by many customers. This plan would no doubt be advantageous to the merchant. It would not only minimize the probability of customers leaving the store before they had been waited on, but it would also facilitate the work of the store. A crowded store is not without considerable confusion, especially if the customers are obliged to stand, and the work of the clerks is hampered to no small degree. It may be that the merchant is delighted with the crowded condition; to him it speaks volumes when viewed from the street. But there is another way of looking at this state of affairs. Are there not many people who will look into a store in about the same manner that a man will look into a barber shop? If there are many ahead of him, he will invariably go somewhere else. A crowd can be more easily handled when seats are supplied, and if the merchants in general would adopt this plan to a greater extent they would doubtless find the result highly gratifying to themselves and their patrons.

* * *

The spasmodic advertiser and the regular advertiser will soon be making a bid for Christmas patronage. The one is familiarly known, while the other, figuratively speaking, is but a casual acquaintance. Which one has the better chance to reap the greatest benefit, all things, of course, being equal? When and when not to advertise is a question which many merchants have evidently not been able to answer to their own satisfaction, but one thing is certain if they do not advertise at any other season of the year, they will break forth into printers' ink at Christmas time. If it has been a policy of economy that has kept them in the background for the preceding months, they have apparently never given thought to the fact that they are paying short term rates for their advertising, which are always considerably higher than the yearly contract price. Then, how can they get over the contention that if it is profitable at the Christmas season, it is just as profitable at other seasons. Too many merchants have haphazard methods in connection with advertising. They are forgetful of the fact that systematic attention to advertising is just as essential, if the desired results are to be attained, as is careful buying. Advertising is a department by itself and it is better not to advertise than to neglect it. A merchant is soon known by his advertisements. If they are attractive and reliable, backed up by honest goods and fair treatment, they will nine times out of ten prove remunerative. Money spent in advertising is simply an investment and the returns are interest, which every merchant should exercise all legitimate means to make as large as possible.

* * *

Now that the season has opened when the major portion of merchants are advertising, they should not overlook the importance of giving this branch of their business the closest possible attention. Brevity with the emphasis in the proper place is an indication of successful advertising, and coupled with this the merchant should insist on a change of ad. regularly. If the medium he is using is a daily publication, he should change at least every other day, and if possible every day. Stale advertisements are indicative of indifference and a lack of enterprise, but the public usually take notice of the merchant who talks from day to day.

PEMBROKE.

I must congratulate The Grocer on its splendid Fall number, with its great store of interesting reading, more especially the splendid paper on, Cocoa and its Production. I should be glad to see more such papers, on the thousand articles which the grocer handles and of which he is often sadly lacking in knowledge. I think that it is almost as necessary for a grocer, as it is for a druggist, to know the properties of the goods he dispenses. One often finds a clerk or a storekeeper recommending to a customer an article of which he knows little or nothing, only because it has a better profit, than another article better suited to his customer's needs.

* * *

I am glad to see also the interest taken in window displays. Be the stock of a store ever so small, there is a good chance for a man to display his abilities. I don't know whether the editor intends to offer any more prizes for window dressing, but if so, I wonder if he would mind me making a few suggestions. First, to give a fair chance to all would-be competitors, I should suggest that all windows should be dressed with staple lines in teas, coffees, sugars, rice, sago, tapioca, etc. All grocery stores keep these everyday lines, and if a man can make an attractive display with these goods he can be pretty sure to make a good show with a big stock of fancy goods at his command. I should debar any show of proprietary goods, for I certainly think every man should advertise his own goods in preference to some maker's, who cuts him down to the barest item of profit. I should like to hear what your readers, prize-winners and others have to say on this subject.

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Prices on the market this week have again advanced for eggs and butter, and very little of either was offered. Eggs brought from 25c to 28c per dozen, and butter 30c to 32c per pound, while a few tubs sold at 27c per pound. Fowl were all the way from 60c to 75c a pair and geese sold at 70c to 75c each. A few turkeys were offered at 75c to $1, and orders placed for the Thanksgiving bird at 80c to $1. Potatoes were scarce and sold at 80c per bag, and onions from $1 to $1.25. Vegetables were scarce, except turnips, most of the farmers having brought in their spare stock. Feed is high, hay taking a jump of $2 a ton, which brought the price to $22. The price of flour still seems likely to advance, the present price asked in the local mills being $5.70 a barrel for Hungarian Patent, and $5.20 for Strong Bakers.

* * *

Hunting parties have been busy getting together their supplies, also the lumber camps are being formed, which promise to keep the merchants busy shipping.

PRESTON.

To the consumers of groceries of all kinds, and especially of foodstuffs made from grains and farm produce, the present condition of affairs is indeed a proposition demanding more than a passing thought. It is probable that in no district is the situation more serious than it is here in Preston and the county of Waterloo. Prices are advancing all the time in every line, but more rapidly in the items mentioned above, and the grocers are being continually made the recipients of loud complaints.

In Waterloo county the population is very dense. There are many thriving towns and they are increasing their numbers all the time and rapidly. The local press are boasting of the several hundred more people they have this year than last, yet the farming community is standing still or going back. There are no more farms in this district than there were ten years ago and they are not producing any more stuff, yet there are several thousand more people to feed.

* * *

With the demand already greater than the supply, and increasing constantly, there is only one result to be expected, viz., an increase in price. Your correspondent interviewed several merchants in the town and they all had practically the same thing to say: Prices are going up and the people will have to pay them. One grocer, who has been doing business here for the past ten years, made one or two interesting comparisons, as follows.

Foodstuffs made from grain have increased over 25 per cent., and are going higher still.

Eggs formerly selling at 10 cents a dozen or three dozen for 25 cents, are to-day worth 28 cents and have never been below 18 cents all summer. We have to import from outside points over half what we sell.

Butter used to sell at 12½ cents and now it is 27 and 28 cents and has not been below 20 cents for a year, and this winter will be 30 cents and higher.

Chickens that used to sell at 8 and 9 cents a pound are now very scarce at 15 cents a pound.

There has been a general increase all around in price and also in complaints from the consumers. But the people are all busy, and wages are very good, so that it simply means that some of the luxuries indulged in will have to be curtailed. The people have been living too fast. Groceries were the last to be advanced and the people are now beginning to feel it.

Speaking generally, of the grocery business during the past summer and this fall, the opinion is unanimous that it has been the best season the grocers have had for many years. The profits have not been exceptionally great, but the volume of business has been largely increased. Everyone is doing well and have more money in the bank than heretofore. It is a good omen and the grocers look with optimism to the future.

* * *

A very interesting event took place in Galt on Saturday, Oct. 26, when W. E. Pautler, one of the leading grocers in Preston, was united in matrimony to Miss May Harth, of Galt. The ceremony took place in St. Patrick's church and was performed by Rev. Father Craven. It was of a quiet nature, being witnessed only by the members of the two families. The bride was becomingly attired in a navy blue traveling suit with hat to match, and was attended by her friend, Miss Rose Buchler, of Galt, who was similarly gowned, while the groom was supported by his brother, Anthony, who is associated with him in business. After the ceremony, the wedding party partook of a dainty wedding breakfast at the home of the bride, and the happy couple left on the 9.45 train to spend a few days in Woodstock. The bride was the recipient of many beautiful and valuable gifts, and their hosts of friends will wish them a long and happy married life.

BRANDON.

Perhaps some of our fellow grocers in the east would like to know someting about the trade in Brandon. Brandon is a city of about 12,000 and has 23 grocery stores. Everybody seems to do a good trade and is well satisfied. Business has been a little quiet here this last three weeks, but that is because the farmers are so busy with their threshing and other work. Prospects are good, however, for fall trade. The crops are pretty good around Brandon and as wheat is over a dollar a bushel, the farmer will do about as well as in most years.

Flour has advanced to $3 per sack at the mills here and rolled oats are quoted at $3.10. We get the bulk of our fruit from the west, mostly from Washington, but a lot from British Columbia and California. There are two wholesale fruit houses here and they turn over a lot of goods. One firm has sold over one hundred carloads of fruit this summer and the other firm sold 27 cars during September. We are getting lots of Ontario grapes, pears, tomatoes and crab apples, mostly from the Niagara district. Grapes are selling retail at 35c. a basket, or 3 for $1, and that is as cheap as they ever get here.

* * *

The stores in Brandon enjoy the summer half-holiday. We have had this holiday for the past three years and find it works most satisfactory, and the merchants are satisfied that they do not lose a dollar's worth of business by observing it. I do not see why every town in the Dominion does not have this half-holiday in the summer. All the clerks have to do is to ask the merchants, because I notice that the employer enjoys this holiday as well as the employe.

If any of our eastern readers have an idea that we are behind the times out here, it would pay them to take a trip out west and get their eyes opened. They would see for themselves how progressive we really are. The western merchants are game for anything new and have nice stores, as a rule.

* * *

A lady came into one of our prominent grocery stores the other day and was heard to remark: "My, what a lovely store you have. I am more than surprised at your prices, because I always heard that everything was so dear out west, but the few little things I have purchased would cost just as much in Montreal." She said she was traveling through the west and came from Montreal.

* * *

The butcher shops and fish stores are piled full of wild geese and ducks now. The geese are selling at 75c. each and the ducks at from 50 to 75c. per pair. Prairie chickens are very scarce this year.

A grocer in Edmonton has adopted a new style of counters.

Ottawa wants to know, through The Grocer's correspondents, whether their respective towns have any market regulations which prohibit dealers from commencing to buy before certain hours. This is a live question in Ottawa just now, and any outside help will be appreciated.

Stratford indulges in a few caustic remarks on the general high prices of all foodstuffs. "Let's boost everything up 100 per cent," he says, "and then we'll all be rich and happy."

The Peterborough correspondent talks about window dressing and describes an attractive local window.

A new correspondent in Brandon describes local conditions in an interesting manner.

Barrie merchants complain of their goods being tampered with during shipment via Grand Trunk.

Calgary feels the benefit of local wholesale houses, and grocers there report collections exceedingly good.

The Woodstock correspondent tells of a new idea in butter making which has been tried at a creamery near that town.

The Ingersoll correspondent discusses the advisability of providing store facilities for waiting customers, and gives a few hints regarding advertising.

Winnipeg grocers enjoy the benefit of a well organized "credit report," in which dead-head customers all over the country are listed.

The city authorities are very strict about the merchants keeping their back lanes and yards clean and free from old paper. As a result of this there were ten of our business men up before the magistrate recently, and they were warned that if it ever occurred again it would cost them $50. It is not the merchants' fault, as a rule, because Brandon has more than its share of foreigners, and their youngsters come around at night and upset the rubbish, hunting for decayed fruit, etc.

WINNIPEG.

The Canadian Grocer has received from the Secretary of the Retail Merchants' Association, of Western Canada, a copy of one of the latest credit reports. About half of this report is for the particular benefit of the members in Winnipeg, and an examination of its pages is a revelation of the valuable work which is being done. Page after page is devoted to the lists of slow pay customers in Winnipeg, the information being received by the secretary from the association members in this city. When a new customer asks credit of a city grocer who is a member of the association—and nearly every grocer in Winnipeg is now a member of it—he can at once refer to the credit list furnished him by the secretary, and if the customer is listed there he knows that some other dealer has found that this customer has a habit of leaving bills unpaid. If the dealer wants any further information, he can get it very quickly by telephoning Secretary Coulson, who then makes careful special inquiry for him.

The country members are beginning to make use of this credit report, and a great many country delinquents are listed therein.

* * *

There is considerable indignation expressed by city grocers at the manifest unfairness of an early closing law which compels legitimate grocers to close at 6 o'clock each evening, and a Sabbath Observance Act, which compels them to remain closed on Sundays while the city is full of restaurants and lunch counters, which never close, and which carry a line of canned goods and other groceries. The grocers do not want to remain open after hours. They appreciate the advantages of compulsory early closing, but they object to these restaurants and fruit stands selling groceries after hours. This is a matter which might well engage the attention of the Grocers' Association in Winnipeg.

* * *

Winnipeg grocers are finding difficulty in raising the retail prices on the many lines of groceries that have advanced in cost during recent months. Rolled oats, for example, are being sold in most stores at cost or less. Wholesale prices have advanced by leaps and bounds, but the consumers are not yet accustomed to the new range of prices which must be charged, and foolish competition among dealers is keeping the

price down. Canned goods are also being sold practically at cost.

Bright & Johnston, wholesale fruit merchants, have moved into their new building on Bannatyne avenue east. This building is on the site of the one destroyed by fire last January.

PETERBORO.

The grocers of Peterboro, as a rule, appreciate the advantages of tastily decorated windows, and along George street, the main thoroughfare in the city, are to be seen several groceries where the window displays are bound to catch the eye of the passer-by. At the present time, White & Gillespie have an arrangement in one of their windows that is attracting much attention. It is a miniature house, built of Fels-Naptha soap bars, the interior being brightly lighted, showing a neat little lady in the form of a doll bending over a tub of suitable proportions to harmonize with the surroundings. This is only one of many well dressed windows in Peterborough groceries. Reference to others will appear in later issues.

* * *

Grocery stores, like many other things in this world, are judged by their appearance. The window of a store is the portion of it that looms large before the person passing on the street. If the window is attractive, a favorable impression is created. If it is slovenly or perfect cleanliness is not in evidence, the impression is just the opposite, and one is not likely to enter and make purchases. Therefore it follows that it is up to the grocer to see that his windows are arranged in such a manner that they will attract customers. Nature makes the flowers bright and attractive in order that the bees will be attracted and the necessary pollenizing done. As regards being attracted where things are bright and pleasing to the eye, human beings are much like bees. The grocery that is bright and attractive will attract the people. Then have the goods inside at prices commensurate with a reasonable profit, treat your customers courteously, and the business will stay with you.

* * *

Fire broke out in the store of W. H. Hamilton, grocer, Simcoe street, early Sunday morning and destroyed between $2.000 and $3,000 worth of stock in addition to the damage done to the building which has not yet been estimated. The origin of the fire is a mystery. It is supposed to have started either in the ceiling of the second storey, or in the floor of the third. The fire brigade did good work in checking the blaze. About a ton of tea was destroyed and the other stock damaged consisted principally of canned goods. The loss on the stock is covered by insurance in the Royal Insurance Company, and the building is insured in the Hartford Insurance Company. The blaze will not prevent Mr. Hamilton from carrying on his business, as the front of the store was not hurt by either fire or water.

* * *

The largest consignment of potatoes ever brought to Peterborough by water was brought in last week on a scow from Rice Lake. There were 1,500 bags in the cargo, and the tubers were disposed of to Peterborough grocers and private parties. They were shipped by S. J. Isaac, of Harwood, Rice Lake. Jas. Bell, the Hunter street grocer, purchased 500 bags, being the largest individual buyer.

* * *

Great dissatisfaction exists in Peterborough concerning the assessment for 1908. The total assessment is over $2,000,000 higher than last year, and the fact that 324 appeals have been entered, goes to show that the ratepayers are not pleased with it. The number of appeals entered is the largest in the history of Peterborough.

* * *

J. J. Cocks, who formerly conducted a grocery at the corner of McDonnel and London streets, now occupies larger quarters at the corner of George and Dublin streets. He has a large and well stocked grocery at his new stand, and reports a substantial increase in business. Mr. Cocks is a progressive grocer, and since entering business for himself a few years ago, has met with considerable success.

* * *

Grocers should now be beginning to think about their Christmas advertising. There is nothing like judicious advertising to get trade around the holiday season, or at any time for that matter. Let the people know what you have to offer them. They have no other way of finding out.

* * *

The last meeting of the Peterborough Cheese Board for the present season will be held on Wednesday of next week. The price paid at the last meeting of the Board was 12 13-16 cents.

* * *

Great interest centres here in the discovery that butter can be made from the butter fat separated from ordinary whey by running it through a cream separator. The experiment has been tried and proved successful at two cheese factories in this district, and a sample of the butter made at one of them was sampled by the salesmen and buyers at the last meeting of the Peterborough Cheese Board and pronounced the equal of that made from cream. About fourteen pounds of butter can be made from 1,000 pounds of whey. The discovery will prove of great value to cheese factories.

* * *

Peterborough grocers last week had a visit from Mr. E. V. Moore, of the Canadian Grocer. The Grocer is a welcome visitor at many local groceries, and, as a result of Mr. Moore's visit, the paper's prestige has been considerably increased. Mr. Moore made many friends among those in the trade.

The annual meeting of the George Matthews Company was held here last week, when the reports showed that the business is steadily extending. A third retail store has been opened in Peterborough, at the corner of Park and Sherbrooke streets.

* * *

Despite the stringency of the money market, trade continues active in Peterborough. The majority of the local industries are running full time, with full staffs, and state that they will not have to lay off any of their employes.

WHAT THE DOCTOR ORDERED.

Many favorable comments were heard here among the grocers regarding the special fall number of The Grocer. It was chock full of meaty information, and, as one grocer expressed, "it is just what the doctor ordered." Peterborough Correspondent.

ST. CATHARINES.

It is a lamentable fact that the fruit growers and tomato producers have met with severe losses through the killing frosts that visited St. Catharines and vicinity recently. Whole fields of green, ripening, and ripe tomatoes were totally destroyed, and the vines were killed. The grape crop did not suffer so severely, but a large amount of damage was done. Even where fires were made by proprietors of vineyards, a goodly number of grapes were frosted. But the frosted grapes could be utilized immediately. In low lands the tops of the potato vines were injured, but report says that the tubers have not been frozen, but will be partially stunted. Corn was injured to a slight extent but the frost was not severe enough to injure the apples, of which the crop will not be heavy.

* * *

Among the live grocers of St. Catharines are Richard P. Bradley & Son. The business was originally started by the son, George R., who was a postage stamp dealer and collector. He was then a minor. Believing that the time was ripe, he embarked on a small scale in the grocery trade, connected with his stamp business. His trade increased so favorably that he induced his father to give up the trade of builder and contractor. The father took his son's advice and entered into a co-partnership, under the name of R. P. Bradley & Son. The firm moved from the junction of Centre and Court Streets to a central position on St. Paul, the leading business street of the city, and from that time on the firm has increased the business by leaps and bounds and to-day they are classed as leading grocers in the city. Mr. George R. Bradley is still under thirty years of age and has proved himself a good financier.

(Continued on Page 42.)

WHO'S WHO, AND HOW

At the Top of the Heap in Groceries

Examples of quality in human goods.
Graduates in the grocery trade.

J. M. Bothwell, Barrie's Pioneer Merchant.

J. M. Bothwell was born in Belfast, Ireland, in 1848, and came to Canada in 1871. After a short stop in Toronto he came to Barrie, where he engaged in the florist and gardening trade for a time, then going into the flour, feed and grain business, which he carried on for a number of years, adding to it a general grocery stock. In 1880 he erected a fine three-storey brick block.

In this building, a view of which is shown here, he installed in the west half of the first storey one of the most complete lines of fancy and staple groceries to be seen in any store in Canada. He also continued the grain business until about ten years ago, when the Grand Trunk freight and grain storage sheds were burned. Finding no room for his stores, he gave it up, and devoted all his attention to the grocery trade.

J. M. BOTHWELL, OF BARRIE.

Besides the Barrie Block, he erected about fifteen years ago a fine two-storey block of stores in Allandale, now Ward Six, of Barrie, and occupies the largest of these as a branch of his Barrie store, where he also carries a fine line of groceries and crockery.

His one aim is to satisfy his customers, and he has built up a large trade by his careful business methods.

His two sons and a well-conducted staff are to be found always on hand and eager to please, while at the Allandale branch a capable manager, who understands his business is employed, who has in charge also a well-trained staff of salesmen.

Mr. Bothwell boasts of a large tourist trade, Lake Simcoe and the surrounding points drawing yearly a large crowd of summer residents from Canada and the States. Besides his business, he is interested in a number of companies and societies, among them being the Lake Simcoe Hotel Company, Ltd., operating the Queens, Barrie's best hotel; the Barrie Tanning Co.; the Simcoe Agricultural Company, and the Barrie Horticulture Association, of all of which he is a director. He has recently completed a three years' term as mayor, during which time the town has seen marked improvements to the parks, streets and sidewalks. Mr. Bothwell is a staunch member of Allandale Presbyterian church, in which he holds a prominent office.

"Bothwell's Block," Barrie.

THE CANADIAN GROCER

Established - - - - - - 1886

The

MACLEAN PUBLISHING CO.

Limited.

JOHN BAYNE MACLEAN - - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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WINNIPEG - - 511 Union Bank Bldg
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VANCOUVER - - - Geo. S. B. Perry

ST. JOHN, N.B. - - 7 Market Wharf
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Great Britain, 8s. 6d. Elsewhere - - 12s.

Published every Friday.

CHEESE SEASON CLOSING.

The cheese season is rapidly drawing to a close. The majority of the cheese factories will have ceased operations by the second week in November. A marked decrease in the output in comparison with the corresponding period of last year is already noticeable, and this is due in the main, to the cheese factories having been starved for milk. The unusually stiff prices offered by the milk shippers diverted a considerable quantity of milk to the milk stations, which under normal circumstances would have gone to swell the receipts at the various cheese factories throughout the country. The present weekly sales of cheese probably do not exceed 55 or 60 per cent. of the sales in October of last year.

Circumstances this year seem to have militated against a big cheese production. Not only have the high prices diverted into other channels, milk supplies, on which the cheese factories have hitherto had the monopoly, but the excessive dryness has been responsible for a heavy shrinkage in the milk production generally, which has not been offset, as some people imagine, by the late fall feed in the pastures. Cheese quality, however, has, on the whole, been excellent, and the make for October, so far from showing any deterioration, has been declared by some of the buyers on the country boards, to exceed in quality that of September. Cold storage stock is being unloaded heavily and speculators are realizing moderately good returns on their investment.

NO POACHING.

Confirming the letter from Mr. Melville, chief representative of Sir Thomas Lipton, for the United States and Canada, published elsewhere in this issue, denying the report that it was the intention of Sir Thomas to open a chain of grocery stores throughout Canada to compete with the grocery trade The Canadian Grocer sought an interview with Mr. Melville, Sir Thomas Lipton's chief representative for the United States and Canada, and received the assurance that any such report is entirely without foundation, for there is absolutely no intention of carrying on anything but a wholesale business for Canada, in the same way as the business has been conducted in the United States for a great many years.

The report may have arisen due to a misunderstanding of the trade, believing that the Canadian business was conducted by Lipton, Ltd., London, England, who have several hundred stores scattered throughout Great Britain, but the business in Canada is that of Thomas J. Lipton. We feel sure that the grocery trade will be glad to have this assurance.

HOLIDAY OPPORTUNITIES.

From this time until the beginning of the year there are many busy days for the retailer. Hustlers are even now preparing for the fall and holiday trade, and, by the way some of the most progressive are working, one would judge them to be after previous records, with the intention of breaking every one of them. Every grocer will have to suit his trade to his locality, but there are few who cannot do an increased business during November and December. Confectionery lines may be pushed with profit; fancy groceries will be in season, and larger supplies than usual may with safety be laid in; while staples will be in request as much, and more, than ever. Hints and suggestions are all that the trade paper can contribute toward the success of the retailers at this season. It is for every man to recognize his own opportunities. Perhaps there are some little church or social affairs coming off. Why not supply the confectionery? A good many of your customers are going to have Christmas trees; they will buy what they need to dress it, from you, so far as confections are concerned, provided you have the right lines. Then, of course, there are the usual Christmas cakes, mince pies and other pastry which have to be baked. The grocer who has the greatest variety of ingredients for these eatables from which the housewife may choose, will secure the largest share of trade, provided his lines are first-class. But let the people know you have the goods. Advertise from now on. Women are reading the advertisements in the papers more eagerly than ever. They are going to do a great deal of purchasing, and are anxious to obtain the best value possible. You may have the best in town, but unless you let the shoppers know about you and your goods, you might as well make up your mind to take a back seat at once. Fix up the store, give it a holiday air; stock up good lines to sell at moderate prices; advertise, and work harder than usual, and you will not miss the opportunities for increased business that are now coming your way.

EDITORIAL NOTES.

The Georgetown Fruit Growers claim to be receiving higher prices for their apples than is paid to any other company in western Ontario. If this is so, it says a good deal either for the quality of the fruit grown in that section, or for the ability of the Georgetown Fruit Growers as business hustlers of a high order. Most of their apples have so far been marketed in Iowa and Minneapolis.

* * *

The evaporator at the G.T.R. station, Georgetown, has so far been operating eight pareing and coreing machines with a capacity of 1,000 bushels of apples daily. Three tons of evaporated apples are shipped daily. The cores and peelings are dried and shipped to France, where they are utilized in the manufacture of champagne.

* * *

The effect of the strong and advancing prices on flour is not felt so keenly in St. John, N.B., as it is in Halifax, N. S. This is evidenced by the fact that a 1½-lb. loaf of bread in the former city can be bought at the rate of 3½ cents per pound, whereas Halifax residents are obliged to pay at the rate of 4 2-3 cents. Four and a half cents is the rate in Montreal. The saying is that "population is thickest where the staff of life is cheapest." This removes the last excuse for any town being under-populated. It is merely necessary for such municipalities to regulate the price of bread as circumstances dictate.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Beans—Higher.
Teas—Firm.
Fish—Revised.
Rolled Oats—Unsettled.

Montreal, Oct. 31, 1907.

Fall business is quite brisk, and jobbers appear to be quite satisfied with the outlook for the remaining months of the year, and with the month of October just closing. Some houses have broken all records for October business. Collections appear to be fairly good, better than they have been for a month or so, though some houses hold a different opinion.

Canned goods deliveries are being made, both to the wholesale by the canners, and to the retail trade by the jobbers. Sugars are steady, while molasses is slightly firmer. Teas are stronger than ever, and there has been another advance in blacks. Samples of Japan teas which have just come to hand do not seem to be of the best, though prices are very high. New prunes are quoted this week, but otherwise there is little of interest in the dried fruit market.

Coffees and spices have not changed materially since last week. There is some talk of advancing rice prices, but no definite action has yet been taken by the trade. Beans are exceedingly scarce, and high prices continue to be asked by holders.

SUGAR—Sugars are steady at unchanged prices. Demand continues about as good as it has been for the past month. Grocers are buying, but only for immediate use.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 45
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phœnix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES — Trade in syrups is brisk and molasses is a little firmer. There is no foreign news of any importance to report on the molasses situation.

Barbadoes, in puncheons	0 27 0 32
" in barrels	0 31½ 0 33½
" in half-barrels	0 34
" fancy	0 32½ 0 33½
" extra fancy	0 35
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03⅝
" ¼-bbls	0 03¾
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb " ¼ doz. "	2 60

TEA—Teas are stronger than ever, and advances are reported in some of the primary markets. Blacks are reported one cent higher. China teas are also advanced, and buyers are having trouble in securing lots, as native holders will not allow them to select the grades they desire. According to one report received, as much as 25c a pound for black siftings has been paid at Colombo. Japan teas, judging from the most recent samples, are of unsatisfactory quality, but the prices asked are higher than ever.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 32
Medium	0 22 0 25
Good common	0 20 0 22
Common	0 19 0 20
Ceylon—Broken Orange Pekoe	0 20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 17 0 20½
India—Pekoe Souchongs	0 16½ 0 18
Ceylon greens—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEES—The coffee market is unchanged. Mild coffees are firm. Ordinary remain the same as last week.

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio, No. 7	0 08½ 0 09
Santos	0 09½ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS AND NUTS—Rough weather delayed the first steamer with new dates, which is now moored at New York. Supplies are already on the Montreal market, though large lots have not been received. From advices received from New York it would appear that figs are about as low as they will be seen this fall. In raisins there has been a sharp advance in Sultanas abroad. Valencias have not changed materially since last report, Malagas are in good supply locally, and appear to be selling satisfactorily. California prune prices are somewhat easier, but buyers are not over-anxious to take hold. One local dealer this week received a car of Oregon prunes, which he reports of good quality, though high in price. Old prunes are being cleaned up around 7c to 8c, regardless of sizes. Almonds in the shell are exceedingly scarce locally. Filberts are also in short supply. New Taragona almonds are selling 13c to 14c. Other nuts are unchanged.

Currants—	
Filiatras, uncleaned, barrels	0 07¾ 0 08
Fine Filiatras, per lb., in cases	0 07¼
" " cleaned	0 07⅝
" " in 1-lb cartons	0 08
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 08 0 08½
" 1 lb. packages	0 08
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 13
" " 1-lb cartons	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 06½
Selected, per lb	0 07
Layers, "	0 07½
Dates—	
Hallowees, per lb	0 04
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 30
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ½'s	1 50
California Raisins—	
Fancy seeded 1-lb. pkgs	0 13
Choice seed d, 1-lb. pkgs	0 12 0 10½
Loose muscatels 3 crown	0 10½ 0 11
" " 4 crown	0 11½ 0 13
Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 09½
" " " 50-60s	0 09
" " " 60-70s	0 08½
" " " 70-80s	0 08½
" " " 90-100s	0 07½

SPICES—The spice market continues but little changed. Prices are low generally. Peppers are up slightly on the London market, but remain unchanged in New York. Nutmegs are a little higher, both in London and New York. Gingers are steady.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

RICE AND TAPIOCA—The market in rice continues firm. There is an unconfirmed report of a drought in India, which, if true, will likely affect the local market. Some local jobbers talk of an advance, but nothing has yet been done.

Tapioca continues high, with little or no business being done. Supplies are practically cleaned up.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 7½ 0 08

BEANS—The demand for beans continues strong, with very few offerings. There is about a 70 per cent. crop of beans, with but one-third A1 stock, the balance being 4-lb. to 12-lb pickers. High prices are likely to be maintained.

Choice prime beans	2 20 2 2
Soup peas, whole, bag 2 bushel	2 50 2 60

EVAPORATED APPLES—Market in evaporated apples is active. Good old are quoted at 10c; extra choice 1906 fall pack at 10½c. New crop will likely sell about 10½c to 11c.

Evaporated apples	0 0 0 10½

MAPLE PRODUCTS—The market continues featureless.

Pure maple syrup, bulk, per lb	0 06½ 0 07
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08 0 08½
Beauce County per lb	0 09 0 09½

ONTARIO MARKETS.

Canned Goods—Active movement.
Sugar—Dragging market.
Sultanas—Advancing.
Oysters—Heavy demand.

Toronto, Oct. 29, 1907.

Notwithstanding the almost prohibitive prices on many lines of foodstuffs, wholesalers at this centre declare almost to a man that when the books are made up their volume of business for October will be well ahead of transactions for last month. They admit, however, that it will take some hustling to beat October's business of last year, which was an exceptionally good month in every way. Opinions differ as to the

effect on collections and business generally of the tightness in the money market, but there seems no doubt that collections have been affected pretty heavily. Curiously enough, the general report is that money is easier to get from country points than from city customers, a state of affairs which is generally reversed. The high prices, according to some houses, are affecting sales very noticeably, retailers being chary of buying too heavily in the face of such stiff prices, having in mind the hostile attitude of their customers towards recent advances on certain staple lines.

Deliveries on canned goods are being made to the retailer, and some houses claim to be in a position to make 100 per cent. delivery on orders. It is now generally understood, however, that the Canadian Canners will be 25 to 30 per cent .short on tomatoes, and about 20 per cent. short on corn. On other lines the market this week is without feature. Many complaints are heard embodying various uncomplimentary opinions of the system of handling and forwarding freight that seems to obtain in Montreal. The Bellona, which arrived about two weeks ago with a full cargo of Mediterranean fruits, is apparently taking all the time she wants to unload. This unnecessary delay is exceedingly annoying to houses who have on board shipments which it is essential should be forwarded at once. The slackest sort of system seems to prevail at the docks, and frequently the transportation facilities appear quite inadequate to handle the consignments.

TEA—No further estimates have come to hand with regard to the total Indian supply available for the U.K., but rumors of all sorts have been and are being made the basis of considerable speculation on the London market. A further advance of almost ½d. per lb. being registered on India and Ceylon low and medium grades. The total quantity of Indians offering for the season to date (and these figures include South Indian teas since Aug. 1st), are 419,760 packages. As against 442,866 packages for the same period in 1906. The total amount of Ceylon advertised since Jan. 1st, is 1,015,604 packages, a decrease of 44,355 packages from the total for the same period in 1906.

Mail advices from London, under date of Oct. 17th, say:

"Persistent rumors of a shortage in the total Indian supply available for the United Kingdom, coupled with the knowledge of small holdings in the country, combined to bring about a certain amount of excitement at the opening on Monday, and although this abated somewhat at yesterday's auction, the week's sales close at an advance of fully ½d. per lb. on late quotations, the average of Indian and Ceylon teas being now ½d. per lb. above that for the corresponding period last year. The larger quantity on offer next week may, however, prove rather a strain on the buying powers of the trade, in spite of the free business passing, although future sales of from 45 to 50,000 packages should about meet requirements.

"The details of September transhipments, given overleaf, show the large increase of 754,000 lbs. in the quantity of Indian tea sent to the United States and Canada. As has been previously explained, this is owing to the new arrangement whereby optional shipments for America are now in nearly all cases entered for London thus partly accounting for the deficiency in the landed receipts as compared with the Calcutta figures of exports—referred to in our circular last week."

COFFEE—Elsewhere in this issue is given a report from a well-known firm, indicating higher prices for coffee in the near future. The opinion is considered sound by the trade here, and a further report, received later than that referred to above, says, referring to the Santos market, especially:

"The market is very strong, and cables from Santos say there are plenty of buyers at present prices, being only a very slight decline from former figures. In fact, bids a fraction below the market are refused. With railroad freights going up and steamer rates for coffee from Brazil likely to be put on a higher level in the near future, this, with a falling off of receipts in November, will add to the resisting power of the Santos market, and, therefore, it is improbable that prices will be influenced to any further extent by the financial troubles."

LAST MINUTE PROVISION MARKETS.

Montreal, Wednesday, Oct. 30.

BUTTER—Market continues strong

CHEESE—No change, market quiet.

EGGS—Demand brisk at old prices.

PROVISIONS—No change. Lard and smoked meats very firm.

Locally, the situation is quiet and unchanged.

Willett & Gray say of the Rio crop:

"The information received lately from prominent firms in Brazil is to the effect that the current Rio crop has been largely overestimated, which is more and more apparent as the harvest is completed. The receipts so far for the season in Rio are 200 000 bags, behind the movement for the same time two years ago, and even if there should be some increase, it is doubtful if the total outturn in Rio will exceed that of 1905-1906."

Spot coffee on the New York market is held very firm, without much change in values.

SUGAR—The local market in refined sugar is a dragging one, prices having been absolutely without change since July 9th, a period of well over a quarter of a year, with the exception of the decline in Acadia granulated on Aug. 24th. There has, therefore, been no speculation, and transactions have been regulated by actual consumptive requirements, which now show a considerable falling off after the recent heavy demand.

The situation may be described as a waiting market, and by some people it seems to be regarded as probable that the next change will be a decline, but it does not appear that there is any indication in that direction, or, in fact, either way.

In raws, the situation will for some time be largely governed by the state of the weather conditions on the continent, and reports to date show favorable weather for growing crops.

The first estimates of the European beet sugar campaign for 1907-8 have come to hand from two sources, as follows:

For all Europe:

	Tons.
Estimate of Otto Licht.....	6,520,000
Estimate of F. O. Licht.....	6,580,000

These figures may be compared with the actual outturn of the last campaign, 1906-07, which amounted to 6,717,000, indicating a probable falling off of say 150,000 tons.

The Cuban campaign has been over now for some weeks past, and stocks on the island are diminishing every week. At last reports there were only 43,000 tons left.

Receipts for the week at the three Atlantic ports were 47,485 tons, with meltings of 41,000 tons, leaving a stock on hand with refiners and importers of 218,197 tons.

Willett & Gray estimate the total cane sugar crops of the world at 7,196,000 tons, as compared with 7,361,936 tons for 1906-7, and 6,733,626 tons for 1905-06.

Their estimate of the total beet crop of the world for 1907-08 is an even 7,000,000 tons, compared with 7,150,010 tons for 1906-07, and 7,217,366 for 1905-06.

Paris lumps, in 50-lb. boxes		5 15
" in 100-lb. "	4 85	5 05
St. Lawrence granulated, barrels		4 50
Redpath's granulated		4 50
Acadia granulated		4 45
Berlin granulated		4 40
Phœnix		4 45
Bright coffee		4 40
No. 3 yellow		4 30
No. 2 "		4 20
No. 1 "		4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—A fair movement is reported for syrups. Molasses is quiet and unchanged in price.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

DRIED FRUITS—Brown & Dureau wrote to The Canadian Grocer from Melbourne, Australia, under date of September 28th, as follows:

"The total production of Lexia raisins this season is estimated at 2,750 tons,

of which 1,500 are required for home consumption. The principal shipments to other countries have been approximately : London, 700 tons ; New Zealand, 200 tons ; Canada, 250 tons.

"In Sultanas the total production is about 2,150 tons, of which 1,400 tons are required for home consumption. Exports to date are about 650 tons, of which London has had 250 and New Zealand 225 tons. Some small parcels have been sent to Canada, where quality and flavor were very highly commented upon, but price considered high.

"Last season we also produced about 1,400 tons of currants, but as our consumption is about 6,000 tons, it will be some time before our growers can overtake this."

	Per case
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03½
Pails, 38½ lbs. each	1 75
" 25 " "	1 25

Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06		
90-100s,50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11	0 11½ Citron	0 21 0 22
Orange	0 11	0 12	
Peaches, "	0 18	0 20	

Figs—	
Elemes, per lb	0 08 0 15
Tapnets, "	0 03½ 0 03½
Bag Figs	0 04½ 0 05

Currants—			
Fine Filiatras	0 07	0 07½ Vostizzas	0 09 0 09½
Patras	0 08	0 08½	
Uncleaned, ½c less.			

Raisins—	
Sultana	0 12½0 lb
" Fancy	
" Extra fancy	

Valencias, selected old	0 05
Valencias, new	0 07½ 0 08
Australian	0 08½
Seeded, 1-lb packets, fancy	0 11½
" 16 oz. packets, choice	0 11
" 12 oz. " "	0 09

Dates—			
Hallowees	0 05	Fards choicest	0 09
Sairr	0 04	" choice	0 08½
Domestic evaporated apples		0 09	0 09½

NUTS—There is no new feature to the local market, which continues quiet under a fair demand for seasonable lines at unchanged prices.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—Prices are unchanged, what trade there is being conducted on a purely hand-to-mouth basis, the retailer buying only for immediate requirements, and not having yet begun to figure on his requirements for the Christmas trade.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon		0 35
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 19	0 25
Allspice	0 20	0 22
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

RICE AND TAPIOCA—The rumor of a rise in rice prices, which has apparently been gaining ground on the Montreal market and elsewhere, has not yet reached Toronto, and dealers here have heard nothing of it. Demand is merely nominal, in any case, and taking this and other circumstances into consideration, an advance seems improbable. Tapioca is quiet under firm prices.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 35	0 36
Japan	0 06½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 08	0 08½
Carolina rice		0 10
Tapioca, medium pearl		0 08

BEANS—An objection to the view of the bean situation by our Kent county correspondent, published last week, will be found on another page of this issue. Prices are unchanged, but very strong.

Beans, hand picked, per bush		2 00
" prime No. 1 "	1 85	2 00
" Lima, per lb		0 07

HIDES AND WOOL—Country hides are slightly easier, otherwise the situation and prices are unchanged from last week.

Hides, inspected, cows and steers, No. 1		0 07½
" " " No. 2		0 06½
Country hides, flat, per lb., cured	0 06	0 06½
Calf skins, No. 1, city		0 12
" " No. 1, country	0 10	0 11
Lamb skins	0 65	0 75
Horse hides, No. 1	2 75	3 00
Rendered tallow, per lb	0 05½	0 06½
Pulled wools, super, per lb		0 23
" " extra		0 25
Horse hair, per lb		0 30
Wool, unwashed	0 12	0 13
" washed	0 22	0 23
" rejections		0 16

CANNED GOODS

MONTREAL—Little interest is being displayed in canned goods. Wholesalers are still receiving stocks, and are making deliveries to the retail trade. Demand for various lines is practically nil. Below are given new prices on catsup and baked beans.

TORONTO—Prices on baked beans and tomato catsup have been given out by the canners. Without exception every line is dearer than last year, the beans from 5c to 10c per dozen higher, and the catsups from 10c to 50c. Prices are as follows :

BAKED BEANS.

Ontario and Quebec.	Per doz.
1's baked beans, plain, 4 doz.	$ .50
1's do, in tomatoe sauce, 4 doz	.50
1's do. in Chili sauce, 4 doz.	.50
2's do. plain	.80
2's do. in tomaro sauce	.80
2's do. in Chili sauce	.80
3's do plain	1.00
3's do. in tomato sauce	1.00
3's do. in Chili sauce	1.00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer, Delhi, Simcoe, etc.

CATSUPS.

2's tomato catsup, tins, Red Cross	$ .75
2's do., tins, Aylmer, Delhi	.85
Gal. do., tins, Aylmer	5.00
Gal. do., tins, Aylmer, (screw tops)	5.50
Gal. do., tins, Tiger	4.50
Gal. do., kegs, (10 gals. each), per gal.	.45
Gal. do., jugs	8.00
½ pts. do., Delhi "New Process"	1.00
Do., Aylmer, "Canada First"	1.00
Do., Simcoe "Lynn Valley	1.00
Do., Lalor, "Monarch"	1.00
½ pts. do., Delhi, "Epicure"	1.20
Pts. do., Delhi, "Epicure"	1.90
Pts. do., Red Seal	1.50
Qts., do., Delhi, "Epicure"	3.00
Do., Red Seal	3.00
Do., Delhi, "New Process"	3.00
Do., Aylmer, "Canada First"	2.00
Do., Simcoe, "Lynn Valley"	2.00
Do., Lalor, "Monarch"	2.00
Do., Tiger	1.75

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Wednesday, Oct. 30, 1907.)

Prices continue to soar in nearly all grocery lines and in some the advance has been so great as to seriously affect the demand. It is estimated that the average increase in Winnipeg prices, as compared with those of a year ago is from 20 to 25 per cent., and in many lines it has been much greater. Canned goods sales show a marked decline, owing to the big increase in price. Cereals are advancing rapidly. Another sharp advance in rolled oats will be noted this week. It is said by the milling interests that there is not 10 per cent. of milling oats in the west this year and if this be true the highest level of prices has probably not been reached yet. In spite of the high prices charged for oats this paper has reliable information to the effect that buyers are in the west trying to get a large shipment to send to Australia. If Australia can import our oats at present prices, there is little likelihood of any decline in the price of rolled oats for another year.

CANNED GOODS—Buying is still very light, owing to the high prices and there is much grumbling among the wholesale and retail branches of the trade. New prices are announced this week on blueberries. The wholesale houses have been unable to get full supplies of salmon and retailers who do not place their orders early are apt to be disappointed.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Rasyberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 01
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89

Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Pork and beans 1's, per doz	1 25
" 2's, "	1 90
" 3's, "	2 60
Clark's 1 lb. plain, per case	2 25
" 2 " " "	1 80
" 3 " " "	2 25
" 1 " tomato sauce, per case	2 25
2 " "	1 80
3 " "	2 25
1 " Chili "	2 25
2 " " "	1 90
3 " " "	2 25
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
duck "	3 30
Corned beef " 2's per doz.	2 65
" " 1's "	1 50
Roast beef	
" 1's, per doz	1 50
" 2's. "	2 65
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 31
" " ¼'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	5 75

SUGAR—Market steady. Quoted as follows :

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—No new features in this market. Demand is increasing for corn syrups, owing to the high price of dried and canned fruits. We quote :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 60
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03¾
" " Sugar syrup, per lb	0 03¾
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. kgs., each	2 25

COFFEE—Whole green Rio is quoted at 8¾c, and roasted at 11¼c. Ground roasted sells at 12¼c.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " "	2 50
Onion—	
1 gal. pails,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " "	2 75

FOREIGN DRIED FRUITS—Prunes and raisins are easier, but little if any of the new season California fruits are as yet on the local market. Quotations are :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 13½ 0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case	2 15
" " selects "	2 25
" " layers "	2 40
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07¾
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08¾
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" glove boxes, per box	0 09½
" square boxes (12 oz) per box	0 08½
" 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15
Pears, choice (halves), per lb	0 13½
" standard "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

EVAPORATED APPLES—The situation is unchanged since last week. No new season Ontario fruit is yet on the market. Last season's Ontario fruit and a line of California fruit are offered for immediate delivery. The jobbers are holding back at present, owing to the high prices asked by the evaporators for Ontario fruit, but there is no doubt that the opening prices for new season goods will be at least 10¾c, and probably higher.

JAMS—Upton's jams have been reduced to 50 cents, one of the few declines to be noted this week.

HONEY—New Ontario honey is commanding a high price. We quote :

2½-lb. tins (pure), in cases of 24	9 50
5-lb. " " 12	9 25
10-lb. " " 6	9 25

RICE, TAPIOCA AND SAGO—

Japan rice, per lb., cwt. lots	0 04½
" " 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	8 00
Sago, per lb	0 04½

NUTS—

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 5

CEREALS—Rolled oats have been advanced again and the general opinion is that the end is not yet. Milling experts say that there is not more than 10 per cent. of milling oats in this season's Western Canada crop, and if this be so even higher prices may be expected. The package lines of rolled oats have also been sharply advanced, the "Banner," "Premium," "Beaver," and "Quaker Oats" lines (family size) now being quoted at $5.25 per case. "Quaker Oats" in 2-lb. packages now commands a price of $3.85 for case of 36 packages.

Rolled oats, 80 lb sacks, per 80 lbs	3 25
" 40 " " 80	3 30
" 20 " " 80	3 40
" 8 " " 80	3 70
Granulated oatmeal, per sack	3 55
Standard, per sack	3 55
Cornmeal, 49's, per sack	0 95
Pot Barley, per sack	2 85
Pearl " "	3 85
Pearl " per ½ sack	1 95
Split Peas, per sack	2 75

BEANS—Price is steadily advancing, owing to the short crop. Choice prime are now selling at $2.30 per bushel and hand picked at $2.45.

GREEN FRUITS AND VEGETABLES—Apples are commanding a high price, but it seems to be the general belief that they will go still higher. We quote :

Ontario Apples—

	Per Bbl.
Fancy Quebec Fameuse apples, No. 1	$6.00
Fancy Snows, Ontario	5.00
Fall apples, Ontario (green varieties)	4.00
Fall apples, Ontario, (colored)	4.25
Winter apples, Ontario, (assorted varieties)	4.50
Northern Spies, Ontario	5.00

Oranges and Lemons—

	Per case
First car Florida oranges arriving this week	5,00
California lemons, 300s	7.00

Ontario Grapes—

	Per basket
Ontario grapes, blue and green	.30
50-basket lots	.28
Ontario Red Rogers	.35
Ontario basket pears (arrive about 1st November	1.00
California winter pears, per case	3.50
Almeria grapes, (kegs)	6.00
California Tokay grapes, (per express only) per case	3.25

Cranberries—

Cranberries, Cape Cod, per bbl.	10.00

Vegetables—

Sweet potatoes, per bbl.	6.50
Spanish onions, per case	1.25
Valencia onions (large cases), per case	4.00
Native onions, per lb.	.03

TRAVELER MAKES CHANGE.

Henry Milton, who has been connected with retail firms in Millbrook and Sudbury, has joined the traveling staff of James Turner & Co., Hamilton, and will look after their interests in the territory lying west of Hamilton to Wiarton. Mr. Milton has had a very lengthy experience in the retail business, having followed it in the Old Country as well as in Canada.

Mr. Milton will start out right away and is advising the trade by mail of the date of his intended calls.

CORRESPONDENCE

(Continued from Page 35.)

STRATFORD.

Almost every paper in the country has, during the past month, printed articles and small "squibs" on the "Rise in prices" and the "Cost of living." A short synopsis of the question as it has to do with Stratford will not be amiss.

With the very shoes on our feet dearer by half a dollar than they were twelve months ago, and the soaring in the price of food we eat attaining to heights that compel a diet of bread and water, it is cheering to observe that one item in the prescribed expenditure remains normal. Wall papers cost no more than they did three years ago, despite the fact that countless variations and improvements have been added in the interim. The busy housewife can at least rest assured that she can beautify her home, as far as the walls are concerned, at the same cost as she could thirty-six months ago.

* * *

"Cheer up, the cost of porridge isn't likely to go up this coming winter, despite the fact that oats, like other foodstuffs, have gone up in price. Not only the materials for the Scotchman's favorite dish, but other cereals and breakfast foods, which have their origin in wheat, oats, corn and barley, are not likely to go up in price." Your correspondent obtained this information from a local business man. He said, "Take a trip to-day through the country and you'll find the barns well stocked with all kinds of grain. This talk of short crops is to a large extent exaggerated." Would that we could believe the above statement, but the remark has little significance, for the next man the reporter asked concerning the likelihood of the prices in goods advancing was a grocer, who said that the goods had already advanced. In part he said that "the man who can afford to sleep in mornings late enough to be able to go without his breakfast is a lucky one. Owing to the advanced prices of grains, the manufacturers of breakfast foods, especially oatmeal, have sent up the wholesale price on these articles, with the result that we have found it necessary to charge the consumer more. The packages which formerly sold at 10 cents will go up to 15 cents, while 25-cent packages will advance to thirty cents. The price of oatmeal in bulk has gone up about 50 per cent. The wholesale price was formerly $2.30 per cwt., but now it is $3.25, and instead of getting seven pounds for the quarter, the people will only get six pounds for their twenty-five cents, and the present prices (wholesale) will likely force us to make still another advance in the near future."

* * *

The bread situation in this city remains the same as a month ago, or in fact, as it has been for months past. In other cities the price of bread has advanced.

Bonbons and choice chocolates have gone up in price, and no doubt there will be less cases of toothache reported.

* * *

The milk outlook is satisfactory, as the dealers have practically agreed that the price shall remain at the present figure, but cream has advanced by double figures at a time.

* * *

Eggs are still soaring, as high as 30 cents per dozen being asked on the market Saturday, though they were sold in some instances for 27 cents. Butter remains about the same price as last week, viz., 27 and 28 cents per pound. Experts say that this is a good time to use storage eggs, which are practically as good as they were when they were put in storage last April when theye are sold about 25 cents wholesale. But it is not a good time to buy storage eggs for fresh ones, with the price at 30 cents a dozen.

* * *

The hotel-keepers have advanced the price to the farmers and others for stabling, and it is said that before very long they will also boost the price of drinks. The prices in certain lines of liquor have advanced and the hotelmen feel that they would be justified in raising the price to the consumer, but the consumer is of the opinion that the stuff is plenty high enough as it is. As one man remarked: "Wasn't it bad enough that butter and eggs and other such luxuries should rise in prices, without taxing us more for beer and whisky and other necessities of life?"

* * *

It is now stated that some of the carters want to raise their rates. Let's boost everything all around 100 per cent. —wages and the cost of living—and then we'll all be rich and happy.

WOODSTOCK.

It is safe to say that most of the people of this district will not have their customary Thanksgiving turkey on Thursday of this week. This is not because there is an unusual scarcity of them, but because they are not yet developed sufficiently, in a great many cases, to allow of their being eaten. The season was late in all respects, and turkeys are late in sympathy. Citizens, then, who are not millionaires will do without roast turkey on Thanksgiving, and it is said that in many cases, roast little pigs will be made to do duty. Pigs are a glut on the local market, and it is hard to get rid of them. It is said that one well known farmer had two litters of small pigs, and knocked them on the head, in preference to raising them. His idea was that the cost of feed was so great it would not pay.

* * *

An interesting experiment was tried at a cheese factory between Tillsonburg and Courtland the other day. The proprietors had the idea that the process of cheese making failed to abstract from the milk all the butter fat, so for two days they put what was left when the cheese was made, through a cream separator. What they got out was churned, and in two days fifty-six pounds of butter were made. The result of the experiment was significant, more so as it is said that the butter was not to be distinguished from the article made under ordinary circumstances.

* * *

The change of the New England and Courtland cheese factory from company control to private ownership, leaves only the Tillsonburg factory, in the southern section of the county, operated under the co-operative system. A few years ago, this was almost exclusively the prevailing method of conducting cheese factories, but apparently it has proved unsatisfactory, and one by one the various factories are reverting to private management until the system has been practically abandoned It appears that the ability necessary to success could not be obtained from boards of directors whose attention was largely occupied by managing individual enterprises, and the affairs connected with the company became a side issue, and were more or less neglected.

* * *

John Wilson, of Dereham township, is suing the C.P.R. company for $1,500 for damages, in a peculiar action, resalting from the shipment of a car load of turkeys which Mr. Wilson shipped by the railway company's agency last fall. The turkeys were shipped on the first of December, and the plaintiff says they were to be sent across to England on the first boat, in time for the Christmas trade. They were delayed, and did not reach the Old Country in time to be sold to good advantage, and he claims that the $1,500 is what he lost through the alleged negligence of the company. It is expected that the action will be tried before a High Court judge in December.

* * *

Butter is selling at thirty-five cents a pound in Woodstock, and housekeepers are seriously alarmed at the idea of such prices. Eggs are 25 cents a dozen. The price of butter is due to the milk shortage, which may be traced to the shortage of feed, which was due to the backward season. Thus one thing leads to another, and the poor housekeeper has to pay the piper. There is another cause of the scarcity of butter, and that is that more of the district's supply of milk this year has gone into cheese than hitherto, and not as many of the creameries have been operated. Then, again, a considerable quantity of milk has been shipped into Toronto to dairies there, while the condensing factory at Ingersoll consumes huge quantities of it.

MISCELLANEOUS.

WANT BUTCHERS to know I have the best meat cure. The quickest process, the finest and best flavor. Write for circulars. Address F. P. Bixler, Fremont, Ohio.

AUSTRALIAN FRUIT FOR CANADA

Grocers in That Country Agree on Special Prices for Our Markets—Particulars Regarding the Antipodian Goods.

Considerable interest has been aroused in Canada recently over the prospect of an extensive trade being done between this country and Australia in several lines of fruit. In view of this the following extracts from a letter to The Grocer from D. H. Dureau, a member of a prominent firm of brokers in Melbourne, will be read with interest:

"One of the advantages of Australian fruit is its great keeping quality. A few years ago some shipments were sent on consignment to London, and, owing to very low prices then ruling for other fruits, were not readily sold. Our crop the following year was a failure, and the fruit was re-shipped from London and distributed here, it being for all practical purposes equal to the new seasons.

"The fruit is grown chiefly at Mildura, in Victoria, and Renmark, in South Australia, both of which have extensive irrigation schemes, and with this artificial watering, the soil and climate are particularly suitable for the growth of these fruits.

"In addition, excellent peaches, pears and apricots are grown there in increasing quantities.

"The Growers' Associations this year agreed, on our recommendation, for special prices for Canada, prices for home consumption being very much higher. It is to be hoped that preferential tariffs will be agreed to between the Government of our countries. We understand that your commercial representative, here, Mr. D. H. Ross, is at present negotiating with our Minister of Customs to this end, and we may here remark that in our opinion, your Government could not possibly have a better representative."

ALMERIA GRAPES!

We have something fine at prices that will interest you. Best growth, direct shipments. No other grapes compare with our stock for keeping quality.

A CARD BRINGS PRICES.

MONTREAL FRUIT EXCHANGE
195 McGill Street, Montreal

Get our Special Offer before the cold weather sets in.

Our Goods are Right. Our Prices Better. Your Profits Best.

Drop us a post card for particulars.

EDWARD HAWES & CO.
109 Front St. E., - - TORONTO

"Quick Naptha" Soap

We have been appointed sole agents in Quebec Province for the Richards' Pure Soap Co., Woodstock, Ont., and are prepared to fill orders for this district for **"Quick Naptha"** Soap, **which retails for 5 cents.** This soap is made in Canada, and should get the preference over like imported soaps, particularly since it is guaranteed to be better in every respect, and it costs less. We will also fill orders for the **other well-known brands** of soap made by this firm.

Buy Our "Signal" Teas and Save Money

Teas are high. Because we obtained our supplies early we can quote you better prices than others, on our famous **"Signal"** Brand Japan and Ceylon Teas, the former in caddies and chests, and the latter in packages and chests. These teas are selling wonderfully well—there is quality in them, **and profit for you.**

We have also **"Signal" Brand Pickles, Catsup, Soap, Coffee,** etc., etc. Secure our prices from our travellers or write direct.

HUDON & ORSALI
Wholesale Grocers
259 ST. PAUL STREET - - - MONTREAL

Many years of Study and Experience have been spent in the perfecting of CHASE & SANBORN'S High Grade Coffees

This House, the oldest and the largest of its kind in America, extends to you the benefits of its research.

CHASE & SANBORN

The Importers, - - MONTREAL

KENTUCKY REFINING CO.,

INCORPORATED

LOUISVILLE, KY., U.S.A.

PURE FOOD GUARANTEE

The Edible Refined Cotton Seed Oils and stearines manufactured by the Kentucky Refining Company, of Louisville, Ky., are guaranteed under the United States Food and Drug Act of June 30th, 1906, known as the PURE FOOD LAW OUR GUARANTEE is filed with the Department of Agriculture under **No. 11744.**

Manufacturers and Refiners of the following High-Class COTTON SEED PRODUCTS:

NONPAREIL—Bakers' Oil, Choice Salad Oil.
SUNBURST—Prime Salad Oil.
SUM YEL—Cooking Oil.
APEX—Prime Summer Cooking Oil.
DELMONICO—Choice Summer Yellow Cooking Oil.
WHITE DAISY—Packers' Oil.
EXCELSIOR—Soap Makers' Oil, Miners' Oil.
SNOWFLAKE—A choice summer white deodorized oil.
RED STAR—Boiled Down Soap Stock.

We are also producers of the very highest quality STEARINE.

STOCK CARRIED IN MONTREAL

Prices Furnished on Application to

J. M. BRAYLEY,

MANAGER MONTREAL BRANCH

322 Notre Dame St. E., MONTREAL

Phone Main 3938.

Loud Talk Does Not Count

We have little to say; we let our goods speak.

See our samples and prices before buying Xmas goods, such as Raisins, Currants, Peels, Nuts. It will pay you.

Packers "Encore" Ceylon Teas, Coffees and Spices and

OLD HOMESTEAD CANNED GOODS

S. J. CARTER & CO.

Wholesale Grocers

58 McGill St., Montreal

Biscuits Pernot

(Dijon, France)

Every grocer desirous of offering to his customers something good, something new and great of its kind, for the Christmas trade, should secure a stock of

Pernot's Biscuits

We have them in ¼, ½, 1, 2, 4 and 9 lb. air-tight tins.

FANCY BISCUITS
IN
FANCY BOXES

Just what you want for holiday requirements.
Our success is based upon the quality of our goods. That is why our lines will win and hold new customers for you.

Leon Fontanel & Co.

4-6 St. James St., MONTREAL
20 Reamur St., Paris (France)

In Everything We Manufacture

Our Aim is Quality.

That is Why We Make

"Young Tom" Washing Powder

which is

"For Purifying and Cleansing Unexcelled."

We Make the Best
High Grade Toilet and Tar Soaps

Our aim is to place the product of our factory in every Canadian home.

The Young-Thomas Soap Co., Ltd.

REGINA, - CANADA

INTERESTING TO ALL

Every one who reads the BUSY MAN'S MAGAZINE is well pleased with it. A pretty strong recommendation, isn't it?
What is the cause of its great popularity?
Because every article in it is SELECT, having been selected from the current issue of one of the leading magazines, because it was the most interesting and entertaining in that magazine.

This means the Busy Man's contains the Cream, the Choicest, and the Best appearing in the periodical press. Not a dull page in it; 140 pages of live, up-to-date reading matter in each issue: 1.680 pages per year.
It is the best home magazine published. It will interest every member of the family.
The cost of this many-in-one magazine to subscribers of The Canadian Grocer is only $1.50 per year.
Have your subscription commence with the November issue, which is the strongest number yet published.

The Busy Man's Magazine - - - Toronto

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

Don't Grope Around in the Dark

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer

One Cent Per Word

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Fresh Pork Sausage

Colder weather creates a good demand for nicely seasoned, tasty Pork Sausage, it also carries better in cold weather and will prove a tempting tit-bit on your counter.

Order now to go by express every day or as often as required.

F. W. FEARMAN CO. Limited
HAMILTON, ONT.

"Our Mutual Friend"
is
CORONA BRAND
HAM *AND* **BACON**

In the first place, Corona Brand satisfies the consumer, because it has that exquisite flavor coming from the highest grade of pork, perfectly cured.

And in the second place, we don't conduct any retail stores, but sell Corona Brand to the trade only.

Do you know about Corona Brand profits?

The Montreal Packing Co. LIMITED
MONTREAL, P.Q.

"Ryan Brand"

is synonymous, in the provision trade, with the highest quality. If you are looking for a brand of provisions which will not only DRAW, but KEEP the paying trade, write to us about "Ryan Brand." Remember, we specialize on quality, and remember that

Quality Means Profit

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

An easier feeling has characterized the cheese market since last report and prices have been on the downward road. Of late there has not been much demand from the other side. Old Country houses appear to have fairly large stocks on hand, and they are not overanxious to buy at the prices which rule here to-day. Consumptive demand in Great Britain appears to be quite good, and it would seem that if present demand continued, stocks held there will soon decrease to such an extent as to make imperative the buying of Canadian cheese, despite the advanced figures which by that time may be ruling on this side.

Considerable cheese, which has been held locally on English account, has been shipped, and such lots have helped to make the export figures come up to the usual standard.

Some are asking a price for finest western, which would have been laughed at two weeks ago. As much as 13c is demanded, but this figure is rather above the average, since so many will part with their holdings around 12½c to 12¾c. Townships cheese brings anything from 12½c to 12⅞c, a very good range. The middle price is 12⅝c. For Quebecs the price hovers between 12½c and 12⅝c.

It is possible that there may be further declines in the course of the next few days, judging from present feeling in the trade, but on the other hand there may be a little spurt before the close of navigation. It is improbable that there will be a much firmer feeling in the market any time before the beginning of February, if this improvement does not occur before the last boat leaves port.

Last week receipts of cheese were 51,610 boxes, as against 69,686 boxes previous week, and 68,052 boxes same week 1906. Total receipts since May 1 amount to 1,891,007 boxes, against 2,101,220 boxes for the same period last year.

Butter.

Butter continues firm. prices not having changed greatly during the week. If anything, they are slightly higher. Quotations run from 28½c for fine creamery in boxes, to 29c for tubs, though some are selling at figures even higher. Dairy is selling at from 24c to 26c.

The marked scarcity of all varieties of butter which has been felt all season, is likely to continue. Dealers have on hand about enough to go around, but they have none to spare. It appears that farmers this year are using more butter for themselves than in former seasons, storing away larger amounts for winter use. To render matters worse, the make during October has not been a large one.

There has been more or less talk of foreign butter being placed on the Canadian market, but the quantity which has found its way here already does not amount to much, and it has not met with the greatest favor in the trade. Such Irish butter that has arrived, from what can be ascertained, is no better than our dairy, being the common Irish factory. It costs 25½c laid down here. Irish creamery does not seem to have yet been attempted, but there is no telling what dealers may do if the market continues to advance.

If conditions of to-day prevail in January, it is quite likely that considerable New Zealand and Australian butter will be brought on to Montreal.

It is possible, however, that there will be a break in prices this month, as the butter received during November, being stable goods, is not always up to the standard desired, and as good prices are not obtainable for it as for September and October make. Much depends upon the situation. If butter is very scarce, and storekeepers are forced to take what they can get, firm prices will likely rule,

Dairy is not arriving from the west as freely as it has been. Western grocers are paying good prices for anything that is offered them, and makers are not keen about shipping on to the east when there is such a good demand right at home. Sales are reported west of Toronto at 24c, which would mean a selling price of 26c.

Receipts of butter last week amounted to 7,006 packages, against 8,188 packages previous week, and 7,949 packages same week last year. Since May 1 receipts have been 360,093 packages, against 652,611 packages for the same period, 1906.

THE PROVISION SITUATION

With deliveries to Canadian points totalling between 30,000 and 35,000, and with the English market paying around 61s. for best, Canadian packers are able to sustain the optimistic feeling induced by last week's conditions. The exceptionally heavy deliveries of hogs that always pour out of the country at this season has this year not exceeded the average figures of 1906 to any marked extent. This week may be regarded as the second of the three weeks during which the rush is at its heaviest. In another seven days or so its main strength will be expended, and the packers are naturally making hay while the sun shines.

The present favorable conditions in the Old Country market, due principally to the marked falling off of American shipments and somewhat decreased deliveries of Irish, are not expected to last. The conditions of the English market previous to the past two weeks has been such as to offer no inducement to American packers, to make shipments. Deliveries of American bacon fell off, in consequence, several thousand boxes below normal, and this stringency soon had its effect on the English market, which advanced about 4s. At the present average price of bacon, America can recommence shipping again at a profit, and her deliveries will fall upon a loosely-supplied market, with double strength by reason of her unwillingness to make shipments for the past fortnight. The usual result of unloading stocks upon a rising market will, in this instance, so say the packers, be reflected in a decline of from 6s. to 7s. in the Old Country within the next ten days.

Prices paid by the packers this week have not altered, $6.10 being offered f.o.b. country points, and $6.35 fed and watered. Danish deliveries for the past week were 36,000.

Provisions on the Chicago market have been unsettled, fluctuating in sympathy with the grain market. The average of receipts for the week has been moderate. Packers have sold pretty freely. The Journal of Commerce, reviewing the situation for the past week, says:

"The past week has witnessed much more activity in the option market for hog products than hitherto on this crop. This was stimulated by financial conditions and by the decline in the grain markets, which turned late bullish sentiment the other way, led by the packers, who have been quite free sellers of futures at declining prices on fear of a further stringency in the money market. This has been due to the fact that this is the season of the year when packers are heavy borrowers at the banks, and it is supposed that some of them had not made their arrangements. The result was liquidation by them and by outsiders, without stimulating cash business, except in lard for the U.K., of which exporters took more the past week than for a long time, as packers' consignments had previously been supplying those markets. Other products have ruled dull and hams easy at the West and entirely neglected here, though city bellies have been well cleaned up by the local trade, as production has continued very light. owing to high prices of hogs."

PROVISION MARKETS

MONTREAL.

PROVISIONS—Lard is moving fairly well at firm prices. Smoked meats are selling as well as can be expected at this season. There is some business being transacted in pork and other heavy lines.

Lard, pure, tierces	0 11¾	0 12¼
" " 56-lb. tubs	0 12	0 12½
" 20-lb. pails, wood	0 12¾	0 14½
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12¾
" " 5-lb. "	0 12⅝	0 12⅞
" " 3-lb. "	0 12¾	0 13
Lard, compound, tierces, per lb.	0 09¾	0 11¼
" " tubs	0 10⅜	0 11⅝
" " 20-lb. pails, wood	0 12¼	0 12¾
" " 20-lb. pails, tin	0 09¾	0 10¾
" " cases, 10-lb. tins, 60 lbs. in case	0 10¼	0 11⅝
" " " 5-lb. "	0 10⅝	0 12
" " " 3-lb. "	0 10¾	0 12¼

Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	22 00	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	14 00	15 00

BUTTER—The prices in the country boards have been about the same as during the past two weeks. Receipts are light and dairy butter is exceedingly scarce. There is a good demand for fresh rolls and tub butter. Very little dairy butter has arrived from the West. The prices there are continuing so strong that dealers are not anxious to ship east. Some foreign creamery has been offered but the quality is not good enough to satisfy the trade who are taking hold very freely.

Creamery, choice, boxes		0 29
" " pound prints		0 30
Dairy, tubs		0 25

EGGS—The prices for eggs remain unchanged. The market is very firm, and demand continues active.

Selects		0 27
No. 1	0 22	0 24
Seconds	0 17	0 21

CHEESE—The prices in the country are somewhat easier, owing to the quality of cheese offered not being of the best at this time of the year. There is little export trade, but the local business is brisk, the demand being good.

Cheese, old	0 16	0 16½
" new, large		0 13½
" " twins		0 13¾

HONEY—Stocks are light and trade is fair.

White clover comb honey	0 15	0 16
Buckwheat, extracted	0 10	0 11
Clover, strained, bulk	0 12	0 13

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT
Write for prices
Toronto Salt Works
Agents for
WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

TORONTO.

PROVISIONS—Pork prices continue about the same as last week, with very little business passing. The increased demand for beef, the supplies of which have recently been of good quality, accounts for a slight drop in mutton and lamb.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb		0 17½
" pea meal		0 18
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 13
" compounds, per lb		0 10
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	0 08½	10 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	8 25	8 75
Veal	0 09	0 10½

BUTTER—An advance of another cent on the better lines is noted this week. There seems to be no relief for the present serious situation, and prices will probably go considerably higher. Dealers say that there is a probability of Australian and Siberian butter being brought in before the winter is over. The fact that the butter supplied is universally good is the only redeeming feature.

	Per lb.	
Creamery prints	0 29	0 32
Creamery solids	0 29	0 30
Dairy prints, choice	0 26	0 28
" " ordinary	0 23	0 25
" tubs choice	0 23	0 25
" tubs, ordinary	0 21	0 23
Baker's butter	0 21	0 22

EGGS—Prices remain unchanged with business in about the same quiet condition as last week.

Eggs, candled		0 24
" selects		0 27
" limed		0 24

CHEESE—The cheese market is slightly easier and business has fallen off during the week.

Cheese, large	0 13¾	0 14
" twins	0 14	0 14¼

HONEY—People seem to be fighting shy of honey at the prevailing high prices this year. The demand usually opens well in October, but this year there is little or nothing doing.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 08	0 10
" in comb, per doz	1 25	1 50

POULTRY—Another drop in fowl all round this week means that large supplies have been hurried in for the Thanksgiving business. The local market is full of birds, which, as a general rule, are of pretty good quality. Turkeys are more plentiful than they have been at Thanksgiving time for at least two or three years. With the present prices poultry is almost as cheap as meat.

Live Weight.		
Spring chickens, per lb	0 07	0 08
Old fowl	0 05	0 06
Ducks		0 08
Dressed weight.		
Spring chickens, per lb		0 12
Old fowl		0 09
Ducks		0 10
Turkeys	0 15	0 16

AFTER RAILWAY COMPANIES.

Montreal Wholesale Grocers' Guild Complains of Delayed Shipments.

Montreal wholesalers are feeling sore over the delays which have been caused in the delivery of goods, particularly seasonable lines, owing to the lax methods of railway companies which have neglected to provide proper facilities for the handling of goods accepted for transportation.

Following is a copy of the resolution passed at a recent meeting of the Montreal Wholesale Grocers' Guild: "That whereas, owing to the failure of the railway companies to provide sufficient cars and engines and adequate terminal facilities, and for other reasons, they have been unable to properly handle the business offering during the past year, and in consequence, cars of goods have been delayed in transit and when finally landed in the terminals have remained there for weeks before the consignees could secure delivery, the result being that in many cases the wholesale grocer has been unable to secure his goods until the season during which they were salable had passed,

"Therefore resolved, That the companies should be urged to take such steps as may be necessary to enable them to handle the business for the coming fall and winter with more regard to the rights of shippers than has been the case during the term complained of,

"And further resolved, That this Guild is of opinion that when, as a result of the non-delivery by the railway companies within a reasonable time, of goods entrusted to them for carriage particularly when such are seasonable goods the consignors have suffered loss owing to the impossibility of selling such goods when the season has passed, the companies should be compelled to indemnify the consignees the amount of their loss"

The firm of J. H. Langlois & Co., general storekeepers, of St. Scholastique, Que., have dissolved.

Clark's Canned Meats

One reason why my canned meats enjoy such a reputation for quality lies in the fact that I do nothing in my factory but cook and pack meats.

All animals are slaughtered at public slaughter houses; are then inspected by city inspectors and have then to pass my own Inspector.

I am therefore doubly certain that the meats I pack are the best offered on the Canadian market.

Quality Assured.

WM. CLARK - MONTREAL
Manufacturer

The utmost **Cleanliness** and Experienced **Care** is taken to **Cure**

O'MARA'S

Hams and Bacon

Under Government Inspection

JOSEPH O'MARA
Pork Packer, PALMERSTON

Quality and Satisfaction

With every tin of Milk and Cream you can guarantee your customer quality and satisfaction.

REINDEER Condensed **MILK**

TRURO BRANDS QUALITY

JERSEY Sterilized **CREAM**

Sweetened.

Unsweetened.

You retain 30% profit

Truro Condensed Milk Co., Ltd., Truro, N.S

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

The Bovril season is approaching.

The high qualities and special merits of Bovril will be placed prominently before the Canadian public throughout the winter and we recommend our friends to make sure that they are fully stocked early.

BOVRIL Limited, 27 St. Peter St. Montreal

CEREALS AND CONFECTIONERY

Strong Market for Wheat and Oat Products—Saskatchewan Wheat Returns—Winnipeg Inspections—Some Side-lights on Confectionery.

Prices on both wheat and oat products remain about unchanged from last week, but there is no indication of any weakening tone in the markets, for either the raw material or manufactured product, which, if anything, continue bullish in character. The flour men are not booking many orders ahead, in view of the unsettled condition of the wheat market, but domestic demand is very strong and increased export enquiry is reported. Prices on rolled oats are expected to be revised about the end of the first week in November, a large number of sales of the raw material having been made for November delivery.

The Saskatchewan Department of Agriculture has received returns from about 1,000 correspondents all over the province, and from these returns have estimated Saskatchewan's total wheat crop at 30,000,000 bushels. The first returns received by the Department indicated a crop of 35,000,000 bushels, but this was thought to be in excess of a conservative estimate warranted by the conditions, and a second census was taken, which resulted in the first estimate being decreased by 5,000,000 bushels. The acreage under crop, according to the last official estimate, is 1,965,774, indicating a total production of 29,486,610 bushels. It may be that the final returns will show a deviation from the average of fifteen bushels, and an accurate estimate will not be possible until the final returns from the thrashers are compiled about the end of the calendar year.

It is expected that the crop this year, which is almost 7,000,000 bushels below that of 1906, will bring in actual cash value, as much as, if not more than last season's total yield.

Wheat inspection at Winnipeg at the end of last week showed some improvement over previous days' returns, but the average was still considerably below that of previous weeks. 332 cars were inspected, of which 2 cars graded No. 1 hard; 59 cars, No. 1 northern; 84 cars, No. 2; 43 cars, No. 3; 16 cars, No. 4; 26 cars were winter wheat; the remainder, 97 cars, fell below contract grade. Last year 430 cars were inspected.

Confectionery.

Confectionery is the grocer's side-partner.

It drums up business for him in quarters that he cannot reach himself.

It is the prince of side-lines.

But—It pays to handle only the best.

Opportunities neglected is money wasted.

Can you afford to do business as your grandfather did. Though if the truth were known they may have been more up-to-date in this respect than the present generation.

Your neighbor may be ploughing along in the same old rut, but that's his business. The point is: Can YOU afford it?

Think it over.

MONTREAL.

FLOUR—Flour is strong at unchanged prices. Millers report a brisk demand at export at good prices. Locally, dealers are buying only for immediate requirements.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household, bags		6 30
Glenora		5 70
Manitoba spring wheat patents		6 30
" strong bakers		5 70
Five Roses		6 10

ROLLED OATS—It is impossible to give prices which will meet the views of all sellers. As will be seen, there is a wide range, some jobbers asking $6 a barrel, and others up to 7.75. Buying appears to be very slight, most grocers being either well stocked, or under contract which lets them out of the high prices, which the man who is caught short is forced to pay.

Fine oatmeal, bags		3 40
Standard oatmeal, bags		3 40
Granulated " "		3 45
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags		3 35
" 80-lb. bags		3 10
" bbls		6 45

FEED—Feeds continue high, the market being steady under a good local and export demand. Further advances are not anticipated at the moment.

Ontario bran		23 00
Ontario shorts		26 00
Manitoba shorts	26 00	28 00
" bran		23 00
Mouillie, milled	27 00	30 00
" straight grained	28 00	34 00
Mill feed	1 50	1 55

TORONTO.

FLOUR—No change has been made in prices, but millers report the situation as very strong, with values, if anything, showing an advancing tendency. Prices are too high and domestic consumption too heavy, to admit of much export business being done, though enquiry from the foreign markets is improved from last week.

Manitoba Wheat.

60 per cent. patents	5 80	6 20
85 " "	5 50	5 60
Strong bakers	5 40	5 50

Winter Wheat.

Straight roller	4 90	5 20
Patents	5 20	5 50
Blended	5 25	5 40

CEREALS—Millers are having their work cut out to fill orders, both domestic and export demand having reached a point where prices apparently, are of little importance so long as deliveries are made promptly. Quotations so far, however, are unchanged.

Rolled wheat in barrels, 100 lbs	3 05	3 25
Rolled oats, in wood, per bbl		6 60
" " in bags, per bag 90 lbs	3 17½	3 25
Oatmeal, standard and granulated, per bbl		7 00
" " " " in bags, 98 lbs		3 58

THE OLDEST MILL IN CANADA
POT AND PEARL BARLEY
CALEDONIA MILLS
John MacKay Limited - - - - - Bowmanville, Ont.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

NOTES.

Alex. McDonald, baker, of North Bay, has assigned to C. E. Hammond.

Jas. Macpherson, of Carleton Place, has purchased the grocery business of G. N. Thompson, of the same town.

Marietta Martin, who has been conducting a flour and feed business at Colborne, has sold out to W. L. Bailey.

Broomhall estimates the world's wheat exports to all countries for the past week at 10,800,000 bushels, against 13,312,000 the previous week, and 12,528,000 last year.

The Montreal Board of Trade has decided to advertise Montreal as a manufacturing centre, and will place advertisements in London papers to attract English manufacturers to the field here.

R. M. Fulton, who has for some time past conducted the grocery store at the corner of George and Townsend streets, Sydney, C.B., is offering his business and good-will for sale, having decided to leave Sydney for a while.

J. K. Chambers, of the Salada Tea Company, Toronto, who is an enthusiastic member of the York Hunt Club, and Geo. J. Mitchell, of the J. J. McLaughlin Co., are members of a party which left this week for a ten days' hunting trip in the Parry Sound district.

Walter Paul, of Montreal, who knows all about groceries and a little about other things as well, has just opened a branch store at the corner of University and Burnside Place. To anyone who knows Mr. Paul, (and who does not), it is almost unnecessary to add that the new store bids fair to become one of the brightest and best equipped in the city.

W. A. Muir, of the Fowler Canadian Co., Hamilton, Ont., was lately in Sydney, C.B., investigating the possibilities of that market for his firm. The Fowler people deal in beef, pork, etc. Mr. Muir is enthusiastic over the prospects, and declares Sydney to have the makings of the best provision market, in proportion to its area and population, to be found in Canada.

$10,000 DAMAGES.

Alfred Craigie, candymaker, of Toronto, commenced an action before Justice Magee in the jury assize court on Monday, to recover $10,000 damages against McClure and Langley, manufacturers of grocers' sundries, and specialties, and agents for Tobler's milk chocolate. The plaintiff alleges that a certain line of chocolate which he purchased from the defendants turned out to be bad.

Almeria Grapes

Splendid crop with a dry season is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your Dominion. C. & F. rates to all points.

For closest market rates apply to

ANDREW WATSON
91 Place d'Youville, - Montreal

STUART WATSON & CO.
P.O Box 144, - WINNIPEG

Proprietors,

FREDK. FISHER & SONS
Green Fruit Experts
"St. Magnus" House,
LONDON, - ENGLAND

The Housewife Knows

the difference between ordinary soda biscuits and

MOONEY'S Perfection Cream Sodas.

She knows that the best kind of soda biscuits is the kind which not only **come crisp but keep crisp.**

MOONEY'S PERFECTION CREAM SODAS

are made right, baked right, packed right, and therefore

SELL RIGHT

The Mooney Biscuit & Candy Company,
LIMITED
STRATFORD, - CANADA

J. V DE YBARRONDO & Co
Successors to James Violett & Co
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^D ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:
C.E.Colson & Son, Montreal
D.Masson & Co., ,,
A.P. Tippet & Co. ,,

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

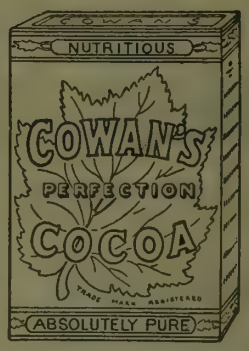
165 William St., - - - MONTREAL, CAN

There are several varieties, but only one quality of

COWAN'S

Cocoa and Chocolate

That quality is the very highest. When we say that our Cocoa and Chocolate is



PURE

we mean it. This purity, combined with the unequalled "Cowan" flavor has made

COWAN'S

the most desirable brand of Cocoa and Chocolate for you to handle.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CANADA:
No better
Country

MOTT'S:
No better
Chocolate

Still leaders in every family's regard

Mott's

"Diamond" and "Elite"
brands of

Chocolate

There's only one reason for this—
"Purest and Best made."
All Jobbers

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor	R. S. McIndoe	Jos. E. Huxley	Arthur Nelson
Montreal	Toronto	Winnipeg	Vancouver

HIGHER COFFEE EXPECTED.

Report of Nordlinger & Co. Anticipates Advance—Santos and Rio.

In their regular monthly review of the coffee situation, Henry W. Nordlinger & Co. say: "The receipts at Rio and Santos during the last half of September increased only moderately over those of the first half of that month. In recent years the heavy movement of the crop occurred during the last half of September or first half of October, after that a gradual falling off took place. This year may be an exception to that rule, because the railroads in the State of Saa Paulo, which reduced their freight rates 20 per cent. during the heavy movement of last year's crop —which reduction has been in force since then—have given notice that on November first this year they will advance the freight rates to about the previous figures. This will no doubt induce the planters to hurry forward their coffee to shipping ports during the rest of this month. It is but natural to expect that a sharp falling off in the receipts will be encountered after that time.

"Ideas with regard to the size of the current crop may be influenced by the larger receipts above referred to, which again will be modified later on when they show the falling off expected by us.

"Santos coffee, of which there is no doubt a considerable shortage in the production this year as compared with the requirements, has been ruling very firm and at no time during the present crop season were any large quantities on offer. The premium paid for Santos coffee over the price ruling for Rio exceeded in a great many cases 1 per cent. per pound, grade for grade, and this premium is likely to be increased still further.

"The Government holdings are apparently kept intact, and it is the general impression that none of that coffee will be sold unless a much larger price is reached. There is, however, enough coffee to go around for all purposes at the present time, but these conditions will only govern as long as the receipts are large. It must not be overlooked that the available visible supply will be cut into perceptibly toward the end of the fiscal year. If we are not entirely mistaken in our ideas with regard to the size of the crop, higher prices are bound to rule later on, unless the Sao Paulo Government is willing to meet some of the trade demand.

"In making this assertion we have in mind only actual Santos coffee. Options, which are based on the import cost of Rios and Bahias, and primarily on the prospects for the growing crop, may not respond to the same extent. Furthermore, it is almost certain that speculators will not enter the market for a bull campaign with the present enormous visible supply, no matter how small they believe the current crop to be. Even the trade is not willing to stock up; it has shown remarkable powers of abstention for over a year past; but this makes the position so much stronger, as it insures an uninterrupted and steady demand distributed throughout the year.

"Importers and jobbers who have sold against their stock (and there are many of them) will buy, and are buying back their options as they make sales of the actual coffee, thus lending some support to values on the Coffee Exchange.

"With regard to the growing crop reports have reached us that the flowering up to the end of September was very moderate. The trees, however, have a splendid appearence, being full of leaves, and we have received news recently that the flowering so far this month shows some improvement, which they may extend; in fact, promises still better results during the rest of this month. The weather is fine, the trees are strong and whatever flowering takes places will most likely turn into fruit. A larger crop than was produced this year may therefore be reasonably expected. How much larger depends entirely on the extent of the flowering during the next two weeks.

"Pending the above mentioned developments, it seems advisable to pursue a conservative course. Cables will no doubt reach here, off and on, reporting conditions as the respective senders may construe them. These cables are often sent for the purpose of influencing the market, and should be accepted with due allowance.

"With regard to mild coffee crops, we can only reiterate our previous estimate of 3,000,000 bags (exclusive of Bahia and Victoria). This estimate, although seemingly a low one, is based on the shortage of the crops in Central America, Venzuela and East Indies, as reported to us by reliable correspondents.

ANOTHER HAPPY WHOLESALER.

A. M. Warren, cashier of the Salada Tea Company, was married on Tuesday, October 15th, to Miss McCormack, daughter of W. J. McCormack, of Grosvenor street, Toronto. The happy couple left for a trip through New York, and the eastern States. One of the most admired among the bridal gifts was a handsome grandfather's clock, the gift of the staff of the Salada Tea Co

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GRO ERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—Few more good selling lines of grocery specialties; Toronto and Ontario district. Apply Box 165, CANADIAN GROCER, Toronto. [43]

SITUATIONS WANTED.

ABILITY with experience—Capable, energetic and tactful, Englishman, 31 years, single, desires management, good disciplinarian, smart salesman, competitive window-dresser, Canadian experience. Taylor, 47 Colborne St., Oshawa, Ont. [45]

The Dawson Commission Co.

handlers of all kinds of Fruit and Farm Produce. Apples and Poultry are specialties of ours. Get in touch with us. We have the selling of about 20,000 barrels of apples. Consignments solicited.

THE DAWSON COMMISSION CO., - TORONTO

Milk is Scarce

FUSSELL'S

BUTTERFLY BRAND

Condensed Milk

Red Butterfly

Evaporated Cream

Silver Butterfly Brand

Unsweetened Milk

White Butterfly Brand

Thick, Rich Cream

Golden Butterfly Brand

Can Be Shipped Prompt from Europe

Prepared in the Highlands of Norway and Austria

TEN GOLD MEDALS AWARDED

Contractors to the British, German and Norwegian Governments

FUSSELL & CO.

LIMITED

LONDON, ENG.

CABLE ADDRESS: "Fussellato," London. A.B.C. 4th and 5th editions.

Or Particulars and Prices of the Agents,

JOHN W. BICKLE & GREENING
HAMILTON

CARMAN, ESCOTT & CO.
WINNIPEG

PRICES ON ALL FOODSTUFFS ADVANCING IN NOVA SCOTIA

Bread Selling at 7 Cents a Loaf—Butter Scarce—Eggs at 30 Cents a Dozen—$1,000,000 of Apples Damaged.

(Special Correspondence of Canadian Grocer.)

Halifax, N.S., Oct. 28

The high price of all food products here has caused quite an agitation, and during the past week the daily papers have been filled with long articles, regarding the prices charged. Bread advanced one cent per loaf, and is now seven cents for a loaf weighing one pound and a half. The high price of flour is given as the cause for the advance. Potatoes are quoted at 40c to 50c and the quality is only fair, there being quite a lot of rot.

* * *

BUTTER—The butter situation is now attracting considerable attention in this province. The receipts are very small for the season of the year, and the price is bounding upwards. The situation is one that the jobbers cannot understand. They say that the price is unreasonable, as the cattle are still feeding on the after-grass, and that the shipments outside of the province are practically nil. The demand is not out of the ordinary, and there is no explanation for the shortage. One commission firm in this city recently sent out letters to many farmers with whom they had dealings, asking them to send their butter in, but the replies received were that they had no butter. The best creamery butter in prints is now retailing at 32c per pound and it is likely to go higher.

There is very little diary butter in small tubs on the market, and what is offering is quoted at 26c to 28c. During the past week the advance has been about two cents per pound all round. From the present outlook the jobbers will have to purchase butter outside of the borders of Canada, as they say that no large stocks can be purchased at any reasonable price.

There is considerable complaint here now regarding short-weight butter. Creamery prints are sold in two-pound blocks, and during the past week the output of four of the creameries was found wanting, some of the blocks being from one to two ounces short in weight. There is great complaint on this score, as the consumer wants full weight at the prevailing high prices.

* * *

EGGS—Fresh eggs are scarce and the choicest stock is worth 30c per dozen. The case eggs offering cannot be relied upon, and there is very little fresh stock coming on the market. The receipts from points in Nova Scotia are unseasonably small, and it is thought that the dealers in Prince Edward Island are holding their stock for higher prices.

* * *

APPLES—The recent storm in the Annapolis valley caused damage estimated at $100,000 to the apple crop. There is still a good crop and from four to five hundred thousand barrels are to be had for shipment, with prospects of good prices. President Bigelow, of the Nova Scotia Fruit Growers' Association, estimates the varieties by barrels as follows:

Gravensteins	85,000
Ribston Pippins	90,000
King's	70,000
Baldwins	70,000
Golden Russets	50,000
Nonpareil	60,000
Other varieties	50,000

Speaking of the markets, President Bigelow says: Prices opened at $2 to $2.50 from the orchard, uninspected. The largest growers ship their own fruit, and hold for higher prices. Our English market was seriously injured by the injudicious shipment of forty to fifty thousand barrels of green, half-grown Gravensteins in September, which have not netted $2 per barrel, and now windfalls are being shipped, which will add further injury to the market. Growers look for high prices during the winter owing to the world's short crop.

STICK TO THE STICKERS.

In the course of a conversation with a traveling man the other day, he said: "Whenever I go into a town and find a man there who has been a customer of one of our competitors for years, I at once lay plans to land him as a customer of my house, because I know he is a good customer for any house. He will, in nearly every instance, tell me that there is no use talking to him, as he has been buying all his goods of that particular house and has no reason for changing. I generally tell him that he is exactly the kind of a customer I want, for, if I can show him it is to his advantage to give me his business, instead of to the customary house, he will then be as loyal to my house as he now is to a competitor.

"I may not get my man for a year or so, but I eventually get him, and when I do, I know he will be with us for years, and we will get all his business, either by mail or when I go to his town, for he is a sticker."

Too many good business men are overlooking this point to-day. This traveler strikes right at the centre of big business building when he goes after the customer who is an old customer of a good competitor, for his trade is well worth much effort to land; while the dealer who is easily persuaded to give you an order on short acquaintance is just as easily persuaded to give the next man an order, and as a result you never feel that you can depend upon his regular business.

This idea should be just as valuable to the retailer as to the manufacturer or jobber, for the retailer will also find that the "sticker" is a good customer.

J. M. Brayley, Montreal, representative Kentucky Oil Refinery Co., of Louisville, Ky., has returned from a business trip to the head office.

"Lea & Perrins"

What a name to conjure with! For exactly 50 years

Lea & Perrins' Worcestershire Sauce

has been a delight to the human palate--For the same length of time it has been the grocers' and purveyors' standard. Whoever heard a complaint of Lea & Perrins' Sauce?--What grocer ever bought it that didn't buy more?

Get your winter supply in now—Every jobbing grocer sells it.

J. M. DOUGLAS & CO., MONTREAL

Established 1857 **Canadian Agents.**

Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

APPLE EXPORTERS

The fru nerchants of Great Britain w do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

FRUITS, VEGETABLES AND FISH

Good Demand for California and Forei gn Fruits—Vegetable Markets Supplied With Southern Goods—Fish Business A ctive With Opening of Season.

Apples are about the only Canadian fruit on the markets this week. Grapes are still quoted and a stray basket of pears is seen, but there is no quantity of either of these. To take the place of the Canadian varieties, California, Jamaica, Bahama, Florida and Spanish fruit is arriving in large shipments and the demand is generally good. New dates and figs are just coming in and dried peaches and apricots are also quoted. The Thanksgiving and Hallow'een business has been fairly good.

As Canadian vegetables drop off as a result of the cold weather, their place is taken by goods from the United States. Boston cucumbers and lettuce are being shipped regularly to market centres, and the quality is particularly good. The potato situation is unchanged since last week, though New Brunswick shipments continue to be not altogether satisfactory.

With the opening of the season, fish business is becoming exceedingly brisk. Cod and haddock continue scarce, and the close season for trout and whitefish which begins the first of the month, will curtail the supply of lake fish. The supply of bulk oysters is fairly abundant and good business is being done.

MONTREAL.

GREEN FRUITS—The market continues firm for this time of year. The first Halloeen dates have arrived and are being quoted at 6 cents per pound. Almeria grapes are quoted at from $4.75 to $6.50 per keg, Californias at $3. Fameuse apples, hand-picked, are $4.50 per bbl. Other varieties vary from $3.25 to $4.50. Nova Scotia cranberries are quoted at $10.50. Peanuts, "Bon-ton," roasted, are selling at 15 cents and others at 9½ cents. Nassau grape fruit is in good demand. Oranges are slow, while lemons are little better. Canadian grapes are about done, and Californias will not last much longer.

Dates, per lb	0 06	0 07
Bananas, fine stalk	1 75	....
" jumbos	1 85	2 00
Cocoanuts, per bag	....	4 00
Lemons	3 75	4 00
Florida oranges, per box	....	4 50
Jamaica oranges, bbl	5 00	5 50
Figs, per lb	0 08½	0 12½
Nassau grape fruit, box	4 50	5 00
Florida grape fruit, box	....	7 00
Limes, crates	....	1 00
California grapes, crate	....	3 25
Almeira Grapes, keg	4 75	6 00
Cape Cod cranberries, bbl	9 00	12 00
Nova Scotia cranberries, bbl	....	10 50
Apples fameuse, bbl	....	4 50
" other fall varieties, bbl	3 25	4 50
Canadian grapes, basket	0 40	0 75

VEGETABLES—The vegetable market continues firm, although the bad weather has a dulling effect. Canadian cucumbers are done, and Boston hothouse are now quoted at $1.50 per doz. The season for Canadian lettuce is over, and the market is being supplied with Boston lettuce at $1 per dozen. Mushrooms are quoted at 90 cents per pound, and horse-radish at 20 cents per pound. Peas, fairly good, re-cleaned, were sold to-day in carload lots at $1.17. Sweet potatoes, fancy Vineland, are quoted at $3.75 to $4 per bbl.

Parsley, per doz. bunches	0 10	0 15
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Cabbage	0 20	0 35
Turnips, bag	....	0 75
Celery, doz	0 25	0 75
Water cress, large bunches, per doz	....	0 75
Radishes, doz	0 10	0 15
Spinach, per box	....	0 50
Green peppers, bag	....	1 00
Boston ho house cucumbers, doz	....	1 50
Potatoes, per bag	0 75	0 80
Sweet Potatoes bbl	3 75	4 00
Sweet Potatoes, basket	1 75	2 00
Beets bag	....	0 75
Carrots, bag	....	0 75
Tomatoes, box 30 lbs	....	0 75
Corn, doz	0 15	0 20
Spanish onions, small crates	0 65	0 75
" " large crates	2 00	2 25
Canadian onions, lb	0 01½	0 01½
Boston let uce, per doz	....	1 00
Mushrooms, per lb	....	0 90
Horse radish, per lb	....	0 20

FISH—Business in fish is becoming quite brisk, dealers reporting active demand for mostly all lines. There has been more stormy weather on the fishing grounds and supplies hape been affected in some lines. There is a scarcity of haddock and cod, which is evidenced by the advanced prices. With the coming of the cooler weather whitefish and lake trout are becoming scarce. Dore and pike are in good supply and are moving out freely. Fresh mackerel, new, are now being received. In smoked and prepared fish, the scarcity of kippers is being still felt, but bloaters and haddies are in good supply. Supplies of salt and pickled fish are not large, salmon being very short. Oysters are selling more freely. Prices generally hold firm.

Fresh and Frozen Fish.

Haddock, express, per lb	0 05½	0 06
Halibut, express, per lb	....	0 10
Mackerel, " "	0 10	0 12
Dore, " "	0 10	0 12
Pike, lb	....	0 08
Weakfish, lb	....	0 10
Market cod lb	0 04½	0 05
Steak cod, lb	0 07	0 08
Lake trout, lb	0 09	0 10
Whitefish, lb	....	0 07
B.C. salmon, lb	0 10	0 16
Flounders, lb	....	0 10
No. 1 Smelts, lb	....	0 08
Dressed Hullheads, lb	....	0 10
Smoked and Salted—		
New haddies, boxes, per lb	0 08	0 09
Smoked herring, per small box	....	0 14
Yarmouth bloaters, box	....	1 25
Prepared and dried—		
Skinless cod, 100 lb. cases	....	5 25
Boneless cod, 20 lb. boxes	....	0 07
Boneless fish, 20-lb. boxes, bricks	....	0 06
Boneless fish, 25-lb., boxes, per lb	....	0 05
Shredded cod, 2 doz., per case	....	1 80
St. John bloaters, box	....	1 00
Smoked herring, small boxes	....	0 14
Oysters—		
Standards, bulk, per imp. gal	....	1 50
Standards. Imp. qt. tins, sealed	....	0 40
Selects, bulk. gal	....	1 70
Malpeques, bbl	10 00	12 00
Caraquets, bbl	6 00	8 00
Paper pails, 100, pint size	....	1 10
" 100, quart size	....	1 50
Pickled fish—		
No. 1 Labrador herring, per bbl	....	6 00
" " per half bbl	....	3 25
No. 1 N.S. herring, half bbls	....	2 75
" " bbls	....	5 25
No. 1 Mackerel, pails	....	2 00
No. 1 sea trout, 100 lb. kegs	....	5 75
No 1 sea trout, 2 0 lb. bbls	....	10 50
No. 1 Green cod, per 200 lbs	....	7 50
Small " " " " "	....	6 00
Large " " " " "	....	8 00

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., *82 St. Antoine St., MONTREAL*

No. 1 Green haddock, per 200 lbs		6 00
Labrador Salmon, bbls		14 00
" ½ bbls		7 50
Salt sardines, bbl		5 00
" " ½-lb		3 00
No. 1 salt eels, lb		0 07½

TORONTO.

FRUITS—Thanksgiving and early winter business is keeping the market active. Dried fruits are becoming quite a feature and the demand for new figs and dates and for evaporated prunes and peaches is excellent. Almeria grapes continue to arrive in good quality. Snow apples are being featured for the holiday trade and arrivals of spies, greenings and Delawares are fairly good.

Oranges, Jamaicas, per bbl	5 00	5 50
" Bahamas, per box 1 6's, 2 0's		3 50
Lemons, California, 240, 300, 360, 420		4 75
" Verdellis 300's 360's	4 00	5 00
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, per basket	0 40	0 50
" spies per bbl		3 50
" greenings, per bbl		3 00
" delawares		3 00
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Cantaloupes, per bask	0 30	0 35
Grapes Canadian	0 20	0 25
Pears, Canadian per basket	0 40	0 75
Quinces, per basket	0 50	0 75
Cranberries, per bbl		11 00
Almeria grapes, per keg	5 50	7 00

VEGETABLES—The vegetable market continues firm. Ontario potatoes are arriving in excellent condition, but New Brunswick shipments are much less satisfactory. Prices remain about the same.

New Brunswick Delawares, per bag		0 90
New potatoes, Canadian, per bshl	0 85	0 90
Sweet Potatoes (Jersey), per bbl	3 25	4 50
Onions, green per doz		0 15
Onions, Spanish, per case		2 50
Cabbage, Canadian, per bbl		1 50
Beets, new, per doz. bunches	0 25	0 30
Carrots, Canadian, per doz. bunches	0 25	0 30
Radishes, Roseland, per doz		0 25
Cauliflower, per doz		1 50
Parsley, per doz		0 25
Egg plant, per basket		0 30
Corn, new, per doz		0 15
Celery, Canadian, per doz	0 35	0 40
Celery, imported, per doz		0 50
Red Peppers, per basket		0 80

FISH—The market continues active with full arrivals from British Columbia. Business from the Atlantic ports is also opening up. Two or three lines have dropped a cent or two during the week. The first of the month sees the beginning of close season for trout and whitefish, so these two lines will not be obtainable after this week.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb	0 07	0 08
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 10
Trout, fresh, per lb		0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl		4 75
Halibut, fresh caught		0 10
Shredded cod, per lb		0 08
Shredded cod per doz		0 95
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 09
Oysters, per gal	1 80	1 85
Shelt oysters, blue points per 100		1 50
Bloaters box		1 50
Kippered Herring		1 75

And now the honest farmer packs
His apples up for town,
This is the top row of the sacks,
OOOOOOOO,
And this is lower down,
OOOOOOOOOOOOO.

ORANGES

FLORIDAS

are now arriving in good shape and quality. Good sizes are desirable running mostly 126s to 200s.

MEXICANS

Our first car for the season is due next week. For a medium priced orange this kind will take the lead.

We wish to emphasize that we will be headquarters in the Orange business this season both at our Toronto and Hamilton houses. For assortment, quality, price and facilities for handling, we rank first. Your esteemed business solicited.

WHITE & CO., Limited

The Busy Corner

TORONTO and HAMILTON

A FEW CAN'T-LOSERS

"As proven time and time again"

LEMONS

"St. Nicholas" "Home Guard" "Kicking" "Puck"

CAL. ORANGES

"Golden Flower" "Golden Fruit" "Golden Gate"

Your reputation as a Fruiter is best represented by a Thermometer in changeable weather if you don't give plenty of thought to Fruit Brands. Sometimes you may have a first-class line—next time a——class line. Think it over—use the above brands and the "Mercury" of your business Thermometer will be kissing the top all the time.

W. B. STRINGER & CO., - Sole Agents, - TORONTO

Our First Car

FANCY ALMERIA GRAPES

is here

Prime Quality, long-keeping Handsome Fruit

NEW FIGS

Celebrated "CAMEL" brand, A. Hamparzum's Packing, Finest Quality.

3, 5, and 7 Crowns, 10-lb. boxes.

FIRST NEW DATES

Due this week

We would be pleased to have your orders.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BONELESS FISH

We are **the pioneers** of the prepared fish business.

The following brands have been sold by Canadian grocers from Halifax to Vancouver **continuously** for more than **20 years.**

Our experience covering that period **stands beh'nd each brand**—a guarantee of **quality.**

"Leonard's Favorite," pure Cod, in 20-lb. boxes and 1 and 2 lb. bricks.
"Gem of the Sea," pure Fish, in 20-lb. boxes and 2-lb. bricks.
"Satisfaction," pure Fish, in 25-lb. boxes, loose.

Moderate prices, and a liberal guarantee with our fish. It takes a trial order to really convince you.

Above lines are obtainable from leading wholesale grocers, or direct from

LONG DISTANCE TELEPHONES.

P.O. BOX 639

LEONARD BROS.

20 to 26 Youville Square,
MONTREAL

ST. JOHN, N.B.
GRAND RIVER
GASPE

HOW ABOUT YOUR FISH ORDERS

We're able to show ample profit for the retail dealer without skimping qualities any way, and there's no need to magnify our facilities for doing things right.

We carry the largest assortment of all kinds of Fish

Fresh, Frozen, Salt and Smoked

TELEPHONE, TELEGRAPH OR MAIL YOUR ORDERS. State whether to Ship Freight or Express.

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors 76 Colborne St. TORONTO

F. T. JAMES, - Manager

ATLANTIC STRIPPED COD

This is a new line with us and we know it is going to have a big sale because it embodies those selling features which will commend it to grocers in every part of the country. In the first place its a shore codfish and from a district where the sweetest codfish are caught. Second, it's very lightly salted and yet is not soggy. Third, it has all the bones taken out and is packed in strips the right size for retailing. A box weighs thirty lbs. and the man who gets one will soon want another. Special terms on five box lots.

Atlantic Fish Companies Limited

A. H. BRITTAIN & CO. Montreal:
General Agents for Ontario and Quebec.

Lunenburg, N. S.

ATTENTION!

New Pack of ¾ Mustard Sardines

BRUNSWICK BRAND

Sanitary Can

We guarantee the goods

Write for sample and be convinced

Connors Bros., Limited

Black's Harbour, N. B.

Good Cans Carry Out The Idea of Quality

You, packers of meats and canned goods, endeavor to instil into the mind of the trade and the public, the quality of your goods.

If your cans are indifferently made, and of poor material, your goods will quickly show it.

Material and workmanship count for more to-day than ever before. You cannot afford to use cans poorly made or of poor material.

Our cans give you every satisfaction. We make all varieties.

Give us a trial order.

ACME CAN WORKS

Montreal

It is No Mere Pipe Dream

we are having when we tell you that T. & B. is the most popular pipe tobacco in Canada. Ask any discerning smoker what his favorite brand is and he'll nearly always say, "Why,

"T. & B."

Of course! No wonder! It has that fragrant flavor which the smoker likes, and it will not "bite the tongue."

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

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TRADE NEWS AND MARKETS

IN THE GARDEN OF THE GULF

Farmers on Prince Edward Island this season are to envied, and why some should feel disposed to sell their farms and yield to the lure of the West, is hard to understand. In the first place, the grain crop will be one of the heaviest on record. Wheat will be about an average yield, but the oat crop will be almost double that of last year. Its is estimated that eight million bushels will be threshed, and that over one half of this will be exported; most of it has been secured in good order, and the quality is uniformly good, being well filled and heavy. The prices at present range from 48 to 50 cents, and the dealers say these are 10 cents higher than the state of the English markets will warrant. They also claim that the scarcity in the Maritime Provinces is keeping up the price here, and that once there is a movement from Manitoba, there is bound to be a drop. Even allowing for the possible fall in price, the amount of money that will come into the province for oats alone, will be considerable. if the transportation facilities are adequate.

Potato digging has not been completed yet. The shipments have been small, and the crop on the whole promises to be considerably heavier than last year, and the prices even higher. Twenty-five cents is paid at present. There has been considerable rot, and nearly all the earlier varieties—except the "Dakota Reds"—have suffered from the wet weather, but the old standard "McIntyres" have escaped, and farmers who have good dry fields of these will get good profitable prices for their stock. The tendency of late years has been to discard the "Reds" and pay more attention to the "Blues" and in the wet season this policy has been justified.

* * *

The hay crop—on the whole— is considerably better than last year when there was a big shortage, but it is still a little below the average. Last week, in the market, hay sold for $1 a hundred —a remarkable price for this time of year, especially in view of the fact that the crop of straw is so heavy.

* * *

Dairy products have never been so high in the Island's history. Cheese was sold on the board last week at 12 13-16 cents, 1-16 of a cent less than at the board meeting a fortnight ago. The dairy industry, that has been depreciating for several years, causing many farmers to reduce their stock of milch cows, is now coming up again and the prospects are that the industry will flourish as it never flourished before. Factory butter has reached the "top notch" in price, selling from 27 to 29 cents. Dairy or home-made butter is quoted at 25 cents for prints and 22 to 25 cents for tub.

While it is yet a little early to gauge the poultry market, indications are that the prices will be fully up to last year, and these were high. Last week geese sold from $1 to $1.30 each, chickens from 10 to 12 cents per pound, turkeys 14 cents per pound. These prices are likely to hold during Thanksgiving market.

* * *

Owing to the high price for oats and hay, the farmers will be tempted to ship the raw products off their farms, instead of manufacturing them into beef cattle. Last season, owing to the shortage of fooder, there was a great scarcity of good beef cattle in the province. The high prices for dairy products also had a tendency to cause more attention to be given to dairy stock and less to beef stock, and as a consequence, the Island butchers, this year, had the unique experience of being compelled to import cattle from the West. Eleven carloads, comprising about two hundred and forty-two head in all and averaging $61 apiece were brought in for the Island market this season. It is true, that cattle were exported from the Island to the Newfoundland market, but these were a smaller and inferior lot to those which the butchers were obliged to bring from the West. In beef-raising our farmers have an industry that is found to yield profitable returns if they devote due attention to it. The retail price of the best quality of beef to-day is from 8 to 16 cents, about 1 cent in advance of the previous year. Lambs are also bringing from $4 to $5 each, a price unheard of in the Island's history.

Henry Wellsteed, grocer, Toronto, has assigned to S. A. Sewall.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

McDOUGALL

Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

JOS. COTE

Importer and Wholesale Tobacconist
Established in 1887

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes. Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street.
Office and Sample Room: 188 St. Paul St., Phone 1272
Branch: "EL SERGEANT CIGAR STORE," 179 St. Joseph St.
Phone 2097 - - QUEBEC

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Handled by all the Wholesale Trade

BUSINESS MEN IN PUBLIC LIFE

No. 29.

Isidore Martin, Mayor of Pembroke.

Isidore Martin, son of Major Martin, of Montreal, was born in the year 1861. In 1872, the family moved from Montreal to Pembroke, then only a scattered hamlet, where at the somewhat precocious age of 11 years, he started his business career with his father in the grocery trade. At the age of 21 he became a partner in the prosperous business which is now carried on under the name of Martin & Co., and of which he is senior partner.

Mr. Martin is an up-to-date and progressive dealer. His store is run on these principles, and is always kept full of seasonable goods. He is keenly alive to the advantages of a strict cash trade, but feels that owing to the peculiar position of the town, it is almost impossible to carry on such a system. He does the next best thing, and cuts credit down as low as he can possibly get it.

Mr. Martin started his public life some 12 years ago, when he became a member of the local Board of Health, of which he was chairman for one year. He has also been a member of the North Renfrew Licensing Commission for the last ten years. and chairman of that body for the last two years.

During the five years previous to his appointment as Mayor, which period he spent on the Council, Mr. Martin was largely instrumental in securing for the town a permanent engineer, who was so badly needed to help control the sanitary affairs of the town. It is only fitting, therefore, that after so many years spent in the public service, the townspeople of Pembroke should have bestowed on him the highest honor in their gift. With his accession to the Mayoralty, Mr. Martin seems to have gone to work with renewed vigor in the interest of the town, and is strongly supporting the establishment of a new system of waterworks, and the purchase of a suitable site for a public park, on the banks of the Indian River, which will add one more ornament to the beautiful town of which he is so able a Mayor and so justly proud.

In addition to his many duties, public and private, Mayor Martin still finds time to act as choirmaster to the Cathedral choir, and has also been elected hon. president to the local Choral Society.

ISIDORE MARTIN,
Mayor of Pembroke.

THE MAN WITH THE GROUCH.

There is no place for him. The world moves away from him. He is an Ishmaelite, in the bad sense of that term. Everybody hates him. He hates himself. Children are afraid of him. Grown people do not trust him. He is shunned by his own children and his wife is made sour and discontented by his grouch.

Cut it out! Sweeten up! When you find yourself getting a touch of the grouch, merely because trade is a little dull or collections are poor, think of the man with both legs cut off. You don't see him kicking, do you? Suppose you had your legs cut off, and your wife was an invalid and your children were all under ten years of age, would not that be worse than your present situation in life?

Brace up. Go to keeping store in such a way that people will want to come in and buy from you. Get a horse rasp and file off your grouch and then sandpaper it until it is smooth and nice and fit for decent people to come in contact with.

The man with the grouch either starves to death, or ought to. He has no right to have a grouch. Every man owes it to the world to be good tempered, to treat others with politeness, with pleasant manner and with a smile. Sweeten up!—Ex.

TRADE NOTES.

Rene Devilliers, grocer, of Skerville, Que., is retiring from business.

The assets of J. H. Pare, grocer, of Hull, Que., were sold last week.

J. B. Deslauriers & Co., grocers, of Montreal, have dissolved partnership.

J. C. Pinch, grocer, of Sault Ste. Marie, has assigned to J. C. Richardson.

The assets of M. J. Cote, grocer, of Cape Rouge, P.Q., were sold on the 21st inst.

Marshall & Co., grocers and confectioners, of Brampton, have assigned to R. E. Heggie.

Last week the annual meeting of the Imperial Ice Cream Company, Montreal, was held. It was reported that a good year had been experienced, and the company will be forced to enlarge their premises for the coming season to take care of the increased business. At a meeting of the directors, Andrew Shearer was re-elected president, and W. A. Cornell, vice-president. The vacancy on the board of directors, occurring through the death of Thos. Macfarlane, Dominion analyst, Ottawa, was filled by the election of Mr. Anderson, of Pointe Aux Trembles. E. G. Roy and H. G. Wade were re-appointed manager and secretary, respectively. Shareholders were present from Toronto, Ottawa, Pointe Aux Trembles and New York.

When A Man Buys A Cigar Depend Upon It He Wants A Good One

If he buys the cigar at your store, if you supply him with **the best,** he will come back. He will become a steady customer, a steady customer means steady profits. Encourage men to come to your store by handling the best cigars made.

ROYAL SPORT AND HOGEN-MOGEN

Manufactured by

Sherbrooke Cigar Co. - - Sherbrooke, Que.

Do You Appreciate the Difference

between the best brooms and the other kind? Your customers do, anyway. They know that the **best brooms** always bear the name of

BOECKH

It's easy to see why. Boeckh's Brooms are made of **clean full corn, sewn** and **bound** by **skilled broom-makers** who know how to do it. Don't risk losing your customers by selling them inferior brooms.

Your Jobber Always Has "Boeckh's"

UNITED FACTORIES, Limited

TORONTO, CANADA

COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

—

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

Boston Special

Absolutely Automatic

The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

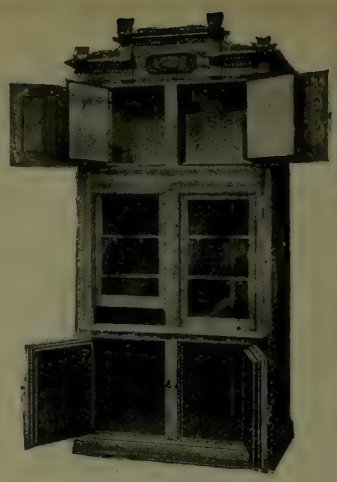
The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?

Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

THE PROPER ARRANGEMENT AND EQUIPMENT OF STORE INTERIOR IS OF FIRST IMPORTANCE TO THE LIVE MERCHANT.

"Walker Bin" Fixtures

make an ideal store arrangement; they economize space, provide clean and attractive interior display and facilitate the quick handling of goods.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited

Berlin, Ontario

Representatives: Manitoba, Stuart Watson Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,

77 Front Street East, Toronto

Twine, Paper Bags and Jute Goods.

Phone Main 5548

TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of

Price $2.00 Postpaid

12mo. Bound in Cloth.

TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,

10 Front St. East, - - TORONTO. CAN

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

"Duplex"
Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
Toronto

The Everall Account System

for grocers is the approved style for weekly and monthly accounts

Absolutely One-Third the Labor

If you do not credit this, have it shown to you. If it is as we claim, it is worth many dollars to you. System from $5.50 up, according to number of accounts you have.

Our Loose-Leaf Monthly Account System

is made to suit any business. Nothing Better. Prices—$10.00, $12 50, and $15.00.

If you are looking for something more modern, it will pay you to at least see what we have. Send for Catalogue and testimonials from satisfied customers. Write us today.

Get our prices on Counter Check Books.

ONTARIO OFFICE SPECIALTIES CO.,
PHONE MAIN 7128
126 Adelaide E. - - Toronto

CONVENIENCE, ACCURACY, ECONOMY

are three strong arguments in favor of Loose Leaf Systems of Book-keeping which should enlist you among the thousands of users of

The Crain Continuous Systems

Did you ever lose time and patience hunting through a card index drawer for an important record that has been taken out and put back in the wrong place? **In the Crain Continuous Systems** every record is in its proper place. Entries can be made without removing the sheets, in half the time. It is absolutely safe, and from an economical standpoint is without a rival.

The Crain Monthly Account System for the retail trade will pay for itself in a very short time.

Write for Catalogue H, which will give you full information.

LOOSE-LEAF SYSTEMS CRAIN OTTAWA, ONT.

Toronto Office: 18 Toronto St.
Montreal Office: Alliance Building
Winnipeg Office: 11 Nanton Block

THE Rolla L. Crain Co LIMITED. OTTAWA, CANADA.

DELAY IS COSTING MONEY

When a Fixture Saves its Cost the First 90 days, CAN YOU AFFORD TO WAIT?

Any one of the thousands of retail grocers using the

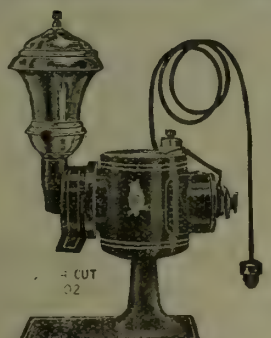
Perfection Cheese Cutter

will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Send all orders to

Shipped f.o.b. Hamilton, Ont.
THE AMERICAN COMPUTING CO., Indianapolis, Indiana

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

The Red and Yellow Wrapper Soap.

On the market for nearly 25 years.

"SURPRISE" Soap is a pure, hard soap. Sells on its quality.

Quality means: first class raw material; skilful workmanship; a knowledge based on long experience of how to make, and what good soap is; a well-balanced and up-to-date organization.

1 Box - -	$4.00
5 Boxes, - -	$3.90

Freight paid on 5-lb. lots and up.

Examine and compare "SURPRISE" both in weight and quality with any and all laundry soaps on the market.

The St. Croix Soap Mfg. Co.

St. Stephen, N.B.

Branches: Montreal Toronto Winnipeg Vancouver West Indies

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 1, 1907.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 3 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case.	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" 7-lb. cotton bags, per bag.	

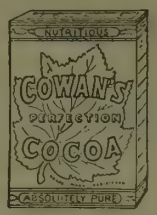
EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS. 16 lb. bags	0 10
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 50
" ¼ lb., "	1 30
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
" No. 2 5 and 10-lb. tins, "	0 15
London Pearl per lb.	0 25
Special quotations for Cocoa in bbls., kegs, etc	



Chocolate—	
Queen's Dessert, ¼-lb. cake, 12-lb. boxes per lb.	at 38
Vanilla, ¼-lb. cakes, 12-lb. boxes per lb.	35
Parisian 8s, per lb.	0 30
The following sweetened for household purposes:	
Royal Navy, ½'s 12-lb. boxes per lb.	$0 30
Diamond, " "	0 25
Special Diamond, ½'s, "	0 22
" 6's, "	0 22
" 8's, "	0 30
The following unsweetened:	
Perfection, 2c. size, 2 doz. in case per doz	$1 80
Perfection, 10c. size, 4 doz. in case per doz.	0 90
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in ½-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box	1 80
" 6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
" ½ lbs., per doz.	2 25
Crystalized " ½'s, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box	1 35
" 36 in box, per doz. cakes	0 35
Maple Buds, in 5-lb. boxes per lb.	0 35

FRY'S.

	per lb.
Chocolate—	
Caracoas, ½'s, 6-lb. boxes	$0 41
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENADORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins,	4 doz. to case	per doz.	$ 90	
½ " "	4 " "	"	2 40	
¼ " "	2 " "	"	4.75	
1 " "	1 " "	"	9.00	

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ¼'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
" Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 47
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47

Soluble cocoa (hot or cold soda)	
1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00
The above quotations are f.o.b. Montreal	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

	Per lb.
Breakfast cocoa—	
5-lb. screw cap cans, 10 cans in case,	41c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	42c.
6 lb. boxes 12 boxes in case, 1-5-lb. tins,	43c.
12-lb. boxes, 6 boxes in case,	45c.
Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins,	35c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins,	36c.
Premium chocolate—	
6-lb bxs., 12 bxs. in case, ½-lb. pkgs.,	38c.
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.,	38
Milk chocolate—	
50 5-cent pieces to box, per box	$1.75
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins,	30c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.,	26c.
6-lb. " 12 " " ¼-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 31
Bulk—	

In 15 lb. boxes.	15 lb. pails and Pails.	10, 25 and 50 lb. Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 25	1 35
"Challenge" brand (4 doz.)	4 30	1 10
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$3 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON

	retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 26
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4 doz. per doz.			1 75
10 "	4 " "			3 00
Rep. quarts,	1 " "			6 50
Imp. "	1 " "			9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities
for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Grey Nun Street, MONTREAL

"EAGLE BRAND"
CONDENSED MILK

Borden's Brands

"PEERLESS BRAND"
EVAPORATED CREAM

Watch the demand grow. Don't have to say, "Out of them," make the profit.
Every Jobber

(Unsweetened)

27 Front St. East, TORONTO

WM. H. DUNN, Agent

394-396 St. Paul St., MONTREAL

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON, - ENG.**

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of 2 doz	.....	$3 20
"	2 "	" 1 "	.....	3 00
"	4 "	" 1 "	.....	4 [illegible]
"	20 "	" ½ "	.....	4 75
"	20 "	" 1 "	.....	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Benson's patent barley	½-lb. tins	....	$1 25
" " "	1-lb. tins	....	2 25
" " groats	½-lb. tins	....	1 25
" " "	1-lb. tins	..	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. [illegible] & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07½
7 and 14-lb. wood pails.....per lb. 0 07½
30-lb. wood pails ..... " 0 07½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case.per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07½
30-lb. wood pails..... " 0 07½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	.....	$0 10½	
½-bbls.	.....	0 11½	
Tubs, 60 lbs	..	0 11½	
20-lb. Pails	....	2 28	
20-lb. tins	.....	2 18	
Cases 3-lb.	" ..	0 11½	
" 5-lb.	" ..	0 11½	
" 10-lb.	" ..	11½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	....per lb.	$0 40
Fancy boxes (36 or 50 sticks)	....per box	1 25
"Ringed" 5-lb. boxes	.....per lb.	0 40
"Acme" pellets, 5-lb. cans	....per can	2 00
" " (fancy boxes 40)	per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	.....per can	2 00
Licorice lozenges, 5-lb. glass jars	....	1 75
" " 20 5-lb. cans	.....	1 50
"Purity" licorice 10 sticks	.....	1 40
" " 100 sticks	.....	0 75
Dulce large cent sticks, 100 in box	...	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	.....	2 90	
Pint " 2 " "	.....	1 85	

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz	.....	2 90	
Pint " 2 " "	....	.....	1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz	$3 [illegible]
3 cases of 4 doz	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	...$12 00
per case of doz. net	..... 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins	.....per doz.	$1 40
"	½-lb. tins	"	2 50
	1-lb. tins	"	5 00
Durham	4-lb. jar	.....per jar.	0 75
"	1-lb. jar	"	0 25
F. D	½-lb. tins	.....per doz.	0 85
"	1-lb. tins	"	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—		
¼-lb. tins	.....per lb.	$0 35
½-lb. tins	"	0 33
1-lb. tins	"	0 32½
4-lb. jars	.....per jar	1 20
1-lb. jars	"	0 35
Old Crow," 12-lb. boxes—		
¼-lb. tins	.....per lb.	[illegible]
½-lb. tins	"	0 23
1-lb. tins	"	0 22½
4-lb. jars	.....per jar	0 70
1-lb. jars	"	0 35

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—		
Minerva, qts. 12's	.....	$5 75
" pts. 24's	.....	6 50
" ½-pts. 24's	.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	....per doz.	$1 00
Home-made, in 1-lb. glass jars	"	1 40
In 5 and 7-lb. tins and 7-lb. pails,	per lb.	0 07
Golden shred marmalade, 2 doz. case,	per doz.	1 75

THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WOCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz	.....	0 90	
Pint " 3 doz	.....	.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 90 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages	.....	$2 75
No. 2, " 120 ½-lb. "	.....	2 75
No. 3, " {30 1-lb. " {60 ½-lb. "	.....	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	.....	2 [illegible]
5 cases	.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar).....	2 50	2 40
Standard Soap (cake).....	2 40	2 30
Crystal Soap Chips, per lb.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors	.....per gross	$10 20
" " black	..... "	15 30
Oriole soap	..... "	10 20
Gloriola soap	..... "	12 00
Straw hat polish	..... "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	$0 07
No. 1 " " 8-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 6½
Lily White Gloss—	
1-lb. fancy cartons, cases 80 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3

IT'S THERE

Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07½

SAN TOY STARCH.

pkgs, cases 5 doz., per case.. 4 75

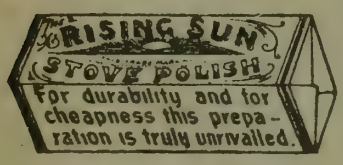
ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb .	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 07
" 3-lb. cartons, 36 lb..	0 07
" 200-lb. bbl.....	0 06½
" 100-lb. kegs.....	0 06½
Canada Laundry, 40 to 46 lb.....	0 06
Ivory Gloss, 8-6 family pkgs.. 48 lb	0 08
" 1-lb. fancy, 30 lb.....	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb..	0 08
Atkon Gloss 1-lb. packages 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.....	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
5 gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs..	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 [illegible] "

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

LUCAS, STEELE & BRISTOL.

Empire Maple Syrup—	
Cases 24, pts.. 2 90	Cases, 24 qts.. 5 40
Cases 12, ½-gal 5 10	" 6 gals.. 4 80
" 1, 5-gal 4 [illegible]	

5¢ lots prepared up to 40c. rate

Empire Golden Syrup—	
Cases, 24—2's. 2 75	Bbls, per lb. 0 03½
" 12—5's. 2 65	½-bbl. " 0 03¾
6—10's. 2 60	Kegs " 0 03½
3—20's. 2 40	Pails, $1.25 and $1.75

Usual freight allowance on 5 case lots.

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs....	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb.....	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " " .	2 75
10-lb. " 6 " " ..	2 65
20-lb. " 3 " " ..	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 35	0 50
Gold Label, ½'s.....	0 44	0 60

LIPTON'S TEA

Thos. J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's.....	$0 18½	$0 25
Blue Label, ½'s.....	0 19	0 25
Orange Label, 1's and ½'s	0 21	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and ½s.....	$0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

Head Office, St. John, N.B.
Toronto Office, 3 Wellington E.

	Wholesale.	Retail.
Brown Label, 1's and ½'s..	0 20	0 25
Crimson " 1's and ½'s...	0 22	0 30
Green " 1's and ½'s..	0 25	0 35
Blue " 1's, ½'s, ¼'s & ⅛'s	0 30	0 40
Bronze " 1's, ½'s, ¼'s...	0 36	0 50
Gold " 1's, ½'s, ¼'s...	0 44	0 60

All grades, either black, green or mixed.

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

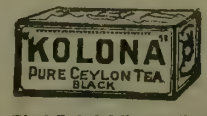
	Wholesale.	Retail.
Black, green, mixed, ½s.....	0 70	1 00
" " ¼s.....	0 55	0 80
" " ⅛s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs,. ½s & ⅛s.	0 30	0 40
" " 1 lbs. & ¼s..	0 25	0 30
" " ½ lbs.....	0 21	0 26
" " 1 lb.....	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 22	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

Cases, each 60 1-lb.....	$0 35
" " 60 ½-lb.... }	0 35
" " 30 1-lb.... }	
" " 120 ¼-lb.....	0 35



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 75c.....	$0	1[illegible]
" " ½-lb., " "		0 20
Blue Label, retail at 50c.....		0 22
Green Label. " 40c.....		0 28
Red Label, " 50c.....		0 35
Orange Label, " 50c.....		0 42
Gold Label, " 80c.....		0 55

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.....	$....
" II 40-lb. boxes.....	....
" III 80-lb. boxes.....	....
EMD AAA Japan, 40 lb "at.....	....
" AA 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	...
" V 80-lb. "	....
" XXXX 80-lb. boxes....	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
"Condor" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets
Green Label, ½s, ¼s and 1s
60-lb. cases .....retail, 0 20 at 0 25
Grey Label, ½s, ¼s and 1s,
60-lb. cases .....retail 28 at 0 30

"Condor" Ceylon black tea in lead packets
Yellow Label, ½s and 1s,
60-lb. cases .....retail 0 26 at 0 35
Blue Label, ¼s, ½s and 1s,
50-lb. cases .....retail 0 30 at 0 40
Red Label, ¼s, ½s and 1s,
50-lb. cases .....retail 0 34 at 0 50
White Label, ¼s, ½s and 1s,
50-lb. cases ....retail 0 40 at 0 60

Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 22
No. 5 ..... "	0 18

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 [illegible]
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 8½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H.C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 [illegible]
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 [illegible]

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine, per dozen.....	6 00
Absorbine Jr., per dozen.....	9 00

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality..	$0 25½
Condor, pure distilled.....	0 30
Black Swan.....	0 27½
Old Crow.....	0 23½

Special prices to buyers of large quantities

White Wine, proof.....	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case....	1 10

"Batger's"

Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for **over 150 years.**

Once tasted, Batger's Strawberry Jam will be ordered again. If you are not already selling Batger's, why not order a trial case of 4 doz. and see for yourself?

Rose & Laflamme

Montreal and Toronto

A Fair Proposition

We want to sell you some

Paterson's Worcester Sauce

It sells well and gives good profit.

Can we?

ROSE & LAFLAMME,
Agents, Montreal and Toronto

The "Big Three" Route To Success!

These three lines are money makers from the moment they arrive in your store.

Pure Apple Juice

for drinking purposes;

Pure Cider Vinegar

in bottles or kegs; and

Pure Tomato Catsup

These three lines have been an outstanding success with the trade, from the first day they appeared on the market.

Write us now about the Big Three

The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE - - ONTARIO

Your customers will be using

More Matches

from now on—Give them the best

"LAURIER" and "TOGO"

brands are lines that please. They show you a larger profit than other makes, as they cost you less in freight.

Drop us a Postal Card and find out How Much.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS.

Awnings, Tents, Rope, Etc.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books
Carter-Crume Co., Toronto

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails, Pail Hooks, Strapping, Etc.
Warmington, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
American Computing Co., Indianapolis, Indiana.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.

Cotton Seed Products.
Brayley, J. M., Montreal

Counter Check Books.
Carter-Crume Co., Toronto

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. L., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Decorations, Table.
Hovell, A. J., & Co., London, W.C

Delivery Wagons.
Abbott H. G., & Co., London, Ont.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
Bovril Limited, Montreal.

Foreign Importers.
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Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Toothe's Extract of Meat Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Ybarrondo, J. V., & Co., Bordeau, France.
Downey, W. P., Montreal
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Underdown & Crichton, London, Eng.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
MacKay, John, Ltd., Bowmanville, Ont.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto

Grocers—Wholesale.
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Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

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Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
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MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
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Ryan, Wm., Co., Toronto.
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Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

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Toothe's Extract of Meat Co., London, Eng.

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(Continued on page 4.)

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LIMITED

Halifax, - Nova Scotia

Agents

C. DeCARTERET, - - - -	*KINGSTON*
GEO. MUSSON & CO. - - -	*TORONTO*
JOHN W. BICKLE & GREENING, -	*HAMILTON*
GEO. H. GILLESPIE, - - -	*LONDON*
CARMAN, ESCOTT CO. - -	*WINNIPEG*
C. E. PARADIS, - - - -	*QUEBEC*

Malaga Raisins Seeded

An article appearing in last week's Grocer is evidently inspired by the selfish narrow-mindedness of a would-be monopolist. We, however, believe that

Competition is the Life of Trade

and are willing to allow the consuming public to judge of the excellence of the Malaga Raisin seeded. The rich and delicate lusciousness of flavor and tenderness of skin, readily digested, will commend the Malaga Seeded Raisin to the consumers as the only fruit to use. The up-to-date grocer will study his interests and please his trade by introducing to them the **Malaga Seeded Raisin.** The price is reasonable, the fruit is prepared by the latest improved machinery, carefully packed and attractively put by, only, by

José Segalerva

Malaga, Spain

Agents for the Dominion:
Rose & Laflamme, Montreal

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME
AGENTS
Montreal Toronto

When a Woman Wants

a thing she usually gets it.

The women of Canada want LIPTON'S TEA.

They have tried it. They have found it has the delicious flavor and aroma they like. Further it pleased the men folk.

That's a short story, but it means much to the Canadian Grocers. The grocer without a stock of

LIPTON'S TEA

puts a spike in his own progress.

THOMAS J. LIPTON

Canadian Office: 75 Front St. East, - - - Toronto

PRIDE of CANADA

GROCERS!

When you are in doubt as to the purity of the maple syrup or maple sugar you are about to purchase, look for our Pride of Canada Brand.

Secure it and you obtain the purest, truest brand of maple products on the market.

Years of experience have more and more convinced us that the only way to win and hold trade is to supply **absolutely pure goods**. We have always done this and will continue to do so.

You will find it to your advantage to do likewise.

Sell Pride of Canada Brand and your trade is assured.

Your customers will appreciate it.

SEND ORDERS TO

Maple Tree Producers' Association

WATERLOO, - - QUE.

If it were not a first-class washing powder; if it did not give greatest satisfaction; if housewives did not find in it a long-felt want, then

PHENIX WASHING POWDER

would not be sold, known and appreciated all over Canada as it is to-day. Progressive grocers everywhere are handling it and reaping large profits.

Are You Progressive?

C. A. CHOUILLOU & CO.

Wholesale Canadian Distributors,

14 Place Royale, - MONTREAL

HAYCASTLE and PARADISE CURRANTS

The choicest growths from the most favored Districts in Greece.

We have new selected **Valencias** in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

Purity is the Order of the Day !

Never before in the history of the world has there been such a universal demand for pure food. Hygiene is becoming part of the daily life of every Canadian citizen. Food adulteration will not be tolerated. Consequently the brand of canned goods which sells quickest and most constantly is

the Brand which is absolutely Pure.
That is to say

Old Homestead Brand

Not only is this famous brand the purest, but it

Leads All Others in Flavor

Not a speck of badness in an Old Homestead can. Every piece of fruit and vegetable is the best of its kind, and we fully preserve the ripe, luscious flavor.

Stock Old Homestead Brand and cultivate the high class trade !

The Old Homestead Canning Co.

Picton, - Ontario

HEAD OFFICE and WAREHOUSE

WINNIPEG, - MANITOBA

Canadian, U.S. and Foreign Manufacturers,—
It will pay you to offer your goods through a live, progressive wholesale commission house.
Write us.

HEAD OFFICES and WAREHOUSES

CALGARY and EDMONTON, - ALBERTA

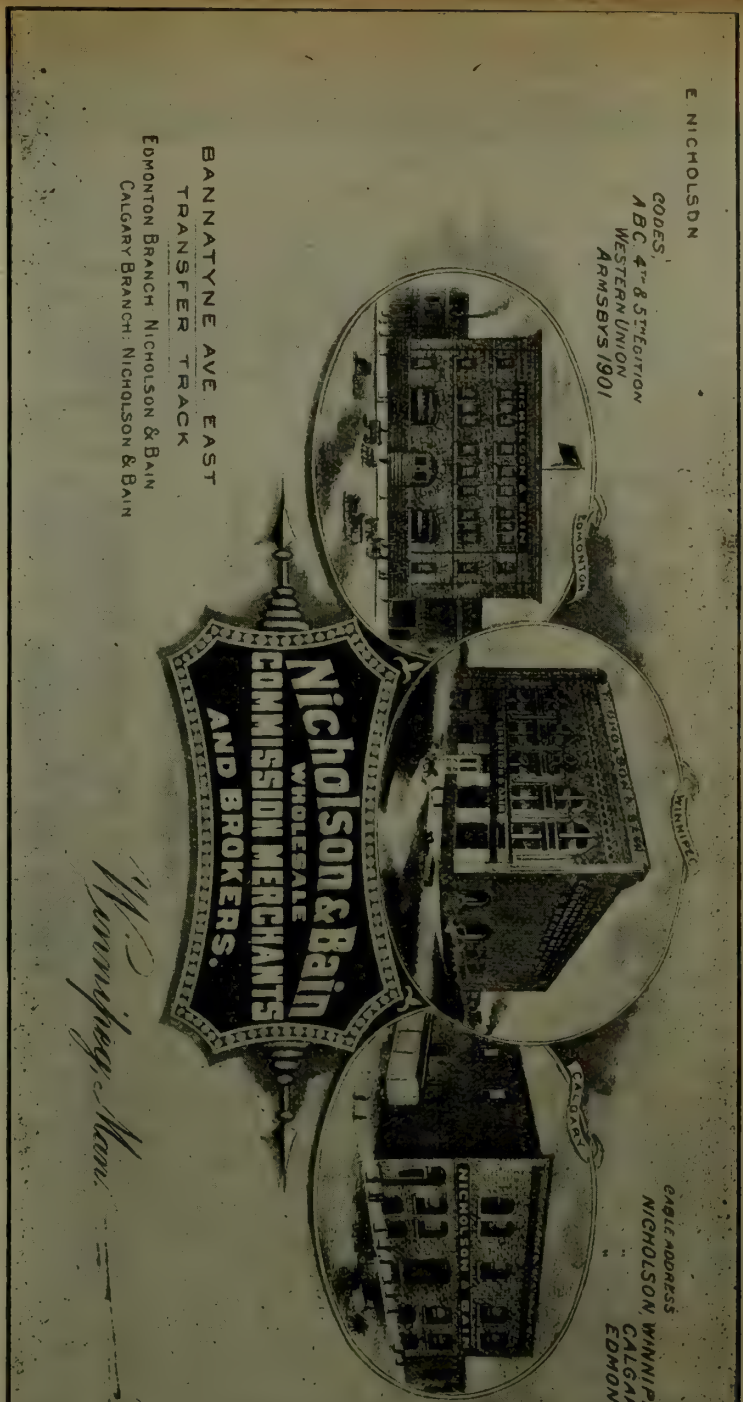
ESTABLISHED 1882

N. B.—Storage at the three points. Write for rates. Cars distributed and re-shipped.

E. NICHOLSON
CODES: A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901

BANNATYNE AVE EAST
TRANSFER TRACK

EDMONTON BRANCH: NICHOLSON & BAIN
CALGARY BRANCH: NICHOLSON & BAIN



Winnipeg, Man.

CABLE ADDRESS
NICHOLSON WINNIPEG
CALGARY
EDMONTON

D. H. BAIN

LEA'S

The Pickle with the Home-Made Flavor

We are offering a Sweet Mustard Pickle in bottle and bulk of excellent quality which has been pronounced by connoisseurs to be one of the finest Mustard Pickles ever offered to the Canadian trade.

Try a small lot, and your sales of Mustard Pickles will astonish you

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

FIGS

For Table or Cooking Very Choice Goods

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

EMPIRE SALT

The Salt
that's all Salt

If your Wholesale Grocer is not quoting "Empire Salt," write us for prices on straight or assorted carload lots. We manufacture all grades of salt.

Our large production and approved modern machinery and appliances, used in the process of manufacture, insure prompt service and the highest standard of quality.

Satisfaction Guaranteed

EMPIRE SALT COMPANY, LIMITED

MANUFACTURERS AND SHIPPERS

SARNIA, ONT.

JAPAN TEAS

Recent incoming vessels have brought me assorted samples of excellent liquoring Yokohama Teas to arrive within a short time, and I shall be pleased to submit samples on application.

SHAW T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Greig's White Swan Flaked Wheat Is a Winner

Made only from the finest selected Canadian wheat, it is distinguished for the **large, thin flakey flakes** that make it so vastly different from any other wheat produced in Canada. There is **no comparison** in it with **ordinary** kinds of rolled wheat. Its **outstanding merit** places it in a class by itself, and it readily commands the trade of **particular people.** All barrels are attractively lined with crinkled tissue paper, thus ensuring freshness and cleanliness at all times. Samples and quotations at your station will be cheerfully furnished on request.

THE ROBERT GREIG CO., LIMITED

White Swan Mills

TORONTO

GREIG'S White Swan BRAND

BEE BRAND JELLY POWDERS

SELL

SIX FOR 25c.

Never before has such value been offered. That is why sales have been abnormal for such a line.

In **Bee Brand** we have quality and we have price.

And the grocer makes a profit !

Some of the flavors people ask for :

STRAWBERRY
PINEAPPLE
NUTTO
RASPBERRY
CHERRY
LEMON

and there are others

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - MONTREAL

Pure Food is Essential to Good Health

Wagstaffe's Fine Old English Mince Meat

Guaranteed absolutely Pure.
The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

Buy Herbs Now

Do not leave the buying of your herbs until the last minute. See our traveller and his samples.

Sage, Savory, Mint, Thyme, Marjoram, etc.

In ¼-lb. air-tight tins, and in bulk. All guaranteed superior herbs.

S. H. EWING & SONS

96-104 King St., Montreal — Phones Bell Main 65 and 155

20½ Front St. E., Toronto — Phone Main 3171

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS — **THOS. SYMINGTON & CO.** **EDINBURGH**

A SELLING ARGUMENT!

The reason why so many grocers sell more of my Jams and Jellies than any other brand is plain. The government analyst has declared every sample of

E. D. S. Brand
JAMS and JELLIES

to be absolutely free from adulteration. Your customers appreciate such a guarantee of purity. Nothing but pure sugar and pure ripe fruit made into Jam or Jelly by people of the highest skill is found in an "E.D.S." bottle.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

The Preferential Tea

is that grown in the sunny isle of Ceylon. On no other part of the earth's surface can the tea plant attain such a degree of perfection as it does in that balmy isle of the Indian Ocean. In fact, this has become so apparent in recent years that

CEYLON TEA

is the recognized standard by which all other teas are judged—and generally "found wanting." The popular taste demands tea from Ceylon; and all discerning grocers make it a point to meet that demand by always keeping a sufficient stock of Ceylon Tea.

CHRISTMAS WANTS PROMPTLY FILLED

We have just received a large shipment of

New French Cherries
Olive Oil

Crystallized { **Rose Leaves** / **Lilacs** / **Violets, etc.**

For decorative purposes

direct from **MARTIN FRERES,** the celebrated French dealers.

SHELLED ALMONDS

CACHEW NUTS from Ceylon

We are also agents for

DE FORNEL & CO'S famous

SHELLED WALNUTS

The largest NUT firm in the world.

LET US KNOW YOUR WANTS EARLY

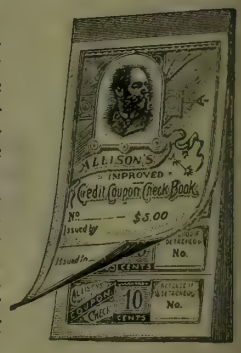
W. P. DOWNEY, 26 St. Peter Street, **MONTREAL**

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Less work and better results



If Allison Coupon books merely reduced work, they might, in some small establishment, be considered a dispensable luxury.

But you can entirely disregard the time and labor-saving element, and still the system more than pays for itself in the cutting out of ACTUAL MONEY LOSSES, the increased satisfaction to customers and the large trade it entails. Hundreds of merchants that are using this system, could not at any price, be induced to revert to the old fashioned method.

ALLISON COUPON BOOKS

How They Work:

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the $10 and gets another book. No. pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.
Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO
Canadian Agents

ABSORBINE

Removes Bursal Enlargements, Thickened Tissues, Infiltrated Parts, and any Puff or Swelling. Cures Lameness, Allays Pain without laying the horse up. **Does not blister,** stain or remove the hair. $2.00 a bottle, delivered. Pamphlet 1-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Synovitis, Weeping Sinew, Strains, Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

The Essex Flavor!

Essex fruits and vegetables are grown in the immediate neighborhood of the plant, with no delay between garden and factory, no exposure to lessen their value and nothing to decrease in any way their freshness and flavor.

The name and fame of Essex Canned Goods means a quick demand for all we produce. Orders should be placed at once to make sure of delivery.

The ESSEX CANNING AND PRESERVING CO., Limited, 28 WELLINGTON STREET EAST **TORONTO, CAN.**

Factory at Essex, Ont.

PUBLIC OPINION

is expressed in favor of

2 in 1

Does the work of Liquid & Paste Combinations
Combinación de Líquido y Pasta
TWO IN ONE
SHOE POLISH
DOS EN UNO
BE TUN SUPERIOR
The F.F. DALLEY Co Limited
HAMILTON, CAN.
NEW YORK & HAMILTON CAN.
CONTAINS NO TURPENTINE OR ACIDS
CONTIENE ACIDE NI TERREBENTINE

The most satisfactory

Shoe Polish

ever put on any market! It polishes and preserves shoe leather as no other polish on earth can. Order your winter stock now, before the cold weather comes.

The F. F. Dalley Co.

Limited

HAMILTON, Canada BUFFALO, U.S.A.

Stock the Best.

"KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 24 St. Peter St. Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey108 Princess Street.

STOVE POLISH

In use every day, therefore you get a daily chance to please your customer if you supply

"JAMES DOME" LEAD

The finest Stove Polish in the world. Clean to handle, Gives a lasting, brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents.

KENTUCKY REFINING CO.,

INCORPORATED

LOUISVILLE, KY., U.S.A.

PURE FOOD GUARANTEE

The Edible Refined Cotton Seed Oils and stearines manufactured by the Kentucky Refining Company, of Louisville, Ky., are guaranteed under the United States Food and Drug Act of June 30th, 1906, known as the PURE FOOD LAW. OUR GUARANTEE is filed with the Department of Agriculture under **No. 11744.**

Manufacturers and Refiners of the following High-Class **COTTON SEED PRODUCTS:**

NONPAREIL—Bakers' Oil, Choice Salad Oil.
SUNBURST—Prime Salad Oil.
SUM YEL—Cooking Oil.
APEX—Prime Summer Cooking Oil.
DELMONICO—Choice Summer Yellow Cooking Oil.
WHITE DAISY—Packers' Oil.
EXCELSIOR—Soap Makers' Oil, Miners' Oil.
SNOWFLAKE—A choice summer white deodorized oil.
RED STAR—Boiled Down Soap Stock.

We are also producers of the very highest quality **STEARINE.**

STOCK CARRIED IN MONTREAL

Prices Furnished on Application to

J. M. BRAYLEY,
MANAGER MONTREAL BRANCH
322 Notre Dame St. E., MONTREAL
Phone Main 3938.

Canada's Can Centre

We make or can make everything in tin cans:

Sap Buckets, Syrup Cans, round and square.

Friction Top and other Paint Cans, Lead and Color Irons, Putty Boxes and Irons, Jacketted Shipping Cans, all sizes.

Square and Oblong Varnish and Oil Cans, Lye Tins and Caustic Drums.

Paint Makers and Color Workers will profit by dealing with us. Write or phone. Promptitude our motto.

Cans that please, Cans that will outwear any others.

Cans that are made by high-class workers and with the best material.

Tin Can Screws. Tin Chaplets.
Roofing Caps.

ACME CAN WORKS

Ontario St. E., MONTREAL

A PAYING INVESTMENT

for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

Isn't This Correct ?

IF YOU ARE NOT SELLING RED ROSE TEA, you are up against the fact that you are being continually asked for it by your best customers. If they don't ask for it, you will find a good many of them are buying it elsewhere.

JUST THINK IT OVER. You are probably like me, looking for the best values; the goods that you can sell most of, and at the same time pay a fair profit and give your customers satisfaction.

RED ROSE TEA

has the Reputation of Being a Business Increaser

Sample order might result in a large business between us.

LET US MAKE A START

T. H. ESTABROOKS

TEA IMPORTER AND BLENDER

ST. JOHN, N.B.

BRANCHES :

TORONTO—3 Wellington East C. H. Campbell, Manager
WINNIPEG—315 William Ave., F. G. Walker, Manager

DWIGHT'S

BAKING SODA

IT'S SO NOW when the housekeeper thinks of Baking Sodas she has in her mind

"Cow Brand" Baking Soda

This thought of your customers is a profit to you—her constant demand for "Cow Brand" proves its value to her—It should to you. Does it ?

Every jobber sells "Cow Brand" Baking Soda.

Church & Dwight

Manufacturers

MONTREAL

For Flavor and Appearance

GOLDEN RULE SARDINES

Packed by
McDONALD PACKING COMPANY
Fairhaven, N.B.

Excel all others

Ask our nearest agent for samples or write to

J. W. Windsor, Montreal

SELLING AGENTS FOR CANADA

IN STOCK

New Crop Dates

PRICES RIGHT

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Rowley's Valencia Raisins and Almonds

THE FINEST IN THE LAND

F. W. ROWLEY
DENIA
Extra Fine Selected

These are the brands recognized as the standard for years.

You are safe to stock them in such belief.

S. BODI
DENIA
Finest Selected

Shelled Almonds, in 28-lb. and 14-lb. boxes.

We have the real goods. **Write for samples.**

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents: **Wm. C. Christmas, 22 St. Francois Xavier St., Montreal**
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL

TRINIDAD, B.W.I.

Best Results Obtained ***Prompt Returns***

Enquiries Solicited ***All Codes Used***

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

How to Make Your Business Grow and Yield More in Actual Cash Returns

Make it your business to stock only those brands of groceries and provisions which will add to your reputation. There may be divergencies of opinion about some lines, but when it comes to ***Canned Fruits*** and ***Vegetables*** there can only be one opinion—Stock

Burlington Brand

There are reasons for the superexcellence of our Brand—reasons known to most grocers—reasons which all should know. The best fruits and vegetables—only the best can reach our canning department—our factory is peerless and our processes do not spoil fruit and vegetable goodness.

Burlington Brand is simply the superexcellence of Fruits and Vegetables in cans. The demand is great. Can you meet it?

The Burlington Canning Co., Limited, Burlington, Ont.

Naptha SOAP

MADE IN CANADA

contains the greatest cleansing materials known, and will leave any article like new if washed properly. It will not injure anything that water will not ruin.

Do you sell this Popular Brand?

The Welcome Soap Co.
Limited
St. John, - N.B.

Quality and Satisfaction

With every tin of Milk and Cream you can guarantee your customer quality and satisfaction.

REINDEER Condensed **MILK**

TRURO BRAND QUALITY

JERSEY Sterilized **CREAM**

Sweetened.

Unsweetened.

You retain 30% profit

Truro Condensed Milk Co., Ltd., Truro, N.S

There's no use wasting time

talking, you must have the best and the best in package teas means

MELAGAMA

It shows you good profit.

You don't have to talk if you sell **"Melagama."** It does all the talking. It speaks satisfied customers and satisfactory trade and————We have not raised our prices.

Minto Bros., 55 Front Street East Toronto

A MATTER OF MONEY!

Stocking the right brand of canned goods is a matter of money with every Canadian grocer. You can make more profits and bigger profits by pushing

FARMER BRAND

Canned Fruits and Vegetables

than with any other brand on the market. A can of this famous brand has never been known to be returned because of bad quality. Quality and flavor is a prime consideration with every can that leaves our factory. Don't handle a doubtful brand. Stock up with a brand that has been tried and found the best in quality, flavor and price.

The Farmer's Canning Co., Limited, Bloomfield, Ont.

Tartan BRAND

SIGN OF PURITY

CHRISTMAS SUPPLIES COMPLETE

OUR TRAVELLERS HAVE ALL DETAIL

RAISINS, VALENCIAS—All finest grades, no trash.

CURRANTS—Finest Filiatra Cassalina Patras and Vostizzas.

FIGS—All sizes Pressed and Pulled, finest quality. Also Mats of Comadra, bags and boxes Naturals.

PEELS—Finest Drained Caps and Candied.

DATES—New Hallowees and Fards.

NUTS—Shelled Valencia and Jordan Almonds.

SULTANAS—Fancy, extra bright and fine qualities.

MINCEMEAT—Wagstaffe's fine old English.

PLUM PUDDING—Wagstaffe's cannot be excelled. Packed in 2-lb. and 3-lb. porcelain crocks.

Your Mail Orders will receive spontaneous attention.

PHONE *596*. FREE TO BUYERS

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

MATHEWSON'S RED VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

Sales Manager Wanted

for leading Canadian Wholesale House, one capable of taking charge of the selling organization and directing the advertising.

Highest salary will be paid to the right man.

Send applications to the

Canadian Grocer

Toronto

California Prunes

New shipments JUST ARRIVED, all sizes, and a ***Special*** in 90/100s.

Also ***SULTANAS, DATES and FIGS***

WARREN BROS. & CO. Limited

TORONTO

CABINET Maple Syrup

Just a little better than the others at the same price. " Money back Syrup."

Quart Bottles	12 to Case	$2.40
Pint Tin Wine Measure	24 to "	2.50
¼-Gal " " "	24 to "	4.80
½ " " " "	12 to "	4.80
1 " " " "	6 to "	4.50
2 " " Imperial "	2 to "	3.40
5 " " " "	1 to "	3.90

The goods to push when preserves are high.

Freight prepaid on 5 c/s lots up to 40c. per cwt.

IMPERIAL SYRUP CO.

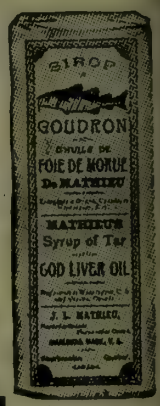
Montreal Winnipeg Calgary Edmonton Vancouver

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?



Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably, get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

"No Horseowner should be without

MOLASSINE MEAL

as everything living thrives so thoroughly on it. No better Appetiser, Digester and Health Preserver was ever on the market, and its cost, according to its real value, is but trivial. Molassine Meal is guaranteed free from spice, condiment or drugs of any description whatever, other than its natural sugar."

ANDREW WATSON

Telephone Main 4409 **91 Place d'Youville, MONTREAL**

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,

½ dozen in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.

Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

Ceiling and Hearth Brooms

For Fall Housecleaning there will be a demand for Ceiling Brooms. We have the best on the market.

For open fire places there is nothing so handy as our Hearth Brooms: they are also handy for toy brooms for children.

Our travellers have full information.

JAMES TURNER & CO., Limited, Hamilton, Ont.

It Requires Less

effort, mental and physical, to starch an article with

IVORINE

than with any other brand of laundry starch you can think of. Moreover, the result is better. Consequently it requires

Less Effort On Your Part

to sell twenty packets of Ivorine, than one packet of inferior brands. The sale of Ivorine is unceasing.

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

TRADE MARK KEYSTONE BRAND REGISTERED

The New Crop

of Broom Corn is now in hand and

Now is the Time

to supply yourself with a first-class line of Brooms.

The following brands are trade-winners and are handled by leading wholesale dealers.

No. 27

STERLING	JUBILEE
JEWEL	KLONDIKE
IMPERIAL	GREAT WEST

If your wholesale dealer does not handle these lines, write us.

Stevens-Hepner Company
Limited
Port Elgin, Ontario

CLEANLINESS IN THE GROCERY STORE

A Discussion of the question from the Customer's Standpoint.

(Cleanliness is one of the essential factors in any grocery that aspires to cater to the best class of trade. Dirt repels custom, purity attracts it. The following article is the first of a series appearing in the Woman's Home Companion, and presents in a graphic manner the question of "Cleanliness in the Grocery Store," from the buyer's point of view.—Editor's note.).

Do you know your grocer?

"What a funny question to ask!" exclaims Mrs. Brown, of Smalltown. "Why, of course, I know my grocer! He's John Jessup, and he married one of my old school friends, Mary Gordon. He's a member of the First Baptist church, and belongs to my husband's lodge."

And she thinks she knows her grocer.

"Really, I do not understand the question," replies Mrs. Oldfamily, of Dayton. "One is hardly expected to really know one's grocer. Doubtless he is a very worthy man—but I have never met his wife. I am not sure that he has a wife, but he has a fine stock of goods, and I never have trouble with my bills. When any mistake occurs he is most gentlemanly about rectifying it. He has one clerk who does nothing but tend the telephone, which insures prompt service."

And she thinks she knows her grocer.

"Why, everybody knows my grocer,' answers Mrs. Flathouse, of Chicago or New York. "I always trade with Green Brothers, no matter what part of the town we live in. They have a string of stores all over the city, and if you watch their sales you can save quite a little on your housekeeping. I always watch their 'ads.' in the morning papers, and whenever I see they are having a run on anything I just call them up by phone and lay in a stock. They give trading stamps, too. I supposed everybody knew about Green Brothers' stores."

And she really thinks she knows all about their stores.

And the grocers are perfectly willing that Mrs. Brown and Mrs. Oldfamily and Mrs. Flathouse shall never know them any better. For grocers, like other mortals, do not always improve on more intimate acquaintance. For instance, if you should come to know your grocer very well indeed you might find out that he does not keep his store half as clean as you keep your kitchen. Back of the door leading into the lavatory, where his clerks wash, you might find a towel that you would blush to own as a dish rag or a mop. You might learn that the delivery boy who has just been letting his horse eat sugar out of his hand is using that same hand to dig prunes out of a box to fill your order. You might know that the creamery butter, with its crisp white wrapping and stamp that stands for pure production, is kept in a cooler or refrigerator which is absolutely slimy within, though mirrored and white enameled without. You might ascertain that the lid from the cracker barrel has been lost and never replaced, though the store floor is swept vigorously night and morning, and the dust rises and falls again in one great germ-laden cloud.

These are a few, a very few, of the intimate details of his business life which your obliging grocer does not wish you to know. And that is why he sends a solicitor to your kitchen door every morning, why he assures you that your children will be served as honestly and promptly as yourself, and why he is highly elated when you put in a telephone and join his list of telephone customers.

Buying at Home.

The telephone and the order clerk or solicitor have probably done more to kill the housewifely instinct in women and further the ends of careless or unscrupulous grocers than any labor-saving household institution of the century. Even the most competent housekeepers can always find one thing more to do at home—and when the solicitor takes such a friendly interest in her needs and what her family likes, or the telephone can be used without changing from the house frock to a street suit, she is very apt to drop the habit of marketing. A New York grocer established one year in a new and prosperous residence district thus summed up his trade:

"We must make special appeal for the telephone and solicited trade, because our store and staff of clerks is not large enough to accommodate customers if they called every day to market. Two-thirds of our trade is secured either by telephone or by soliciting, and the women never come to the store except when they happen to be passing on some errand, or when there is some mistake in the bill. Yet it takes half our clerks to wait on the remaining one-third of the trade—women who come here every day, and who waste our time picking over goods, changing their minds, waiting for change, deciding between this brand and that."

"Then you do not care for the woman who wants to see what she buys for her family to eat?"

The man had a saving sense of humor, and replied;

"I can't say that we really care for her—but I don't mind adding that we respect her."

For several days the writer watched that store. The grocer spoke the truth. While half the clerks filled orders for two-thirds of the customers, which came in through solicitors or by telephone, the other half waited on the one-third or remaining customers in the store. In the latter class were precisely the same women day after day, and very few of these women were deeply interested in the quality of the goods purchased. They ordered in absent-minded fashion, as if waiting to meet some fellow-shopper. They conversed with the pretty cashier while the clerk filled the order, which they were not watching. If they offered any criticism, it was on an overcharge, but not one of them noticed that a young man with extremely dirty hands lifted dill pickles from an open barrel without the aid or consent of fork, dipper or any other utensil.

In a lovely, old-fashioned section of a great city the writer met a veritable aristocrat, attended by her colored servant, on marketing bound.

"I come way over here to get my groceries because it is an old-fashioned store. In the new stores they think it a waste of time to attend to the needs of a fussy old housekeeper like me. They all want to fill telephone orders."

She is one of the few women who still insist upon knowing their grocers.

Only a Sixth.

In another city there are twelve groceries to twelve thousand inhabitants, or about one grocer to every thousand citizens. In addition, the local grocers have the trade of the surrounding farming districts. A successful grocer of that city told the writer that half his trade was secured by telephone and one-third by soliciting. That means that three-sixths of his orders come by telephone and two-sixths by solicitors, which leaves exactly one-sixth to come direct from customer to grocer.

One-sixth of his patrons really know their grocer.

When shopping for a new frock, a carpet, enameled cooking ware, gloves, a veil, a book or a picture the average woman goes to the store that is immaculate, where goods are fresh and unmarred by soiled hands, and whose clerks are dainty in handling the wares. She refuses shopworn drygoods and house furnishings, but she will accept groceries that have been subjected to flies and dust and handled by clerks whose hands and aprons are disgustingly unsanitary. This is due largely to a fallacious belief that a grocery store cannot be kept clean.

H. E. Barnard, a well-known pure food authority, of Indiana, thinks that as a class grocers are not worthy of the trust reposed in them by their families.

"The grocery store or market is the distributing agent of the food manufacturer. It is probable that ninety-five per cent. of our food passes through the hands of the grocer or meat man. The prosperous merchant is usually awake to the fact that his business will suffer if his shop is not attractive and his stock fresh. But in every community there are some dealers whose meat blocks are unclean and covered with flies, whose refrigerators are slimy and foul smelling, whose back rooms are filled with accumulated filth, whose cellars are damp and dirty, whose dried fruits are wormy, whose fruits and vegetables are decayed and whose cat sleeps in the cracker barrel."—H. E. Barnard, State Food and Drug Commissioner of Indiana.

He has been conducting an investigation of grocery stores this summer. He wished to ascertain, not whether the pure food laws covering canned goods, bottled condiments, etc., are being obeyed, but whether the average retail grocery store is as sanitarily fit as its canned and packed goods are chemically pure. In this investigation it must be admitted that the canned and bottled and packaged goods seem to have come out ahead. The grocer and his atore often proved unsanitary, a menace to public health. Out of 481 stores inspected, only 17 were found in excellent condition, 170 were good, 229 were fair, 52 poor and 13 bad.

It is right to trade with the grocer who will give you the best returns for the money your husband works so hard to earn. It is only womanly and neighborly to trade with the husband of your best friend, whose interests you thereby forward. It is only businesslike to trade with the man who is honest and square in his accounts and who makes good every item on your bills. But it is also fair to yourself and your family that you should know your grocer, not only as honest in his accounts, neighborly in his intentions, and reciprocal in his relations with your husband, but as the man behind the counter, the man who alone or with the aid of helpers handles directly the food which you place on your table.

Clean Groceries.

When you have decided to become thoroughly acquainted with the grocer behind his counter, and with his store methods, you will know whether his cooler or refrigerator is sweet and clean or slimy with germs; whether he covers his bins or leaves them open for the entrance of dust, bugs and kittens; whether he has sanitary dippers for bulk pickles, fish, jellies, preserves, etc.; whether his clerks have clean towels and running water at their command; whether the boy who fills your order for butter, sugar, flour, tea and crackers is wearing the same checkered jumper that he had on when he curried his delivery horse; whether the wooden trays and pasteboard bags used for sending out lard, pickles, salads, butter, oysters, etc., are kept where they are free from dust—in fact, whether your grocer is spending any money at all in the interest of common decency, cleanliness and sanitation.

And when you have done your day's marketing in this spirit of investigation you will have taken the first step toward knowing your grocer and helping to secure sanitarily fit as well as chemically pure food. And you can help by starting a new leaf in your household account book, headed with these mottoes:

"I will know my grocer."

"Of two grocery stores, I will trade at the cleaner."

"Of two foods in a certain class, I will buy the purer."

"Having decided to buy a certain food backed by the guarantee of an honest firm, I will accept no substitute."

Make your customer the best possible price you can at first, and maintain it. If he wants to "jew" the price down tell him kindly you have made the best price possible, and stick to it—sale or no sale.

EFFECTIVE GROCERY ADVERTISING

CRITICISM, HELP AND SUGGESTION AS TO THE BEST METHODS OF PRODUCING IT.

Occasional Chats by W. F. Ralph.

Conviction in Advertising.

"It pays to advertis" said Mark Twain at a recent banquet. "When I was editing the Virginia City Enterprise, writing copy one day and mining the next, I tried to force this truth home in many ways. One day I received a letter from a subscriber saying he had found a spider pressed between the pages of his paper, and he wanted to know was this good or bad luck? I replied to him in our Answers to Correspondents column as follows:

"Old Subscriber.—The finding of a spider in your copy of the Enterprise was neither good luck nor bad. The spider was merely looking over our pages to find out what merchant was not advertising, so that it could spin its web across his door and lead a free and undisturbed existence for ever after."

It was just like our old friend, Mark, to turn even the corpse of a deceased spider into a good argument for his advertising columns. Of course, he looked at the matter from the publisher's point of view, whose business it is to sell space in which merchants may advertise their wares. But no matter from what point of view one looks at advertising in these hustling days, there is only one outcome of a lack of advertising, and that is stagnation.

Business is like water, in that it cannot stay still without becoming foul and stagnant. It has to keep on running in order to get anywhere. The water runs into a bigger body of water, and the business into bigger things.

That great bugbear of the modern retail business world—"Mailorderism"—gets in finer work and becomes more solidly established for every retailer who neglects to advertise. "Fight the devil with fire" is considered very good policy by many religious people; and in the retail business world it becomes more and more apparent that the only way the mail order octopus can be successfully rivalled is by good advertising.

The mail order man gets there by advertising, and so can the ordinary retailer if he goes into the matter properly.

Advertising means gaining the confidence of the public. And the advertising which does not inspire confidence is, therefore, poor advertising. The ad. which does not inspire confidence is a little better than no advertising at all; but what is the use of paying for space if one is only going to put into it something which is "a little better than nothing?" "Hit straight, hit hard, and let every stroke drive the stake in farther," is a piece of homely philosophy which I have read somewhere, and which is very applicable to the subject of grocery advertising. Let every ad. inspire confidence. To do this it must be written with conviction. If you have a line of goods which you know to be poor stuff, don't advertise them as if they were full of merit. You can't, in fact. The known lack of truth will make your words lack the ring of

HOGS

slaughtered at the Packing House of Joseph O'Mara are inspected by a Government Inspector and during every part of manufacture, insuring the healthiest meats and the purest ingredients used.

GUELPH STORE:

QUEBEC STREET. Phone 325

CHAS. W. BARBER

Manager

A neat ad. from the Royal City.

Graded Fruit

Is the kind we handle again this year.

PEACHES.—Graded, packed in layers and of the same quality at the bottom as at the top of the basket.

PEARS.—Very scarce this year. We will fill orders with the best fruit obtainable.

PLUMS.—We give you a good variety to select from. Many of the best varieties are ready this week.

We buy direct from the gardens, so our fruit reaches us in the finest possible condition.

C. A. FARMER

Groceries, China, Confectionery, Fruit

Phone 147.

conviction. Enthusiasm is an ingredient of advertising confidence, and if you can't work up any enthusiasm about a line you are going to advertise, you can't advertise it confidently.

SOAP CHIPS

WILL SAVE YOU TIME.

You need not on wash day take a bar of soap and cut it up. Use SOAP CHIPS, we have them in bulk at 10c. a pound, 3 pounds for 25c.

GRAPES

OF SPLENDID QUALITY.

The price is as low as it will be this season, so it will pay you to order your supply now. We have them in

RED, WHITE AND BLUE.

It will pay YOU

When in need of anything in China, to look through our stock. We have specially good selections and values in—DINNER, TEA AND TOILET SETS and ODD PIECES. We would like you to see them.

C. A. Farmer

Groceries, China, Fruit and Confectionery. Phone 117

Don't write your ads. when you feel in the dumps. The time to write an ad. is when you are feeling good. When you are in that particularly fine humor that the whole world and everything in it looks good to you. Your tone of good humored confidence in yourself and your store will then permeate your ad. The phrases will ring brighter; the arrangement will come more logically, and the whole ad. will inspire the buyer with the confidence you feel yourself.

Did you ever go into somebody else's store to buy something when you were not very clear as to what you wanted? On such an occasion the confidence inspiring demeanor (or the lack of it) in the clerk, either sells you something which pleases you or sends you out wandering with no purchase made at all, or with a purchase you feel indifferent about. It's all in the salesman's demeanor. And if an ad. is not to be regarded as a salesman, what is it?

People always run away from a calamity howler in the flesh, and you may bet your bottom dollar that anything in an ad., which conveys an idea that your store is not entirely prosperous, will make the ad. that much less effective. Avoid the minor key. Keep the tone of confidence from the headline to the name plate, and it is an effective ad.

* * *

Another well known maxim is, "Nothing Succeeds Like Success." And another one is "Prosperity Attracts." These two truths should be engraved on the mind of every grocer who wants his path to run forever successward. In your ads., talk prosperity and success, and keep on talking them (backed up in every case by quality of goods and service), and the cream of the business will come your way as sure as steel will draw near to the magnet.

We have touched another point here: Backed up in every case by quality of goods and service. The backing is as necessary to the completion of an ad. as a match is to light a fire. The keystone of the successful advertiser's arch of prosperity is truth. If you can get the people coming your way by the means of advertising, the only way to keep them there is to give them the best value for their money.

Although originality in advertising is to be commended, it is too much to expect that every grocer should have a skullfull of original advertising ideas. Hence the necessity for studying the ads. of other people. Many a man who can originate but few ideas of his own, has a capacity for carrying somebody else's good idea a long way farther than the originator ever thought of.

ANOTHER LOT

Of those 6 varieties of MIXED BISCUITS at 3 lbs. for 25c. In the past eleven months we have sold just about two tons of these goods and from all these sales we have not had one complaint. Is not this a good recommendation?

SOAPS

Have you tried "Best" Soap, a wrapped soap at 7 bars for 25c; and "Empire" soap, unwrapped, at 8 bars for 25c.

PINEAPPLES

We would advice the purchase of pines for preserving. Quality at present is good and prices will hardly be lower.

C. A. Farmer

Groceries, China, Confectionery, Fruit.

The originator of bright ideas often reminds me of a hen. This feathered lady lays an egg. She then cackles loud her satisfaction—and leaves it at that. At certain times she will be struck with the notion to carry the idea a little further, and begin to hide the eggs with a view to bringing up a family. But, as a general rule, she lays the egg, cackles —and finishes with it. But the ingenuity of feminine fingers can turn that egg to a thousand and one uses which the layer of it never dreamed of.

As with the hen, so with many a human originator of ideas. A well-known advertising man of national reputation was once talking to a young friend of mine. At the conclusion of the conversation he said to my friend, "Thank you for an idea you have given me."

"What idea?" said my friend.

"Never mind what it is," said the ad-man. "Something you said gave me an idea which I may be able to use some time to my advantage. It dropped from you in such a manner that it is clear you didn't know you were anywhere near an original idea. It's of no use to you, as you don't know what it is; therefore, I'll keep it for myself. Thanks very much."

This advertising man can see a bright idea three blocks away, and whenever and wherever he sees one, he nails it. He is a successful man. He uses ideas whether they originate with him or with somebody else.

This doesn't mean that one needs to be a "cribber" to the extent of copying in detail someone else's worked out idea. In some forms of advertising, such a course would be suicidal. But if you, as a grocer, take a fancy to an advertising method carried out by another grocer miles away from your place of business, there's not the slightest reason why you should not appropriate that method to your own uses. You would, however, be a "cuckoo," as the saying is, to copy closely the ideas of the other grocer around the corner, simply because, apart from all other considerations, your own advertising would lack force by comparison. Nevertheless, if your immediate rival doesn't know enough to carry his own idea to its limit of usefulness it is up to you to better it if you can. In such a case the extended working out of the idea would constitute originality so far as your undiscerning rival is concerned.

* * *

Charles W. Barber, manager of the Quebec street (Guelph) store of Joseph O'Mara, sends us in a very neat, and, I should say, effective little ad. It only occupies a 2-inch single column space,

Graded Fruit

Is the kind we are handling this year. . . . . .

PEACHES

Graded, packed in layers and of the same quality at the bottom as at the top of the basket.

PEARS

Very scarce this year. We will fill orders with the best fruit obtainable.

PLUMS

We give you a good variety to select from. Many of the best varieties are ready this week.

C. A. Farmer

Groceries, China, Fruit and Confectionery Phone 147

and that space is well used. We reproduce it as a good sample. You will observe that the headline "Hogs" is just the name of the article advertised, which follows out the idea expressed in this

column some time ago, when talking of effective headlines. The "quality" argument is brief and bound to impress the reader.

* * *

C. A. Farmer, of Perth, has sent in a bright little bunch of ads., which ring with real, good-humored confidence. We reproduce a few of them for the benefit of readers of this column generally. They are effective ads. in respect of headline, layout and talk, and are, therefore, "sound all the way through." Perhaps the addition of prices in the fruit ads. may have added a little to their effectiveness, but I realize that it frequently happens, price talk is better left unsaid.

HUNGARIAN BEANS FOR CANADA

Large Shipment of Extra Good Quality Expected to Arrive Shortly

And now it's beans that are being imported to fill the demand occasioned by the short Canadian crop. A large shipment of Hungarian beans, probably the first large shipment to Canada, is on the way and is expected by F. Dane & Co., Toronto, shortly. The shipment is coming direct from Buda Pesth and is in bags of 100 kilos, or 220 pounds. The bean crop in Hungary is abundant this year and as a result these goods can be placed on local markets at prices somewhat lower than Canadian beans. The quality is said to compare very favorably with the Canadian variety, and there seems some probability that these Hungarian beans will take the place, to some extent, at least, of home-grown goods.

TORONTO WHOLESALER MARRIED

Another member of the wholesale grocery trade in Toronto became a benedict on Saturday, Oct. 26th, when Albert S. May, with H. P. Eckardt & Co., was married to Miss Nina Foster, of Toronto. The ceremony was performed in St. Augustine's church, and afterwards the happy couple, accompanied by numerous friends, and in a cab decorated with several well-known trade placards, drove to the union station, en route to New York, where they will spend several days at the King Edward hotel. Mr. May is well known among the trade in Toronto, having spent eight years with R. S. McIndoe & Co., and also several years with Smith & Keightley, before taking his present position. He has also been the popular manager of the renowned Grocery Brokers' hockey team. The many friends of the couple remembered them with a magnificent lot of gifts. On their return to the city they will occupy a suite in the Dowling apartments, Queen street west.

E. O. Manchee, who has been with the Salada Tea Company in their head office at Toronto for six years, the last two of which he occupied the position of advertising manager, has taken a position in the departmental store of J. F. Cairns, at Saskatoon. Mr. Manchee is quite well known among the trade in Toronto, and best wishes go with him for success in the West.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

EDMONTON.

The question of improvements to the market square to make it more of a trading centre for farm produce is occupying the attention of the citizens just now, and is of particular interest to grocers, both because it has a tendency to regulate prices and also because most of this business is done at the present time by the grocers themselves. It is proposed to fence the present market square and charge farmers and others who desire to drive into this square a fee of ten cents, so that the market will pay its own expenses, instead of being almost a total loss, as at present. Market buildings will be erected to shelter the market people and every facility afforded for the promotion of trade. Market days will be fixed, perhaps two a week, and all the business concentrated on certain stated periods known to all. instead of being scattered indiscriminately over the whole week. These proposed changes will mean much to Edmonton grocers. At present the grocers purchase such products as eggs, butter, vegetables and sometimes meat, direct from the farmer and market gardener, and sell them to the citizens at an increased price. The establishment of a market where the producer can meet the consumer will result in a slightly increased price being paid the farmer and a slight reduction in the price of the products for the consumer. The merchants will lose a certain amount of trade by the change, but the majority of the citizens are much in favor of the plan.

* * *

Another matter which is agitating Edmontonians at present is whether they are to have a cold storage plant. The Edmonton Produce Company have applied for certain concessions, free water, light, power and exemption from taxation for twenty years, if they establish a cold storage plant in the city. They also expect to get a grant from the Dominion Government, under the Cold Storage Act, and thus the plant would be partly controlled by the Government and city. It is claimed that this would tend to reduce the price of produce and make living cheaper in Edmonton. At the present time farmers and dairymen are selling their butter for from 15c to 17c per pound. As it cannot all be used in summer, the balance is shipped out, as there is no place to store it. In the winter when butter is scarce, it has to be shipped in from outside points, and the price them rises as high as 35c to 38c per pound. Many believe that the concessions asked for should be granted, as the consequent reduction in the price of produce would more than make up the amount the city would have to pay now. The question is still under consideration by the council.

* * *

The retail clerks of the city held another meeting a few evenings ago, and completed the work of the organization of the Retail Clerks' Protective Association. Merchants in the city are, as a rule, regarding the movement with favor and there is no likelihood of strained relations between the employer and employes, resulting from this action on the part of the clerks. Many ladies have joined the association and over 100 charter members have already enrolled.

* * *

John A. McDougall, formerly of the firm of McDougall & Secord, general merchants, has signified his willingness to be a candidate for the mayoralty for the year 1908. The municipal elections take place in the latter part of November.

* * *

The North End Store, one of the rising grocery stores in the northern part of the city, has sold out its hardware department to the firm of Bloomer Bros.

* * *

The turkey market is fairly brisk and grocers report good business in this line. Turkeys, however, are rather undersized as yet in this district, and most of the birds for local consumption are shipped in from outside points.

* * *

Several new brick stores have been erected on First street recently, and it is rumored that an experienced grocer from the east will start in business in one of them this fall.

SASKATOON.

J. F. Cairns is now carrying on the grocery department in the new addition which was lately made to his store. A direct importation of Huntley & Palmer's famous biscuits has recently arrived from the makers in Reading, England. The shipment consists of a large

A SLAP ON THE BACK.

Chilliwack, B.C.
Oct. 28, 1907.

Editor Canadian Grocer:

Allow me to congratulate you on the attractive and well-gotten-up fall number of The Canadian Grocer. It's good all through and should prove of great value to the grocery trade generally.

CARL GROSSMAN.

assortment of biscuits, rusks, shortbread and cakes.

* * *

Gordon & Sparling are now doing business in their new butcher shop just completed on Second Avenue. The shop is a most up-to-date building with cold storage, marble counters and marble slabs in the spacious windows. Recently this firm lost about three thousand dollars worth by fire on their ranch. The loss included buildings, hay, oats and implements.

* * *

An enquiry has been received by the Board of Trade from St. Louis, for particulars regarding the establishing of a flour and oatmeal mill in Saskatoon. The enquirer, who is a practical flour and cereal miller, will probably locate here should conditions prove favorable.

* * *

The A. McDonald Co., wholesale grocers and provision merchants, of Winnipeg, built a warehouse here this summer. They have now a good stock on hand and are prepared to supply the local trade. The warehouse is conveniently situated near the Canadian Northern track and in close proximity to the business part of the city.

* * *

Butter and eggs are more plentiful this week than they were last, but there is a greater demand than the supply at present on the market is able to take care of.

* * *

A supply of Ontario and California fruit has been received. Ontario grapes are selling at 45 cents, California, per crate, $3; cranberries, 15 cents per pound; tomatoes, 75 cents per basket.

CHATHAM.

An important obstacle in the way of the C. W. & L. E. Electric Railway's extension to Lake Erie was removed last week, when an agreement was arrived at between the officials of that road and the M. C. R. for the building of a subway under the tracks of the latter road at Charing Cross. It is anticipated that the electric line, work on which is rapidly nearing completion, will be in full operation from Chatham to the Lake in a month's time. Passengers will have to transfer at Charing Cross till the subway is completed. The opening of this portion of the line should mean a great deal for Chatham merchants. The Wallaceburg end of the line has certainly been a good thing, particularly in the rainy, muddy periods of fall and springtime when communication between country and city would otherwise be suspended.

* * *

Leamington town council recently granted the Windsor, Essex & Lake Shore Rapid Railway a franchise through the town. The franchise is for 50 years, with 21 years' exemption from taxation, and the road is to be completed by June 1, 1908. This road is slowly advancing eastward, and it is anticipated that ultimately, either directly or via C. W. & L.E., it will provide Chatham with through electric accommodation to Windsor. The company already holds a franchise from Chatham.

* * *

D. McKenzie, of Wallaceburg, has disposed of his bakery to Mr. Eberle, of Thamesville. The latter gentleman assumed possession this week. Since its establishment some ten years ago, Mr. McKenzie's business has grown to be an extensive one. Mr. and Mrs. McKenzie will continue to be residents of Wallaceburg, the former embarking in the furniture and undertaking business.

* * *

Messrs. Henderson & Morris have purchased the bakery business of Misses A. & A. Allyn, Leamington. The new firm are at present supplying customers from Setterington's grocery, but will shortly move to the premises at present occupied by the Union Bank on Erie St.

* * *

Clifford Morrison, who recently disposed of the Triangle Grocery at the corner of Thames St. and Grand Ave., Chatham, to D. J. O'Keefe, has moved to Detroit, where he has gone into the milling business.

* * *

Victor Dunn, for the past three years manager of the Dresden Canning factory, left last week for Strathroy, where he will in future reside.

* * *

The Kent Canning Company commenced on apples last week. The work will mean steady employment for a large number of men and women for some time to come.

* * *

N. A. McGeachy & Sons have purchased the extensive milk route of A. E. Ellerbeck & Sons., of Dover. A new wagon will be put on this route. Mr. McGeachy states that he has no intention of raising the price of milk, adding that feed is plentiful, and that an advance in the price of the lacteal fluid need not be feared at present. Nevertheless, the feed situation throughout the county is not by any means as happy as it might be. The large number of farmers' sales being held is pointed to as significant. Sales are more numerous than in many years past, and many state that the feed question is largely the actuating motive.

* * *

The merchants of Highgate have made a further advance in the direction of early closing. Beginning with the first Monday in November, they will close their stores at six o'clock every Monday night. They have already made it a practice to close at the same hour on Wednesdays and Fridays, so that the change will leave just three open nights in a week. This move for every other night off is in the right direction, and it is one to which customers, both in the village and in the surrounding country should raise no objection. Probably, it will prove the thin edge of the wedge, in the matter of early closing.

The banding together of the business men of a certain section to advertise their particular corner as a bargain centre was the experiment tried by the merchants of King St., east of the market. The scheme was inaugurated by Henry Primeau of the New York Cloak Store. "L'Union Fait La Force" was the motto of the combination, comprising eight mercantile establishments. The combination secured a page in each of the local papers, both Friday and weekly issues, in which each merchant ran an announcement of a few special bargains. Full page circulars were also distributed through the city. Friday night and among the incoming farmers Saturday morning. Grocer Wesley E. Parrott and confectioner E. A. Mounteer, were among those who joined in. Saturday proved a bad day, but despite that the merchants concerned report very good returns, particularly in the special lines advertised.

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Albert Owens, of Harry Andrew's grocery, spent a few days recently among the ducks at Mitchell's Bay. His friends are sympathizing with the ducks.

* * *

L. A. Cummings, the enterprising west-end grocer, is to have a letter box adjoining his store, at the corner of West and Gray Sts. A. B. McCoig, M.P.P., who had the matter in hand, has received word that the needs of this rapidly growing section of the city would be recognized by the post office department.

* * *

An echo of the recent push-cart trouble and the subsequent elimination of Gaspar Favata from the scenery of King St., is the following advertisement in a recent issue of the weekly papers. Ald. Potter, whose place of business is on Queen St., takes Gaspar's protest with a smile and points out that the competition was nearer him on Saturday than it used to be: "Mr. Pótter and the grocery stores on King St. don't like me to sell bananas on King St., because I give a chance to the people to buy bananas cheap, and the council has passed a bylaw stopping me selling bananas on King St., I want the people of Chatham to know that on Saturday next I will sell at my store at the corner of Queen and School Sts., good bananas—3 dozen for 25 cents. Gaspar Favata, honest fruit dealer."

* * *

Ald. Maynell has evolved a novel advertising scheme in connection with his men's furnishing business, which, though not so applicable, may, nevertheless, prove of interest to the grocery trade elsewhere. The scheme came to the surface with the commencement of the school term. The city possesses five educational institutes: the Collegiate Institute, Canada Business College, McKeongh and Central public schools and St. Joseph's separate school. Ald. Maynell induced the principals of the schools to select different "school colors," and advertised that he would give away buttons bearing these colors

to all school boys and girls. The rush for buttons quite exhausted the supply. Besides the colors, the buttons bore a line or two advertising the wily alderman's business. For many weeks they were conspicuous, and even now are still frequently met with. Besides advertising himself and his business and stimulating school patriotism, Ald. Meynell secured from each applicant the name and address of a parent and the applicant's birth month—information which went to constitute a valuable mailing directory.

* * *

Last week the grocers' section of the Retail Merchants' Association held their first meeting in several months. The meeting, which was largely attended, was called mainly for the purpose of getting together and reorganizing after the summer holidays. President John McCorvie, who occupied the chair, urged that it was greatly in the interests of the grocers to meet, if only for the purpose of becoming mutually acquainted. The merchants were in many cases practically strangers. If meetings were held regularly and well attended, many valuable ideas could be exchanged which would undoubtedly be beneficial to the grocers.

The present officers were unanimously requested to retain office till the first of the year. In addition, it was decided that all fees paid now will be applicable on next year's dues.

* * *

The clause in the market bylaw, prohibiting retailers from purchasing on the city market before ten o'clock, was the main topic of discussion. Instances of the inconvenience suffered through this clause were given by many of those present. This inconvenience is not limited to the grocers, but extends to their customers. Many of these, unable to attend the market, telephone or send their orders for butter, eggs, chickens and vegetables to their grocer. The latter is unable to purchase before ten o'clock. Often after ten o'clock he is unable to get what he wants. Either the customer does not get the desired article at all, or else he gets it too late for his Saturday dinner. The entire Chatham public paid for the market, but as a result of this objectionable clause in the bylaw, it has become a convenience only for such of the citizens as have the leisure to go there in person. The clause was inserted in the bylaw for the purpose of preventing buyers for shipment from depleting the market before the public at large had a chance to purchase. Hitherto this has been urged against the proposal to repeal the clause. Now, however, the grocers are asking an amendment, allowing any grocer the privilege of purchasin goods to the amount of not more than $5 for the purpose of accommodating customers. The retail merchants' association will be asked to lend its aid, and the president and secretary will bring the subject before that body at its next meeting.

* * *

The vexed question of cartage charges was also discussed at some length. The retail grocers feel that they are being unjustly discriminated against by the wholesalers in this regard. In the big cities the wholesalers deliver to their local customers by their own drays, this involving no charge to the recipients of the goods. But in shipping to outside customers, those in Chatham for example, they send out their goods by the station drays. On smalls, for instance, this means a charge of 12c. at the point of shipment, and this charge is duplicated when the goods are delivered here. The grocers feel that one charge is sufficient and that they should be put on the same basis as the home customers of the wholesale houses.

Though no action was taken at last week's meeting, the matter will probably be brought up later, with a view to inducing the wholesalers to change their methods.

* * *

An energetic campaign is to be inaugurated for the purpose of making the membership list of the grocers' section and the grocers' directory of the city of Chatham identical. At present, though the grocers' section is a large and growing organization, there are still many out of the fold. At a meeting, a list of these grocers was made out and handed to the members present. Efforts will be made by the members of the section to induce all their fellow grocers to join. The section is fighting some needed battles on behalf of the grocery trade, particularly against the objectionable transients and the harassing ten o'clock market bylaw, and all those who stand to benefit by the fight being put up should lend a hand.

* * *

The movement to open the market to the retailers before ten o'clock finds a strong advocate in Magistrate Houston, whose stand on the transient and peddler bylaws during the past few months has brought upon his head much criticism from the retailers of the city. "I see that the retail grocers are asking to be allowed to buy on the market before the hour," remarked Magistrate Houston to an interviewer on Saturday morning.

"I think this would be a good move in the interests of everyone. We would be enabled to get our groceries at an earlier hour from the grocers, and we would get them just as cheap and cheaper than we can buy them on the market. The grocers don't wish to be allowed to buy on the market because they make any great profit out of butter and eggs, but merely that they may be able to accommodate their customers. You will find that the grocers make little or no profit out of these commodities, and in most cases they carry them merely for accommodation."

The other side of the question is given in the following item in a local paper: "A number of local ratepayers, speaking to the Planet this morning, said that they thought the council should make no change in the bylaw prohibiting grocers and wholesalers from buying on the market before ten o'clock. They claim that this change would give the grocers control of the prices, and the market would no longer be for the people for whom it was originally intended." Indicative of the fallacy of this argument is the fact that the grocers throughout the city—not only on King Street, but in the remoter corners of Chatham—almost invariably sell market stuff at a lower price than do the market people themselves. Though the popular belief unquestionably is that prices are lower on the market, careful and impartial observation leads to the opposite conclusion. Nor could the market be very well depleted by the grocers before ten o'clock, for the marketers would unquestionably hang out till then for the sake of securing the inevitably higher price. At the present time the market, open to the grocers after ten o'clock, is rarely depleted by noon.

* * *

Members of the city council state that it would be difficult to frame a workable by-law giving grocers the desired privilege. In the first place it would be difficult to say just who were selling to the local trade, and who to outside packers and shippers. Further, the discrimination in favor of local merchants might invalidate the by-law.

* * *

Chatham lost a good citizen by the death of William James Bennett, who passed away at his home on Thames street, on Oct. 29, aged 54. Death was the result of a paralytic stroke sustained the previous Thursday. A native of Newcastle, Ont., Mr. Bennett came to Chatham with his parents while still young, his father, the late Thos. Bennett, being first a distiller and later conducting a flour mill. Mr. Bennett succeeded his father in charge of the latter enterprise, later going into the tobacco business, which he continued till his death. He is survived by a widow and three children. The funeral took place at 3 o'clock Oct. 31st, to Maple Leaf cemetery, the concourse being one of the largest in many years.

* * *

Oct. 29th saw a disastrous conflagration on Pelee Island, in which the commodious general store of A. M. McCormick & Sons was totally destroyed. The loss, understood to be pretty well covered by insurance, is estimated at between $30,000 and $40,000. A large stock of dry goods, groceries and hardware had just been put in for the coming winter.

* * *

A. B. Lounsbury, of Wheatley, has disposed of his grocery stock to E. Omstead, general storekeeper.

* * *

W. G. Taylor, the Comber baker and confectioner, has inaugurated an early-closing movement of his own, closing at 6 p.m. every Tuesday and Friday after Nov. 1.

* * *

The post office at Dealtown, on the lake shore, closed some three years ago, is to be re-opened. N. H. Shepley, storekeeper, will be postmaster.

* * *

The homely, old-fashioned pumpkin forms the gist of an advertising scheme just started by P. C. Little, the Blenheim grocer. Mr. Little is giving away a $9.50 set of dishes to the party guessing nearest the correct number of seeds.

* * *

Fred Collins left last week for Winnipeg, where he will spend a couple of months placing the output of the Chatham Fruit Growers' Association.

* * *

Arthur Kipp, formerly of John McCorvie's grocery, was united in marriage to Miss Laura Shaver, daughter

of Ira Shaver, of Blenheim, on Tuesday, Oct. 29. Mr. Kipp is now assistant superintendent of the Duffy & McInnerey Co. departmental store at Rochester, N. Y.

* * *

Ald. Wm. Potter and Miss Gertie Potter were Detroit visitors for Thanksgiving.

* * *

J. A. Aikens, of the Western Real Estate Exchange, at Wallaceburg, is now proprietor of the grain and feed business recently conducted by W. D. O'Leary.

* * *

The Star Bakery, Wallaceburg, which recently commenced business, has retired from the lists.

* * *

Early closing in Chatham has received a considerable accession of strength through the recent action of the local druggists, who have decided, after Nov. 11th to close every night at 8 o'clock, Saturdays and nights before holidays excepted. Thamesville druggists have taken a step in the same direction, closing at 6 o'clock on Mondays, Wednesdays and Fridays.

* * *

There are rumors that the recent action of the city bakers in decreasing the weight of their loaves will be questioned on the ground that it isn't in accord with the strict letter of the law. Recently the bakers cut the weight from 1½ to 1¼ pounds. A clause in the city by-laws states that all loaves delivered in the city shall be in weight 1, 1½, 2 and 4 pounds respectively. The by-law nowhere specifies a 1¼-pound loaf. The bakers charge 5c for a 1¼-pound loaf, in preference to charging 6c for the 1½-pound loaf. If the course they have taken is questioned, a 6c loaf will probably be the outcome. Either price is the same in the long run. Bakers declare that with the recent rise in the price of flour, they make less on the new loaf than they formerly did on the old one, when flour was low.

* * *

The soaring price of butter is causing consternation among housekeepers. Creamery butter has retailed at 33c, while farmers ask as high as 30c, 28c being the rule.

A dealer explains thus: Last year cheese brought a good price while butter was not so high, consequently milk was diverted to the cheese factories. Again, the amount of milk produced this season was considerably less than usual because of the late spring and early failure of pasturage in the fall. Hay is dear, and many farmers are selling hay and cattle with the idea of deriving greater profit thereby, while others have to dispose of their cows because they have nothing with which to feed them.

* * *

Many were the encomiums passed by local grocers on the Special Fall Number of The Canadian Grocer. "A splendid number—the best yet," was the verdict of the local trade.

GUELPH.

Guelph owns her own gas and electric light plants, her own waterworks plant and also her own electric railway and all are good paying investments. The railway, perhaps the hardest to finance, shows for the past year on its operations a net gain to the city of $7,017.94, and this after spending $5,509 on the road and equipment. The railway and municipal board appointed by the Ontario Government to inspect all electric roads in the province, after making a tour of inspection state that the Guelph Radial Railway was the best equipped, had the best roadbed, and was the best managed that they had inspected. That ought to be satisfactory to the citizens of Guelph and also encourage other cities to go and do likewise.

* * *

Some of the grocers were getting anxious for their Canadian Grocer last week but all seemed well pleased when it arrived on Tuesday and was such a beauty. It was the general opinion that it was the best yet.

* * *

A man came into the store about 7.30 o'clock the other morning rather hot, in spite of the chilly weather outside. He had been to both the C.P.R. and G.N.W. telegraph offices to telegraph a friend at Hamilton before the early train left there, but could not do so because they do not do business that early in the morning—not till after 8 a.m. It does seem strange that wealthy companies like these cannot afford to have an operator on all night, especially in cities.

* * *

We have talked grocer association to a good many in this city during the month, and hunted up one of the old Grocers' Association of 1899's constitution and bylaws, and the general feeling is that the old association was broken up on account af the cutting of prices among members. Now there always will be cutters and fellows who can't live up to an agreement, but are we going to do without an association just to oblige one or two. Why that is practically giving them their own way and we can form an association for mutual benefit. However, this grocers' association is on the move, and we want you. We expect to have it organized the first week in November and for the present don't intend to try to regulate prices or collect old accounts. The Retail Merchants' Association can attend to that. The objects at present are to get good speakers and hold regular meetings once or twice a month, and as we get together we can shape our future plans. Whether you are a price cutter or anything else come along. We need you and you may need us. Let us get started, anyway.

* * *

A move in the right direction came along recently, when a couple of the downtown grocers got together and got the rest to raise the price of the 25c. package of rolled oats to 30c., and this without much trouble. Why not fix up the starch, canned goods, and other cereals in the same way.

* * *

The high prices and high wages in the factories seem to be beginning to reflect on business, as some are shutting down for a week, and others for two weeks, while nine hours is all that some are working. That really means, Mr. Grocer, look out for your accounts. A grocer told me he had already refused several new accounts and most grocers have enough old ones. Now is the time to begin a cash business, even if you have to lose a few customers, for as long as your goods are on the shelf you can do business, but you can't do much with a long list of accounts.

* * *

A large, 20-foot sign of Jackson & Son, grocers, blew down during the storm of Saturday night, and it makes a person shudder to think what might have happened if it had come down an hour or so earlier when the street was crowded with shoppers. It is quite evident we need a building inspector. We are getting some quiet warnings, and this is another.

* * *

The grocer clerks have reason to feel proud of our Bobbie Robinson, clerk at J. Hadden's, and while we would have liked to see him in first place in the road race on Thanksgiving day, we are pleased he got inside the money and also got the prize of a pair of shoes for being the first local man to finish.

* * *

The new canned goods have begun to arrive. J. A. McCrae & Son are unloading a car of Old Homestead to-day.

* * *

Geo. Williams, grocer, who went out west on a short trip, has decided to continue his trip right to the coast.

* * *

The Imperial Biscuit Co. shipped within the last two weeks over 1,000 boxes and 200 barrels of biscuits to Quebec.

* * *

The heavy rain on Saturday kept the farmers and also the city people at home and made things quiet in all the stores and also again raised the price of butter and eggs, but only temporarily, as Monday found the farmer in town again looking for the high prices which prevailed and were not to be found so easily that day.

* * *

Jos. Hadden has just installed a new up-to-date Bowser oil tank and also a cheese cutter.

DUNDAS.

J. Sadlier, who about a year ago, took over the grocery business of C. H. Durrant, has disposed of the business to the former proprietor, who has taken possession. Mr. Sadlier has purchased a business in Palmerston and with his family left for that town this week. Although here only a short time he has made many friends, who regret his departure.

* * *

A. S. Cain has moved a couple of doors below his former stand, where he has fitted up a natty little store with considerable more floor space than he formerly had.

* * *

Probably one of the most up-to-date grocery stores in western Ontario is that of John Kerwin. He has recently erected a two-storey pressed brick building with the interior fitted with Walker Bin fixtures. At the present time he has under erection two stores, adjoining, which he intends utilizing for crockery and meat departments. As Mr. Kerwin spends the major portion of his

time around his place of business he believes in having his surroundings as congenial as possible.

* * *

It would not be amiss if Dundas grocers paid a little more attention to their newspaper advertising. While most of them carry space, some have not changed their ads. for months. And yet they expect results.

* * *

Death has removed one of the pioneer business men of Dundas, in the person of John Enright, at the age of seventy-two. He had been in business here until a year or so ago, for over a quarter of a century.

* * *

R. J. Burke is sporting a spirited young delivery horse, the envy of all the grocer boys.

INGERSOLL.

Only a small per centage of the number of turkeys in this district were marketed for Thanksgiving. This state of affairs is accounted for by the fact that the turkeys were not in first-class condition, the farmers being too busy to devote the usual attention to them in preparing them for the market. Reports from the different surrounding sections still indicate that turkeys are fairly plentiful, and all signs point to there being enough for all at Christmas time, with the prices probably less than for the past few years.

* * *

Frequently one hears a merchant say that he is too busy to take any active interest in the public affairs of his town. It is an old saying, and doubtless a true one, that the busy man is the man to have as the representative of the people when their affairs are to be transacted. Shrewd men, who have made a success of their own business are the kind who are wanted to-day in municipal life, and the merchant of any town who honestly believes that he possesses the proper qualifications to materially assist his town in reaching cityward, should endeavor to devote a reasonable amount of his time to the interests of the community. Then, aside from the broader aspect of the question, merchants should "size up" the situation from their own standpoint. The merchants and manufacturers are the arteries on which the life of a town or city depend, and they should be public-spirited enough to put their shoulders to the wheel when ever an occasion presents itself in the hope of bettering conditions, not only for themselves, but also for everyone in the community. It too often happens that when only a limited number of business men are in a council many of these, on account of the lack of experience, are unfamiliar with many conditions. Merchants are invariably in touch with the public pulse, and their knowledge and judgment should be of much importance in dealing with the civic affairs. Aggressiveness is a good motto for modern times, and if more merchants would only reach far out with broader principles and greater energies their influence would doubtless be a factor that would mean expansion both for the community and their own business interests.

* * *

A few weeks ago I made a brief reference to the unusual number of commercial men who were calling on the enterprising merchants here in one day, and at the same time noted the fact that Ingersoll enjoyed a far-reaching reputation as a hustling town. On Monday of this week forty commercial travelers, representing many lines, were housed at one of Ingersoll's leading hotels, in addition to this number there were many more at the other hotels, which fact goes to show, that backed up by the great staple products, bacon and cheese, Ingersoll is regarded as a most important business centre, even if its population is not so large as some of the other Provincial towns. However, the great number of "drummers" who were here on Monday is indicative of the fact that the wholesalers and manufacturers of the Dominion attach considerable importance to the patronage which this town offers.

* * *

Advertising is a theme which is evidently receiving much attention from many merchants at the present time. Not a few merchants will plunge into printer's ink, but they neglect to enhance the appearance of their stores. There is much value in attractive window dressing and the successful merchant is aware of the fact that advertising and window dressing go hand in hand. Has your attention never been arrested by some attractive window display? It may have been out of your own town, and in some line other than groceries, but you stopped to look at the display. This is one way to judge the value of window dressing. If you stopped to look at the display of some other merchant is it not reasonable to assume that others will stop to look at yours? City merchants, especially, are alive to the advantages of window displays. It is their greatest factor in securing transient trade. Grocers have every opportunity to make their windows striking. They have everything at their elbow, and, as the different seasons supply their own "decorations," their is really no excuse why their windows are not always attractive and up-to-date in every sense of the word. If however, the merchant finds that he cannot give his windows systematic attention in regard to displays, he should at least make an effort to get the dead flies out of them before the snow falls. Flies are detested in every shape and form, and to see them in great numbers in the bottom of a grocery window is not conducive to a keen appetite for the eatables within the store, notwithstanding the fact that the major portion of them are protected.

* * *

The butter situation remains practically the same. First-class creamery is retailing at thirty-three cents a pound, and it would seem as if the thirty-five mark will be reached. In former years when the price of butter advanced here many citizens had their supply shipped in from sections to the north, where there are but few cheese factories, and the great bulk of the milk is manufactured into butter. But while there are no more cheese factories in these districts than formerly, there is no more cheap butter. The farmers have learned that butter is a scarce commodity, and they too have advanced the price. In some sections where first-class dairy butter could be had last year for 18 and 20 cents a pound, it was learned that this year it is selling for 28 and 30 cents.

MONTREAL.

The question of collections is one of prime importance to the retail grocer. With a view to finding what methods brought good results and what did not, The Grocer's representative called on a number of local grocers.

The first merchant made the remarkable statement that he had not lost twenty-five dollars in six years. His method is as follows: He has two lists, a regular and a special list. If a customer is known to be good pay he is put on the special list and allowed to run an account for one month. All the others are put on the regular list and called upon to pay every week. Apart from this no distinction is made and a customer not paying his bill promptly when it is due is not allowed further credit. He said that during the last six years he had not lost a good customer through that system of collection. Another prosperous grocer said that he allowed no credit except to people of whom he was pretty sure, and then he limited them all to one month.

A somewhat different system was outlined by a grocery, 70 per cent. of whose business is done over the telephone. His method was to place a limit to the amount of credit he would give a customer and then treat all alike. "For," said he, "a rich man who won't pay, isn't much better, so far as the grocer is concerned, than the poor man who can't."

Of the other grocers seen, some adopted one means and some another. But on the whole the ones outlined seem to have given the best results. And it is results the grocer is after. One grocer, in speaking of the difficulty in collecting accounts, said: "Why, some of my customers have such exceedingly delicate feelings that they must not be asked to pay at all."

* * *

Another question which was taken up while The Grocer was looking for information from the retailers, and one which brought out some facts interesting to the trade, was that of early closing. Without exception, the grocers called upon highly endorsed the early closing scheme. C. E. Box said that it was more satisfactory every way. There has been an increase in his trade since adopting early closing. It allows him time to balance his cash every day, to attend to arranging store displays for the next day and further, as he said, "it lets me live as well as keep store." E. J. Quinn, when spoken to on the subject said in his characteristic manner: "Why, if a man cannot do business in

business hours, he should quit his business and go at something else." The fact is that a bigger business and a much more satisfactory one can be done by closing early. Furthermore, it is much easier to keep good clerks when they are kept on duty only a reasonable number of hours.

Looking at the situation broadly, reasonable grocers seem to be unanimous in their attachment to the early closing idea and the results reported would seem to fully justify their position.

* * *

Another point worth considering is that of the quality of goods handled. One grocer doing business in a somewhat aristocratic residential section said: "It pays to carry only the best lines of goods, and when one line of goods has been introduced, to stick persistently to that line, for there is nothing like educating the people into using a certain brand, which insures continued custom."

SASKATOON.

The fall number of The Grocer was hailed with joy by many a western grocer and general merchant. Its correspondence pages formed an interesting budget of news from the various centres which would be eagerly read, while other matter was both interesting and instructive. A special feature was the number of window and interior displays which can be copied to advantage by many a store throughout the Dominion.

OTTAWA.

Matters pertaining to trade in general have been more or less disturbed and neglected, similar to an election campaign during the past month, while the Grand Trunk Railway Company has been seeking to acquire a portion of Major's Hill Park as a site for a superb hotel, the cost of which is expected to reach $1,500,000. At the same time it requests from the city council a fixed assessment of $500,000 per annum for fifteen years. It proposes also to build an up-to-date railway station, to be the central passenger depot on the present site of the so-called Central railway depot at a cost estimated to be $1,000,000, on which request is made for a fixed assessment of $150,000 for same term as for the hotel. Strenuous opposition was exercised against any portion of this beautiful park being devoted to any other purpose. The picture of these shaded grounds, with the proposed buildings to be erected by the Dominion Government for departmental offices, forming a background on the eastern side, and the Laurentian Mountains prominent in the northwestern horizon, had become vividly impressed upon the public mind as one of surpassing scenic beauty and one that should be preserved; hence the struggle against any infringement in that direction. But as the park is the property of the country at large, the Government were willing to allow the portion asked for. With the hotel built as designed, this view will be spoiled, and the proposed new buildings hidden in the rear The city of Ottawa is rightfully entitled to a modern central passenger railway station by reason of an understanding with the Canada Atlantic Company that in a bonus paid to it, the sum of $50,000 was included toward the cost of such a building. It has never been constructed. In the meantime the C. A. R. has sold out to the G. T. R. and has placed the city in the peculiar position of having paid the bonus and got "nil" for it. Now the G.T.R. offers to put up the two buildings on conditions only that the hotel may be placed on the park aforesaid with the fixed assessments, etc., and the city to spend $100,000 or so more in widening street approaches, etc. Hitherto, both the city council and the Board of Trade had roundly opposed the park site for hotel use, but finding that no alternative would be considered, they somersaulted to the company's proposals, rather than lose the advantages desired thereby.

Since agreements have been reached and assurances given that construction work will immediately be commenced, it is to be hoped that the impairment to the park may be compensated by the lively stimulus which these works should give to all classes and accrue largely to the benefit of the grocery business.

Should the Dominion Government decide to begin the erection of the new buildings, for which their locations are already secured, the additional benefit in the way of business to the city will be inestimable.

* * *

Messrs. A. L. Pinard & Sons are fitting up a commodious and attractive grocery store in a choice location on Rideau Street. The senior partner has conducted an honorable and successful business in this city for the past forty years and justly merits good wishes for further successes for himself and the firm in their two stores.

Dundas gives some advice to local grocers regarding advertising which might also be aptly applied to a good many other Canadian towns.

A London grocer speaks enthusiastically about the merits of The Canadian Grocer.

Kingston tells of some interesting developments in the local bread situation. The Ingersoll correspondent considers it advisable for grocers to enter municipal politics.

Stratford retail grocers are feeling keenly the advances made by the wholesalers.

The small boys in Barrie "hold up" the local merchants on Hallowe'en.

Chatham tells of a novel advertising scheme inaugurated by a well known local merchant.

Guelph grocers' association is in process of reorganization, with good prospects.

Ottawa grocers are expecting good business as a result of a large amount of building in prospect.

Edmonton merchants are enthusiastic over the probable establishment of a cold storage plant in that city.

KINGSTON.

Kingston is gradually losing the name of a deserted village and its future prospects of being a busy centre are very bright. About twenty miles of cement walks have been built and now new roads are being made and the people generally are spending a lot of time and money in beautifying their lawns.

* * *

The ladies of Kingston got up a Made in Canada Fair recently and it was a big success. They were aided in their efforts by ladies from Napanee and other places. Their appeals for aid from the different firms throughout Canada were answered in a practical and generous manner, in cash, goods, etc. About $9,000 was made, and the proceeds are to be used for the benefit of our General Hospital.

* * *

In a recent letter I wrote about a firm of produce dealers beating me out of 627 doz. eggs, a shipment for which I didn't get a cent. I have heard of others losing by the same firm, and it looks as though they made a business of it. I would like to hear from those who have suffered and arrange to go to the city where the said house exists, and lay the matter before the proper authorities. A letter to The Canadian Grocer office will be forwarded to me.

* * *

The bakers in Kingston did not raise the price of their product. Owing to the advance in flour, they merely lowered the weight, and what a lot of quill drivers got after them. All sorts of arguments came from preachers, professors, doctors, wholesale grocers and the bakers themselves. Some think the standard weight of bread should be two pounds for the half loaf. It was lowered to 1½ and when flour dropped the weights remained the same. Now the weight is 1¼, although some still make it 1½ pounds, hoping to gain new customers. One leading baker is coming out for mayor and it places him in a queer position. If he lowers the weight with the rest, people will jump on him. If he sticks to the old weight, they will say he is trying to pull their legs for votes. So he straddles the fence.

* * *

The scarcity and high prices ruling in the butter market is serious. One merchant who was handling over 2,000 lbs. of Wiarton creamery got word that the factory was going to close down, owing to scarcity of cream. Now the merchant finds difficulty in getting as good a quality of butter to please his trade. Good butter is a great help to a merchant in making a success of business. Butter is selling at 32c. to 35c. here, and eggs 30c. to 35c. a dozen.

* * *

The grocers are working in harmony and advancing prices together.

* * *

The Wilson Co., of Gananoque, have closed up after a successful business career. They adopted the cash system and stuck to it. They would have continued in business but their lease expired and they couldn't get satisfactory renewal. One of the clerks, Mr. Smith, and his brother, are opening up a cash store in Gananoque and feel confident of success.

Mr. Smith learned his trade with our much esteemed James Crawford, of Kingston. The other brother learned the hardware business with Dalton & Sons. Their father, Henry Smith, is in the grocery business here. The boys are sure to succeed, as they are workers and thinkers and are sober and industrious. Mr. Wilson expects to go back to Victoria, B.C., where he spent several years in the grocery trade.

* * *

Prof. Ruddick thinks butter will not go to 40c., as it can be brought from Europe and laid down for 29c. to 30c. The professor, too, generally knows what he is talking about.

BRANDON.

Business in Brandon is beginning to be brisk again after the recent quiet spell. The farmers are selling their wheat and so there is more money in circulation. Grocers in the city find it very hard to get good butter and fresh eggs and of course the prices are high in consequence. Dairy butter is retailing at 30 cents and fresh eggs at 35 cents, but there are no fresh eggs to be had just now, so they are selling pickled eggs.

* * *

Thanksgiving passed off pleasantly and the stores were all closed except one. I suppose Brandon is like every other place—in that they have a "knocker" or two. We are also blessed with a few price-cutters, who do all in their power to demoralize the trade, but they are not of much importance, because they couldn't do any business at all by fair means.

* * *

A carload of British Columbia apples came into Brandon to-day. They are good fruit, and are put up in 50-lb. boxes. We cannot sell many B.C. apples here on account of the prices. They cost the merchant from $2 to $2.25 per box and that makes them hard selling when one has to add the profit. The apples are nicer looking and graded better than the Ontario apples, but they are not so juicy, and have not so fine a flavor.

* * *

The people in Brandon are beginning to get reconciled to the advanced cost of living. Nearly everything in the grocery line is dearer here than they have been in past years. It comes hard on some people here who are just earning a laborer's wages. A large quantity of canned goods are sold here, especially canned fruits, and the prices are all away up. California evaporated fruits are not being sold at all, the prices are so high that the people will not touch them.

* * *

Your Montreal correspondent has taken a step in the right direction—regarding nice, tidy stores. He is a booster all right and cannot say too much regarding this. There is no doubt but tidy stores and well-dressed windows pay. Brandon can be justly proud of her store windows. All the different lines of business keep their windows well trimmed and changed regularly. In closing, I might just mention how quick we can get goods here some times. The Brandon Times of Oct., 28, says: "An instance of rapid transportation was shown yesterday when a car of Spanish Valencia onions was received here by the McPherson Fruit Co., in just 18 days from the date it was consigned in Liverpool. It came via the Empress of Britain and the C.P.R.

STRATFORD.

"Money is tight," and by all appearances there will be many unlooked for and unexpected disclosures made before the expiration of the approaching winter. The outlook is dismal and comatose in not a few, but many lines of business.

The stringency is even felt by the prosperous grocer. Just the other day your correspondent happened to mention the fact to one of Stratford's young and hustling grocers. "Yes," he said, "we grocers know just how tight the money market really is. As things stand at present something will have to be done. Either the grocers will have to reduce the weights in a good many articles or else raise the prices. I don't want to see the prices raised, but something will have to be done and I would rather reduce the weight."

The facts of the matter are these:—The wholesale grocers have boosted the prices of several articles to the retailer and the price has remained the same to the consumer. When the whole matter is considered there is room for "deep thinkers" to get busy and thresh the problem out satisfactorily to both. Since the prices have been raised the retail grocers have become poorer. They have been losing money. If the price is advanced two or five cents by the wholesaler, the retailer loses that much. "The retailers," remarked one dealer, "do not make enough per cent. on the goods sold to warrant the carrying on of business on the square." It is a matter well worth considering and commenting upon.

* * *

There are two or three grocers in this city who firmly believe that effective advertising pays, and the more attractive the advertising the more and greater results will be realized. One day last week while discussing matters, a traveler entered one of these bright and attractive stores with the numerous and nicely-printed advertising cards, he was inspired to tell a story. "An old and seasoned farmer drove into town and backed his rig up against the fresh paint. 'Durn you and your old grocery!' Didn't you see that sign, Fresh Paint?' asked the grocer. 'Of course I did, but I've seen so many signs hung out here announcing something fresh that that wasn't, that I didn't believe it.'"

* * *

The Barnsdale Trading Co. dress attractive windows. This week one of their large front plates is dressed with vaseline goods and the display is a good and suggestive one. We would advise Manager Williams to enter The Grocer's prize contest for the most attractive window displays.

The grocers here report an excellent Thanksgiving trade. Now for Christmas. Several dealers are laying in large stocks in special lines, and no doubt in a very short time the spasmodic advertisers will begin doing a little bit of splashing in that line.

* * *

The majority of the local industries are running full blast and full time despite the stringency of the money market, but others are reducing expenses. On Monday over one hundred employes of the Grand Trunk here were let adrift.

BARRIE.

Produce went the limit here this week, while there was no great amount on the market on account of the wet weather. There was a small demand. Butter sold from 29 to 31 cents; eggs, from 28 to 30 cents per dozen; chickens, 10 cents per pound; turkeys, 12½ to 15 cents per pound; ducks, from 10 to 11 cents per pound; geese, 8 to 10 cents per pound. Potatoes were scarce and advanced 5 cents per bag, which now makes the general price 75 cents per bag. A few loads of oats brought 50 cents and a couple of loads of wheat sold at $1.02 per bushel.

* * *

On our bread may be seen labels which on the home-made loaf reads 20 ounces and on the "bakers'" loaf 1½ pounds, a reduction of half a pound all round. When the writer asked a well-known baker the other day why he had cut the bread down, he smiled and said. "Hard times, advanced prices of material and labor."

* * *

On account of Hallowe'en arriving on Thanksgiving night this year, the young boys held their annual "shell out" the night before, visiting all the merchants of the town with their war cry. They fared pretty well, having their pockets bulged and their faces smeared with dirt, and only did they meet with one mishap when, as one little chap described it, 'A mean old beggar shelled out a pail of water, but we got even, we pitched mud at his windows."

* * *

Mr. James Eadie, official organizer of the Retail Merchants' Association, is in town this week, and is working hard to strengthen the Barrie branch, having called a meeting for to-night.

* * *

An up-to-date "Quick Lunch" man from Montreal has opened up a restaurant on Mulcaster St. this week. He says this is a fine, wide-awake town and he thinks his "quick lunch" should pay well.

* * *

A merchant in the town here, talking to your correspondent the other day, said he had been greatly bothered lately by petty shoplifting and is almost certain he knows the offenders.

(Additional correspondence on page 50.)

FOOD VALUE OF DRIED FRUITS

By Sir Francis Henry Laking, M.D., Physician to King Edward VII.

It is to be regretted that an economical and valuable article of food, in the shape of the dried currant, should be so much neglected. The dietetic value of the fruit is misunderstood and the prejudice against it entirely unjustified. Properly prepared, the currant might, with the greatest advantage, form an every-day item in the meals of the people, who seem to choose their food and arrange their dishes with an ignorance the extent of which is appalling. If people could be taught a few simple facts about the worth of various kinds of food commonly eaten, I am of opinion that much benefit would result. If some elementary knowledge of the chemical components of food could be imparted to the masses, I feel sure that our race would be healthier, more vigorous and better equipped to resist the attacks of disease.

Imagine what would be the benefit, if the toilers could be induced to master and act upon the fact that food, to be perfect, must contain in the proper proportions the three main elements—nitrogenous substances, carbohydrates, and fats. It should not be difficult, say, to popularize more extensively an inquiry into the meaning of "proteids"—that they are, in fact, the albuminous fundamental and principal constituents of the animal body ; that food accurately abundant in proteid makes for the building of tissue and the making of muscle. The meaning of the word "carbohydrates" should not be incapable of demonstration in popular language ; nor should the importance of the proper balance of the sugar in the food be difficult to explain in a manner intelligible to the people.

An Aid to Digestion.

From recent analysis of samples of dried currants the fact has been verified that the fruit contains no less than 73 per cent of sugar in its most valuable form. This great saccharic proportion is already in the shape of grape sugar, and thus is potential to take up its work of producing and maintaining energy and vitality. It is what is known as "invert" sugar, a composite of dextrose and levulose. It assists digestion ; it allays nervous excitement and provides nourishment in case of nervous exhaustion. No fruit can show this large proportion except those of and kindred with the currant.

I wish it could be more generally realized that, in selecting articles of food to supply the constituents of normal diet, regard should be had to the amount of potential energy in the material. It should be an easy matter to convince the people that this or that food is good or bad—that certain things are abundant or deficient in essential food elements.

Currants Versus Beef.

For instance, let us make an interesting comparison, and one that should be quite clear to the average intelligence : I mean the comparison between the components of currents and lean beef. The currants show 73 per cent. of grape sugar, the whole of which contributes to manufacture energy ; the beef contains no sugar at all. Currants contain 1.77 per cent. of proteid ; the beef 19.3 per cent. In currants there is but 20 per cent. water ; in beef 72 per cent., the bulk of which is waste. Lean beef contains but 0.6 per cent. more heat-producing material than currants, the figures of which as regards fat stand at 3 per cent. The figures referring to the currants are taken from a recent analysis by E. F. Harrison, B.Sc. (Lond.) F.I.C., Ph.C., F.C.S. The figures for the beef are extracted from a table of food values compiled upon the researches of such authorities as Church, Payer, Letheby, Blyth, Pavy, Holbrook, Oldfield, Kress and others. The result is the disclosure of the important fact that there is no less than 54.87 per cent. more total nutriment in the currants than in the beef. The point might be advanced that the currants show a low proportion of proteid, but the people should be warned against the dietetic error of using food containing an excess of proteid. They should also be taught how to supplement any deficiency in the various modes of preparing the fruit for table. They should be shown with what ingredients to mix it, so that it may contribute its powerful assistance in building and maintaining the body. Indeed, I am not wide of the mark when I say that, even eaten alone, the currant contains nutriment in all sufficiency.

In the dietary of the peasant classes of Greece, a people remarkable for their hardihood and health, the currant appears at almost every meal, while in Germany and Holland currant bread is a common article of food ; indeed, among the many shapes in which the currant may be brought to table, a bread made of say thirty parts of currants to seventy parts of dough is one of the best.

A Food for the Masses.

Currants contain in the right proportion certain valuable acids such as tartaric, citric, and malic. These acids, while having wholesome individual properties, besides being refrigerant, antiseptic, and antifebrile, serve to modify or adjust the flavor of the sugar and help the other nutriment components of the fruit to readily deliver themselves up. It will thus be seen that the toiling and insufficiently fed masses have at their command a delicious article of food which costs the merest trifle and of which they would surely and readily avail themselves did they but know its value. The middle and upper classes, those who are in a sense indifferent to food regarded in its dietetic aspect, but who select it mainly for flavor, have an important adjunct to the table, which gratifies the palate and operates as a liberal auxiliary to health and well-being.

The splendid varieties of currants grown in the district of Vostizza, and intended to be eaten as dessert, either alone, with almonds, or with any other kind of nuts, are shade-dried, seedless, as indeed all currants are seedless, and of a velvety softness. For children and those who must of necessity adopt a "diet" currants properly treated and prepared will prove a digestive aid and act as a gentle and natural laxative. Therefore, any accusation against this delicious, economical and valuable little fruit must fall to the ground as absurd.—Scientific American.

THE HOME OF BOVRIL.

In London, England, a short time ago, the chairman of Bovril, Limited, allowed a party of over three thousand persons to make an inspection of the factory where Bovril is made. The party was pleased with what they saw. Neither expense nor trouble have been spared in making the premises thoroughly clean. The laboratories where experimental and analytical work is carried on are equipped with the latest improvements. Everything taken into the factory is analyzed before being used, and again analyzed when ready for bottling, although the supplies of raw materials used by the company are furnished by carefully supervised factories in Canada, the British Colonies, and the River Plate. These repeated analyses are necessary to insure a certain standard of strength. The visitors were shown how solid extract of meat, the flavoring and stimulating part, and the albumen and fibrin, the nutritious element, were blended together. The finished product ready for bottling is run off into vats. Some idea of the vastness of the business can be formed from the fact that each of these vats contains the product of the prime parts of over three hundred oxen. Throughout the whole process of manufacture nothing is touched by hand.

Although England is the home of Bovril, the makers claim there is no country where it is unknown. In Montreal it is manufactured under precisely the same conditions and with the same material as in London.

AN ADVANCE IN BISCUITS.

Larger Manufacturers Quote Higher Prices on All Regular Lines.

And now it's biscuits. Several of the larger manufacturers quote an advance which applies to all orders received on and after Monday, Nov. 4. They say that the increased cost of raw materials and labor compel them to take this step. One large Toronto firm quotes an advance of two cents per tin on sodas and on other lines half a cent per pound on three-pound packages. This may be taken as representative of the general advances.

Several of the smaller firms have not as yet advanced their prices, but they will probably fall in line in a short time.

Montreal Wants Tea Inspector

Government Inspectors Have Been Appointed in Other Cities, but Metropolis Has Been Neglected—Strong Opinions on the Subject Held by the Trade—Federal Authorities Vainly Petitioned—Delays Cause Great Loss to Dealers.

Among Montreal tea merchants there has been, of late, considerable indignation over the Government's lack of action in the matter of appointing in Montreal a tea inspector, similar to the officials to be found at St. John, Quebec, Hamilton and Winnipeg. The idea of the Federal authorities in appointing these men was to save time for tea importers by expediting the examination of teas which have to pass Government inspection before they can be placed on the Canadian market.

Before these inspectors were appointed, all teas costing twenty cents a pound or under, in the country of growth, equivalent to twenty-two cents a pound here, were supposed to be tested by the official Government inspector at Ottawa, F. C. Allan. To-day, in the cities where inspectors are located, teas which have to be examined can be tested and passed with no appreciable delay.

Montreal, as the largest tea importing centre in the Dominion should have an inspector.

But there is no official tester.

Just why the metropolis has been neglected in this matter it is hard to understand. One tea man voices the opinion of the majority when he says that there is more tea brought into Montreal—either for use here, or for reshipment to other parts of Canada—than is received in all the other cities of the Dominion put together.

Such being the case, should not Montreal be the first city to have an inspector? This is the logical reasoning of the tea trade. Evidently the Government cannot see it this way yet. Members of the tea trade in Montreal are endeavoring to explain the situation to the customs authorities, but their efforts have availed them little thus far.

Government Petitioned.

A short time ago the tea merchants of Montreal got together and drew up a petition, which was signed by thirty-three firms, importers, or dealers in tea. The heads of these concerns are a sane lot of business men and are representative of the best tea men in Montreal; they are in a position to know more about conditions in the tea trade in Montreal than any other body of men. Consequently they are in a position to know what is likely to benefit the trade and themselves.

An inspector has been needed in Montreal for years—needed in the worst way. Thousands and thousands of dollars have been lost because dealers have been obliged to forward tea samples to Ottawa, entailing a delay which caused the cancellation of orders, while the testing might just as well have been done in Montreal. The petition which was forwarded to Ottawa, and which we reproduce here, stated simply that an inspector is needed in Montreal. The signatures of the largest and best—in fact, all—of the tea trade, which were affixed to this petition, should be sufficient to warrant some action by the Government. Here is what actually followed:

The Government wrote back that they desired the individual opinion of all who had signed the petition on the advisability of appointing a tea inspector in Montreal! They wanted the whys and wherefores, all the ins and outs of the business.

Did Quebec and Winnipeg have to go through all this red tape? Rather, was not an inspector thrust upon these cities?

How reasonable the tea trade in Montreal have been may be gauged from the fact that they have not up to recently pushed the matter of appointing an inspector. As long as other cities in the Dominion were being treated in the same manner they offered no objection. In demanding an inspector for Montreal the trade are now but insisting upon their rights—insisting only on plain justice and fair treatment.

Shortly after Montreal tea men filed their objection to the unjust deal they were receiving, the Government made an effort to conciliate the trade.

Apparently the official mind at Ottawa was slightly affected by the strong wave of protest which swept down upon it. At any rate the authorities have since been trying to make life easier for tea men in the metropolis. The result of their efforts appeared in the Telegraph Release System.

As explained in the foregoing, the Government requires that samples of all teas costing under twenty cents shall be forwarded to Ottawa for examination. Formerly the result of the testing was sent to Montreal by mail, but by inaugurating the Telegraph Release System the Government began sending word of the outcome of the test by wire.

As the good people at Ottawa reasoned, the matter, a lot of tea would arrive in Montreal in the morning. A sample package would be taken to the customs examining warehouse, and from this a sample would be taken, forwarded to Ottawa the same morning, received the same day; tested in Ottawa next morning; and released by wire the morning after its arrival in Montreal—all so quickly done, and without any trouble.

This would be all right if the theory was borne out by practice. But as a matter of fact such quick work is unknown to the tea trade. They may have dreamed of the possibility of such prompt action, but the realization has not yet been experienced. According to the Customs Department in Montreal this dream could come true but for the railway companies. They do not always make life easy for the customs officials. The best explanation of their position in the matter is found in the words of the chief grocery examiner.

Some Opinions.

Edward Donahue, assistant customs appraiser, Montreal, who looks after the grocery department of the customs work, when seen by the Canadian Grocer, stated that as far as the Customs Department was concerned he could see no cause for complaint because of delays.

He said that 90 per cent. of the teas received in Montreal came direct there

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The following is the petition referred to in the text. It was drawn up and signed by Montreal tea merchants and forwarded to Ottawa:

PETITION TO OTTAWA.

"The Minister of Customs,
Ottawa, Ont.

"Dear Sir:

"We, the undersigned tea importers of the city of Montreal, beg to ask you to consider the advisability of appointing a tea inspector at this port in the same way you have recently done at other ports of much less importance than Montreal.

"We suggest he be allowed to pass judgment on all teas coming direct from the country of growth.

"The delays existing at present are very serious to our business, and we beg you to give this matter your very careful consideration as we look upon it as a matter of the greatest importance.

"Yours faithfully,

Jno. Duncan & Co., Doyle & Jackson, R. W. Forester, Lockerby Bros., Ltd., Mathewson's Sons, Forbes Bros., L. Chaput, Fils & Cie, The E. D. Marceau & Co., Ltd., Hudon & Orsali, Crosfield, Lampard, Clark & Co., J. S. Hetherington, Jas. Rutherford & Co., Hunt & Co., Birks, Corner & Co., Rose & Laflamme, J. &. W. Kearney, C. N. D. Osgood, Hudon, Hebert & Cie, Ltd., Watt, Scott & Goodacre, Bartley & Reid, Laporte, Martin & Cie, Ltd., Shaw T. Nishimura, W. H. Halford, William Galbraith & Son, Tamilkande Tea Co., W. D. Stroud & Sons, Kearney Bros., Alec. Hendery, Jas. S. Mitchell, Demers, Fletcher & Co., Thos. Wood & Co., S. J. Carter & Co., A. W. Osgood.

by rail, from British Columbia ports, where they are entered direct from the country of growth. Six to seven per cent. of the total receipts of teas came from London by boat, while 2 to 3 per cent. came from the States. The Customs Department, upon notification of the arrival of a shipment of tea, at once has a case of each lot contained therein sent to the examining warehouse, and from these cases samples are taken and forwarded to Ottawa. As stated above, only teas valued at 20c or under in the country of growth, equal to 22c a pound here, are sampled for test at Ottawa. Teas of higher value are passed on to the importers without any test.

According to Mr. Donahue, teas, of which samples are sent to Ottawa the morning of one day are released by wire at ten or eleven the morning of the next. In his opinion there was rarely a delay of more than a day or a day and a half getting teas released. Shipments were immediately released by the customs authorities, upon receipt of the telegram from Ottawa. Mr. Donahue said that the greatest delay was caused by the railway companies. The trouble lay in getting samples from the car in the yards of the transportation company to the customs house, where it could be opened and samples sent to Ottawa. Sometimes, he said, an officer of the Customs Department had to wait days to get a sample package from a car that was somewhere on a siding, waiting until the railway company should see fit to make the car accessible.

Tea men are of the opinion that there is absolutely no reason why sample packages, representative of the lots contained in a car should not be obtainable at once upon the arrival of the car in Montreal. A good tea inspector would see to it that the matter was attended to and there would be absolutely no delay whatever.

Representative tea men when interviewed by The Canadian Grocer, were almost unanimous in stating that it was most necessary that an inspector should be appointed for Montreal. Here is what some of them say :

Crosfield, Lampard, Clark & Co.

A. J. Wiliams, Montreal, manager for Crosfield, Lampard, Clark & Co., when seen by The Grocer, said that no further action was being taken at present. A petition was sent to Ottawa some time ago, and a reply received from Hon. Wm. Paterson, Minister of Customs, desiring an expression of opinion from the individual tea merchants. So far, the merchants had not given the matter detailed consideration.

Said he: "Previous to the appointing of inspectors at St. John, N.B., Quebec Hamilton and Winnipeg (which Hon. Mr. Paterson's letter states is only an experiment), Montreal had an arrangement by which teas were passed at Montreal. Edw. Donohue, appraiser in the Customs House, inspected all teas coming to Montreal, and whenever there was any doubt, he forwarded the samples to Ottawa.

"This was quite satisfactory. I do not know why this arrangement was not continued, most probably it was owing to the fact that large quantities of teas which had been rejected in the United States were brought into Canada. All teas rejected in the United States, when brought into Canada, should be sent to Ottawa for inspection, but why Montreal, the greatest port in the Dominion, should be made subservient to Ottawa, while very much smaller places are given inspectors, is simply a piece of discrimination against Montreal, which is not fair to the trade. At present, a shipment of tea arrives, say at the Bonaventure Station, sample packages are sent to the Customs, samples are forwarded to Ottawa, and the results sent back. All this causes a delay of from one week to ten days.

"Montreal needs a tea inspector, its trade is large enough to justify the appointment of one, and it is inconvenient and unfair to the merchants to force them to be thus dependent upon Ottawa.

Shaw T. Nishimura's Views.

T. Kusonobu, manager for Shaw T. Nishimura, is one of the strongest advocates for the appointment of an inspector in Montreal. His firm is the largest native importing house in Montreal, and every year they bring large quantities of tea from Japan to Canada.

"The delays we suffer owing to the arrangement we are forced to abide by," said he, "are anything but profitable. There have been times when we have been tied up days and days. We have had tea lying in the warehouse here for indefinite periods. Of course, if we wished to do so, we might secure the teas upon becoming responsible for them to the extent of returning them should they be turned down by the official tester at Ottawa. We bring in good teas, but we have no standards to go by and we cannot always be sure that our lots will pass. Why, a firm might bring in a certain grade of tea season after season, without any trouble, and suddenly they would be held up for some unaccountable reason. However, regarding the appointment of an inspector in Montreal, the sooner it is done the better pleased will be the trade."

What W. H. Halford Thinks.

One of the best tea men in Montreal is W. H. Halford. He is as well informed upon Montreal conditions as anyone.

"It is shameful," said he, "that Montreal, the largest port in Canada, should be passed over in this manner. The Government sees fit to appoint inspectors in St. John, Hamilton, Quebec and Winnipeg, yet passes the most important centre of the lot, as it would some small village. If the places I have mentioned require and secure a tea inspector, certainly Montreal needs and should have one also. There is not a tea man in town but has suffered some sort of a loss through the delays occasioned by the necessity of sending samples of teas to Ottawa for test.

"The appointment of an expert tea man in Montreal, as an inspector would obviate the necessity of sending samples to Ottawa. He could look after the interests of the tea houses here to the satisfaction of all, and he could put through a lot in one day as compared with the week or more required now."

Some Further Opinions.

Mr. Doyle, of Doyle & Jackson, said: "The Ottawa inspector's test results are never received by us under five days from the date the samples leave Montreal. Not infrequently there has been a delay of fifteen days. If Montreal had an inspector the goods could be released in about one day."

When asked what was the effect of this delay on the trade, Mr. Doyle said:

"The loss is enormous, but can hardly be estimated in dollars. Buyers get tired waiting for the goods to be released and cancel their orders. And, further, at this time of year, when orders are to be shipped by boat, if the boat is missed, the orders simply cannot be filled."

Jas. Rutherford, when called upon, in addition to protesting against the inconvenience and injustice of the situation here, said that one of the railways had, on certain occasions, refused to deliver shipments of teas until they had been released by word from Ottawa. and at the same time HAD THREATENED TO CHARGE DEMURRAGE.

"The whole situation here," concluded Mr. Rutherford, "is very unsatisfactory, and can be remedied only by appointing a tea inspector for Montreal."

John Patterson, of John Duncan & Co., was very skeptical about the value of an inspector. "The whole trouble," said Mr. Patterson, "is that the chances are the post would be filled by some 'Jack-inOffice,' and the result would be more officialism than ever." Further, John Duncan & Co. say they do not feel the hardship of the situation to the same extent as some other merchants, because they have their own storehouses, and the Customs allow them to have their goods conditionally, without waiting for the decision of the Ottawa inspector.

Twenty-five years ago," said Mr. Patterson, "an appraiser was appointed for Montreal, but the results were not satisfactory enough for the office to be continued."

H. R. Barnard, of Hunt & Co., said that on an average they had to wait ten days for their goods to be released. Sometimes they got them through in seven days, but frequently it was over ten.

"If there was an inspector in Montreal," said Mr. Barnard, "the delay would not be over two days at the outside. The lack of an inspector is a very serious inconvenience because retailers who are in a hurry to have their orders filled, cannot always wait for the release of the goods. Further, there is a financial loss when teas are sold on terms to date from delivery. For, during the time the goods are lying tied up,

the dealer loses the interest on the money invested."

When Mr. Barnard was asked about the danger of getting a "political heeler" for an inspector, he said:

"There is a danger in that quarter, but I would take my chance on it, anything being better than the present state of affairs.

When A. L. K. Browne, manager for Thos. Wood & Co., was seen, he said that it was manifestly unfair for the metropolis of the Dominion to be without an inspector, when a number of less important places had inspectors. He pointed out that the inspector, if appointed, should be some tea expert, who was in no way connected with the trade here, "for," said he, "any person connected with the trade, and who was also inspector, would be in a position to see exactly what each merchant was importing, which would certainly be unfair."

Mr. Browne thought that a solution might be found by following the system in operation in the United States where there are tea experts, who are paid a salary to inspect teas. These men are wholly unconnected with the trade.

"The difficulty here," said Mr. Browne, "arises from the fact that the Canadian Government derives no revenue from teas, whereas the United States Government does.

"A solution might be found by having Mr. Allan, the inspector at Ottawa, stationed at Montreal, or, at least, have him come to Montreal twice a week, and have the inspection of teas done here."

Alex. Orsali, of Hudon & Orsali, who is the Grocer's representative on the Board of Trade Council, and who brought the matter up at the last meeting of the Board of Trade, said that the offer made by the Department at Ottawa to send the samples of tea to Ottawa free of cost, and to telegraph the results to Montreal had not proved satisfactory, and that the Board of Trade Council was ready to take the matter up as soon as a second petition was prepared. He said:

"As an example of how the present system works out in practice, a lot of Ceylon green tea was shipped from a Hamilton firm to us. This shipment was entered at the Customs House, in Montreal, on Oct. 10, and the goods were delivered on Oct. 17. Thus the goods were simply tied up for a week. And this is the state of things under favorable circumstances; otherwise the goods would have been held for perhaps fifteen days, though even three weeks' delay has been reported from some quarters.

What the Railways Say.

The Grocer called at the City Freight Office of the Grand Trunk Railway, and found them very much in favor of the idea of having an inspector for teas in Montreal. At present the shipments of tea have to remain, on an average, one week in the freight sheds, which greatly adds to the congestion. If there was an inspector at Montreal the goods need not remain longer than one day under ordinary circumstances, and two days during a rush.

W. P. Martin, C.P.R. freight agent, expressed himself as being very much in favor of appointing a tea inspector from a railroad main's standpoint. He based his opinion on two main reasons.

"Montreal," he said, "is the largest centre in Canada, and handles enough business in teas to amply justify the appointing of a permanent inspector."

"In the second place, such an amount of freight of all kinds is handled in Montreal, that the delay caused by holding up shipments of teas, while samples are being sent to Ottawa and results communicated to Montreal—all of which takes about a week—makes such a congestion in the warehouses that it is almost impossible to give the best service to merchants. Almost every day new shipments of goods are coming in, and blocking up the shipments which would have been delivered had there been an inspector in Montreal to release them promptly. The tea men cannot very well blame us. Were there an inspector in Montreal there would be no delay worth speaking of."

The Inspector's Judgment.

It develops upon inquiry around the trade, that the judgment of the official inspector at Ottawa is not always, in the opinion of tea men, satisfactory. Some claim that teas are occasionally shut out, which are in reality of the same quality as other teas which are passed as being fit for consumption in Canada, and vice versa.

To take a concrete case. Some time previous to July 25, 1906, a number of Montreal merchants had teas rejected. On that date a shipment came by New York, which the tea judges in the local trade, claim to have been of the same quality as teas which Montreal merchants had been importing direct, and which were rejected at Ottawa. This shipment by New York consisted of 3,097 packages, making 87,148 lbs., and was worth $6,401.00 plus $640.10 duty. The file number of this shipment in the Customs House is 495. This tea was admitted by Ottawa, and, consequently, came upon the Canadian market.

Board of Trade Supports.

The Montreal Board of Trade supports the movement of the tea men for the appointment of an inspector. Alex. Orsali, of Hudon & Orsali, one of Montreal's leading wholesale grocery firms, is the representative of the Grocery Section on the Board of Trade Council, and he has placed before the Council the opinion of the tea importers in this matter. They heartily support the movement. They wish the tea merchants to prepare another petition, as the Government made some improvement since the putting before them of the first petition, in that they commenced sending test results by wire.

When the Government does see fit to appoint an inspector for Montreal, an expert must be employed. No cheap man is wanted. He must know the tea business from the ground up. He must have received a thorough education in teas. In other words, he must be a practical man. Probably there is no other grocery line which requires so much painstaking study to become familiar with as tea. A man cannot pick up a knowledge of it in a few months, sufficient to warrant his holding an important position, such as tea inspector for Montreal. There are hundreds of grades of tea, and to be a good judge of the various lines a man must have made tea almost a life study. It would take the ordinary man fully a year to become fairly conversant with the various teas; to learn sufficient about them to say he knew a Japan black from a Ceylon black. And even then he would have to do some hard tudying. Better far to pay an expert a big salary and guarantee satisfaction than to pay an ordinary man a fair salary and run chances.

The interests involved are too great to run any risk. By an error of judgment, which an expert would not make, a large lot of tea might be turned down, which would mean a serious financial loss to the importer. An absolutely first-class man, then, or none.

BAITLESS COD-FISHING.

Discovery of Gloucester Captain May Revolutionize Fishing Industry.

Captain Angus Hines, a middle-aged Gloucester fisherman, has discovered a method of catching cod without bait, which, if it does all that is claimed for it, bids fair to revolutionize the industry.

The new device is called a "jigger," and consists of a fish-shaped piece of shiny lead about eight inches long, from the head of which projects a couple of large hooks.

Captain Hines was troubled by a lack of clam bait when fishing off Sable Island earlier in the year, and he fashioned the "jigger" as an experiment. The device worked so well that in a short time his crew were all fishing with "jiggers," and the trip proved particularly successful. Other vessels adopted his method and reported surprising results, over half the fish in full loads being taken without bait. The discovery is regarded as one of the most significant in the history of the fishing industry.

TRADE NOTES.

A. Desilets, general storekeeper, of Ste. Clothilde, P.Q., has assigned.

A. D. Kennedy, general storekeeper, of Ulric, Alta., has discontinued business.

R. E. Sadler, general storekeeper, of Elgin, Man., has disposed of his business to D. McLennan.

M. J. Skinners, of Edmonton, has taken over the grocery business of J. E. McCarthy in that city.

The North End Store Co., who have been conducting a general store in Edmonton, have dissolved partnership.

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THE SITUATION IN THE WEST.

The situation in the West is very largely the situation of wheat at this season of the year, and the past ten days have seen a good many disturbing elements enter the arena. The money panic in the United States has had a very direct bearing on movement of Western crop, and everyone concerned is praying devoutly that our American cousins will speedily get things in shape and allow the market to settle and conditions assume a more normal tone.

It was well understood that banks had decided on a more restricted line of credit for the whole of Canada, but it was not anticipated that there would be any stringency to affect the rapid movement of the Western crop. It seemed to all concerned the most rational thing to get as much of the crop out before navigation closed, as possible. Within the last ten days lines of credit have been much more closely restricted and leading grain men on the Winnipeg Exchange state frankly and freely that they cannot borrow money from the banks to carry wheat across the lakes from Ft. William, and that all wheat must be paid for on going into store at Ft. William.

Some vessels came in light to Fort William and had to leave for Duluth for cargo, because the men who chartered could not pay for the wheat and the banks would not release it until paid for. Men who have been in the export trade in the West for 20 years. state that for the first time when a cargo has been shipped to a reputable firm in Great Britain, the banks have refused to let them draw against that cargo. This condition is the more marked because the cases were drafts on such cargoes have been refused by Old Country houses, have been very rare.

During the famous Leiter corner, a Winnipeg house shipped a cargo to Liverpool, sold at $1.50 per bushel, and before it arrived the bubble had burst and wheat had dropped to 94c., yet the Liverpool house paid the draft on presentation without question. This season these very shippers have experienced difficulty in drawing against a cargo for even less than half the price at which it has been sold.

The banks are strenuously denying that they are restricting crop movement by these hampering regulations, but the market gives the very most emphatic contradiction to these denials, for on Saturday last, when the spread between cash and May wheat was fully 10c., you could not give cash wheat away on the Winnipeg Exchange, except in the most limited quantities, to representatives of Old Country or Canadian milling concerns, who were willing to take a little high grade stuff. The immediate effect of this policy is to restrict buying in the country.

Line elevators have only in a few instances actually refused wheat, but in self protection they have made the spread between street and track wheat so great that farmers will not sell unless absolutely forced to do so, instead, they order a car and endeavor to ship themselves, and the phenomenal number of cars ordered on this account by farmers is one of the very important factors in the grain blockade which is fairly acute at some points.

The small farmer, the man with less than 1,000 bushels, of which there are a large number this year, is simply "getting it in the neck," for he is obliged to take the low street price.

The weather has been so fine for the past six weeks that many people forget that we are within a week or so of the official closing of navigation, and that so far less than 15,000,000 bushels of the wheat crop has been marketed, against over 27,000,000 bushels at the same date last year.

The railway companies have made an excellent record for crop movement, for while last year, out of the 27,500,000 bushels marketed by Nov. 1st, only 11,475,750 bushels had passed inspection at Winnipeg this year of the less than 15,000 000 marketed, over 10,000,000 bushels has passed inspection at Winnipeg.

Now this stringency in money to move the Western crop, is largely the result of over cautiousness on the part of the banks, but if they carry it too far they defeat their own ends.

It is felt in the West that the trouble has largely arisen out of the fact that the headquarters of banks are in the East, and there conditions are not fully understood, and there is no manner of doubt that this present season and its methods will give an immense impetus to the establishment of purely Western banks, with headquarters at Winnipeg.

BE CAUTIOUS.

John A. Green, secretary of the National Association of Retail Grocers of the United States, says in the weekly Trade Press Bulletin, issued by the association :

"Many letters have come to this office asking for information in regard to the outlook for the future.

"While this is a question of more than ordinary importance, and needs more than a passing thought, yet coming in contact with the conditions in several parts of the country, would advise the utmost caution in buying in quantities more than necessary.

"While some parts of the country seem to be in a favorable condition with the outlook for the future exceptionally promising, yet the money market for some time has been in a very strained condition and the last few weeks will bear out the statement that buying beyond the average necessity would not be the best thing to do.

"Prices have reached the highest point for goods sold by grocers, and it would not be surprising if a decline along the line was to take place in the very near future.

"This may not happen, but it is well to use a little caution.

"Should a decline come it may come suddenly and be great."

This note of warning may with advantage be heeded by retail grocers throughout the Dominion.

THE DAIRY SITUATION.

Of late the feeling in the dairy markets has been firm, supplies being scarce and prices high. Butter has been short for weeks. Creamery, of the finest make, has been shipped regularly to western points, an unusual condition of affairs, as the reverse is generally the case. This year there has been a pronounced shortage in the make in Western Canada and the east, itself none too well supplied, has been called upon to produce the wherewithal for trade in the west. The east has been devoting practically no attention to the Old Country, though as a rule, considerable export business is transacted in the course of the season. So great has been the demand at home this year that dealers have paid little attention to English buyers, who in any case were hardly in a position to offer prices as good as were obtainable at home, whether the present extraordinarily stiff values will break or hold depends largely upon the continuance of present conditions. If things continue as they are now, it is not improbable there will be a strong market, though slightly lower prices may prevail for November make, which is never of the finest quality. There has been considerable talk of foreign butter being put upon the market (some having been offered already, but not of the best quality) and should first-class Australian butter be brought along in January, it is likely that prices in Canada will be reduced, provided always that the markets are not too high in England when purchases are made. But that is looking ahead pretty far.

Cheese, the season for which is now practically at an end, has been firm on the average, but during the past three weeks there has been a weaker feeling in the markets with a tendency to lower prices.

Eggs have been in short supply and present prices are likely to hold as demand is strong, with storage supplies not up to the usual quantity. Since a good winter trade is expected and the supply is short, low quotations are not looked for.

FINE WEATHER IN WEST.

Western Canada has been basking in the sunshine of one of the finest autumns on record, while other portions of the Dominion not so favored by Providence have been enduring snowstorms and disagreeable storms. The legend that Western Canada's climate is its drawback is fast being relegated to the lumber room with other dusty relics of an almost forgotten past. We are one nation now in reality as well as in name. Geographically, Winnipeg is the central city of Canada, and very soon it will be the centre of Canada's population. As Canadians become better acquainted with their own country, many misconceptions which have hindered progress will disappear.

THE ABOLITION OF CREDIT.

No more insistent problem confronts the retailer in Canada than the elimination of bad debts, and there is but one solution—the abolition of credit.

In the last generation the methods of business have entirely changed. Transportation systems have annihilated distances; catalogues have supplemented samples, and the facilities for doing every kind of business have increased enormously.

When we consider the conditions on the North American continent, the great momentum that exchange or trade has acquired is easily explained. Nearly one hundred million of the most energetic people on the earth are engaged for the most part in business, each animated with an intense desire to produce —a people to whom Carlyle's essay on work would be superfluous reading.

Holding the commanding positions in this vast army of workers are the huge consolidations or trusts with practically unlimited resources. These shade down to the small joint stock companies, which, as a rule, are one man companies, and at the end of the chain we have the final distributor, the retailer.

As a matter of simple reason it would be logical to suppose that the conditions of credit exacted so vigorously by the trusts would be carried through all ranks of the commercial world, but the reverse is the case, and we find that the last link of the chain is weakest, and the retailer smallest in resources is the one most lax in the respect to his credit.

Examine the bad or doubtful accounts of our large institutions which issue annual statements and note the comparatively insignificant proportions compared with business transacted. The writer has in mind a huge industrial concern whose bad debts amounted to one thousandth part of one per cent. two years ago. We venture to say that not one retailer in America, doing a credit business, could make such a showing.

During the early periods of the country, when trade was not highly organized, credit may have been necessary, but to-day it is more than unnecessary —it is suicidal.

If the retailer wishes to be a leader, and if he desires to serve the entire trade of his district, he must rigorously exact the cash payment, otherwise the mail order house, the larger centres, will absorb the best of his trade, and he earns, instead of a competency, a bare living, instead of an establishment, a precarious business.

MR. IRVING FOR THE SENATE.

T. C. Irving has been suggested for one of the vacant Ontario senatorships. The suggestion is a good one.

Mr. Irving possesses qualities which would make him a valuable addition to the Senate. As Canadian manager of Bradstreets he has acquired a comprehensive knowledge of commercial and financial affairs. He has traveled extensively and knows the Dominion as but few men know it. Twice a year he makes a trip to the Pacific Coast with a view to studying the trade and financial conditions. To his business experience is also added his wide knowledge ol political affairs, having for a generation taken a keen and active interest in politics. For many years he was a personal friend of the late Alexander Mackenzie and was during three election campaigns his financial agent. To these qualifications is added a fund of humor, an asset not to be despised in a public man.

The appointment of Mr. Irving to the Senate would be judicious, and among business men most popular.

GROCERS OPPOSE PARCEL POST.

The National Association of Retail Grocers have taken a strong stand against the proposed new parcels post law in the United States. The retail hardware and other trade associations have been putting up a strong fight against this proposal for years and the combined efforts of the retailers is an obstacle which the United States Postmaster-General will find it hard to overcome.

President Kramer, of the retail grocers, says: "The catalogue houses are so grasping that they are endeavoring to throttle every little corner grocer who is trying to make a living for his wife and children. It is the little merchant that builds up the town and pays his pro rata towards building churches, court houses, good roads, school houses and so forth. Not one dollar do these gigantic mail order houses contribute toward this, and it is now time for each and every merchant to put his shoulder to the wheel and throttle this gigantic scheme."

Secretary John A. Green also said: "We have opposed to us the Postmaster-General, who proposes under any consideration to recommend to Congress some plan whereby this bill may be put into operation. The merchants of Illinois, through their secretary, are doing effective work by circulars and signed petitions. The merchants of other states are also passing resolutions and sending them to the Postmaster-General and the President of the United States. The most effective way, however, to offset any other influence is to appeal direct to the Congressman who represents your district. It is he who has to vote and it is he on whom the promoters of the parcels post must depend for support."

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Dates—New crop arrived.
Walnuts—High prices to arrive N.Y.
Canned Goods—Tomatoes scarce.

Montreal, November 7, 1907.

There is a general feeling of firmness in the trade. Demand in most lines is strong, with high prices generally obtaining. Scaled herrings are in good demand and have advanced 3½c per box. Mushrooms are being offered in small quantities at fancy prices. The new crop of dates are now in. There has been an advance in 1-lb. packages. Tarragona almonds on the spot are very firm. New York reports that there is no falling off in demand for dried fruits for the holiday trade, in spite of the recent stringency in the money market. Rice and tapioca are firm, and supplies are scarce. Especially in rice the market is very unsettled, owing to the reports of a lamine in India. Coffees and spices are reported to be in light supply in the New York markets. There is very little business being done in evaporated apples. Butter, cheese, eggs and honey are all firm with small lots being offered. Maple products are scarce. There is a very active feeling in beans, with very few offerings. The prospects are that continued firm prices will obtain in tea.

Collections are reported slow by the majority and satisfactory by a few.

SUGAR—Prices are unchanged and considerable business is being done.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phœnix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—The syrup and molasses prices remain unchanged. The jobbers are doing a brisk business. Most of the orders have been filled and the primary markets are about finished. Owing to the scarcity of fruit and the high price of butter, corn syrups are in strong demand.

Barbadoes, in puncheons	0 27 0 32
" in barrels	0 31½ 0 33½
" in half-barrels	0 34
" fancy	0 32½ 0 33½
" extra fancy	0 35
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03½
" ½-bbls	0 03¾
" ¼-bbls	0 03¾
" 38½ lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

TEAS—There is not a great amount of business being done in teas. The wholesalers are too busy with other lines of goods to pay much attention to teas this week. Prices are very firm and all indications point to a continuance of this condition. The supply is scarce, especially in low grade teas. Low grades of Ceylon have become firmer recently. So also have Indian teas. There is very little business being done in China Greens. Stocks are small, and low grades are very scarce.

Choicest	0 38 0 45
Choice	0 32 0 37
Japans—Fine	0 27 0 32
Medium	0 22 0 25
Good common	0 20 0 22
Common	0 19 0 20
Ceylon—Broken Orange Pekoe	20 0 38
Pekoes	0 17 0 20
Pekoe Souchongs	0 17 0 20½
India—Pekoe Souchongs	0 16½ 0 18
Ceylon green—Young Hysons	0 19 0 25
Hysons	0 18 0 20
Gunpowders	0 17 0 25
China greens—Pingsuey gunpowder, low grade	0 12½ 0 16
" " pea leaf	0 19 0 27
" " pinhead	0 30 0 45

COFFEES—The coffee market continues steady:

Jamaica	0 12 0 20
Java	0 18 0 30
Mocha	0 19½ 0 25
Rio. No. 7	0 08½ 0 09
Santos	0 09½ 0 11
Maracaibo	0 11 0 13

Roasted and ground 20 per cent. additional

DRIED FRUITS—The first of the new crop of dates arrived the beginning of the week and are being offered to the trade at from 5½c. to 6c. There is quite a brisk demand for figs. Currants are easier, but the decline has come too late to affect the holiday market here. The second direct Mediterranean steamer, Jacona, is due here, She is laden with new malaga and valencia raisins, and the first of the new crop of Tarragona almonds. This cargo should supply the market fully in these lines. The first of the new crop walnuts is expected to arrive in New York about the 15th inst. The prices are so high that many of the dealers are afraid to buy, quotations being fully 4c over last year's prices. This condition is making a better demand for spot goods. The new crop of Grenoble walnuts are expected to open at 15c. The importers are experiencing great delay and difficulty in getting their goods after they are landed at the docks, owing to the shortage of teams for cartage work.

Currants—	
Filiatras, uncleaned, barrels	0 07¾ 0 08
Fine Filiatras, per lb., in cases	0 07½
" " cleaned	0 07½
" " in 1-lb cartons	0 08
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 08 0 08½
" 1 lb. packages	0 08
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 13
" " 1-lb cartons	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 08½ 0 09
Four crown, fancy, 10-lb. boxes	0 06½ 0 07
Three crown	0 06
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs. " " box	0 25 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 06½
Selected, per lb	0 07
Layers, "	0 07½
Dates—	
Hallowees, per lb	0 04
Sairs, per lb	0 03 0 03½
Packages "	0 05 0 06
California Evaporated Fruits—	
Apricots, per lb	0 30
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 00
"Royal Buckingham Clusters." ½-boxes	1 37½
" " " boxes	4 50
"Excelsior Window Clusters"	5 50
" " ½'s	1 50
California Raisins—	
Fancy seeded 1-lb. pkgs	0 13
Choice seeded, 1-lb. pkgs	0 12 0 13½
Loose muscatels 3 crown	0 10½ 0 11
" " 4 crown	0 11½ 0 13

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 09½
" " " 50-60s	0 09
" " " 60-70s	0 08½
" " " 70-80s	0 08½
" " " 90-100s	0 07½

SPICES—Spices are firm. There is a brisk demand and the supply is not heavy. New York reports say that spot stocks are light, everything on the wharves and on this month's steamers being sold. It is also reported that shipments of peppers this year have been short, in all grades, of previous years. Tillicherry and Lamping peppers are 6,000 tons short. Demand for peppers is steady and stocks fairly good. Nutmegs are in better demand at steady prices. The clove market is moderately firm.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 32
Allspice	0 12 0 18
Nutmegs	0 30 0 55

RICE AND TAPIOCA—The tapioca market has recovered somewhat from the recent decline, and eastern sellers have almost entirely withdrawn, showing that the article will likely be held again for higher prices. There seems to be a scarcity and anything near at hand should find ready sale. Practically all the lots which are still on the way here are already sold, leaving very little available on the local market. The cause of this shortage is to be found in the recent decline, which frightened buyers from purchasing ahead, lest the market should go down still farther; consequently many of them have been caught shorthanded. Some of the importers are advising the dealers not to give way in their prices as there is almost certain to be a general tightness all along the line for some time to come.

The rice market is very unsettled, owing to the uncertainty regarding the extent of the reported famine in India. The crops in Burma and Japan, which are the sources of Canada's supply, are reported to be fully up to, or above, the average in quantity, and the quality is expected to be exceptionally good. Should the famine in India prove not to be widespread, normal prices will likely be maintained. The demand has been a little better this week, due to the nearness of the close of navigation.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 7½ 0 08

BEANS—The bean market is practically bare and business has resolved itself into a question of being able to get the goods. The quality of beans obtained is very satisfactory and prices are firm. Peas are very strong and considerable sales are being made.

Choice prime beans	2 20 2 30
Soup peas, whole, bag 2 bushel	2 50 2 60

EVAPORATED APPLES—The market continues featureless.

Evaporated apples	0 .0 0 10½

MAPLE PRODUCTS—The market continues quiet. There is some inquiry but stocks are practically cleared out. There is very little pure maple syrup on the market, and what there is is bringing slightly higher prices. Beauce sugar is more in demand than the other grades because it is stronger and consequently goes farther for confectionery purposes.

Pure maple syrup, bulk, per lb	0 07 0 08½
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08 0 08½
Beauce County, per lb	0 09 0 09½

CANNED GOODS

MONTREAL—The packers continue their deliveries to jobbers. Some lines are of excellent quality, while others are not up to last season's standard. The market is very bare on tomatoes, one buyer reporting the greatest difficulty in securing 2,000 cases from the canners. The pack is generally admitted to be about 65 to 70 per cent. on this line.

* * *

TORONTO—The canners are still making deliveries, and, no doubt, doing the best they can. But many houses complain of delay and say they cannot get supplies with which to fill even a reasonable percentage of their orders. This is especially so with tomatoes. The delay, however, is only temporary, and canners say they are making distribution as fast as they can. Prices are firm and steady on all lines.

BAKED BEANS.

Ontario and Quebec.	Per doz.
1's baked beans, plain, 4 doz	$ .50
1's do. in tomato sauce, 4 doz	.50
1's do, in Chili sauce, 4 doz	.50
2's do. plain	.80
2's do. in tomato sauce	.80
2's do. in Chili sauce	.80
3's do. plain	1.00
3's do. in tomato sauce	1.00
3's do. in Chili sauce	1.00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer, Delhi, Simcoe. etc.

CATSUPS.

2's tomato catsup, tins, Red Cross	$ .75
2's do., tins, Aylmer, Delhi	.85
Gal. do., tins, Aylmer	5.00
Gals. do., tins, Aylmer (screw tops)	5.50
Gal. do., tins, Tiger	4.50
Gal. do., kegs (10 gals. each), per gal.	.45
Gal. do., jugs	8.00
½ pts. do., Delhi "New Process"	1.00
Do., Aylmer, "Canada First"	1.00
Do., Simcoe, "Lyn Valley"	1.00
Do., Lalor, "Monarch"	1.00
½ pts. do., Delhi, "Epicure"	1.20
Pts. do., Delhi, "Epicure"	1.90
Pts. do., Red Seal	1.50
Qts., do., Delhi, "Epicure"	3.00
Do., Red Seal	3.00
Do., Delhi, "New Process"	3.00
Do., Aylmer, "Canada First"	2.00
Do., Simcoe, "Lynn Valley"	2.00
Do., Lalor, "Monarch"	2.00
Do., Tiger	1.75

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Group No. 2
Apples, standard, 3's	1 20	1 17½
" preserved, 3's	1 42½	1 40
" standard gal	3 27½	3 25
" preserved, gal	3 37½	3 95
Blueberries—		
2's, standard	1 17½	1 15
2's, preserved	1 67½	1 65
Gals., standard	5 17½	5 15
Grapes—		
2's Preserved	1 52½	1 50
Gals Standard	3 77½	3 75
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals, red pitted		8 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack		7 65
Gals., red, standard		5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard		5 90
Gals. " solid pack		8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard		6 75
Gals., solid pack		8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75
Peaches—		
1½'s, yellow (flats)	2 17½	2 15
2's, yellow	2 37½	2 35
2½'s, yellow	3 27½	3 25
3's, yellow	3 62½	3 60
3's, yellow (whole)	3 02½	3 00
2's, white	2 32½	2 30
2½'s, white	3 22½	3 20
3's, white	3 57½	3 55
3's, pie peeled	2 02½	2 00
3's, not peeled	1 77½	1 75
Gal., pie, peeled	7 52½	7 52
Gal., pie, not peeled	5 52½	5 50
Pears—		
2's, Flemish Beauty	1 52½	1 90
2½'s, Flemish Beauty	2 27½	2 25
3's, Flemish Beauty	2 42½	2 40
2's, Bartlett	2 12½	2 10
2½'s, Bartlett	2 47½	2 45
3's, Bartlett	2 52½	2 60
3's, pie	1 47½	1 45
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 77½	3 75
2's, light syrup's		1 45
3's, " "		1 95
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 09
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 55
3's, heavy syrup	1 97½	1 50
Gal., standard	3 57½	3 79
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 52½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12½	2 10
2's, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52	10 50
Raspberries, Black—		
2's, black, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's " preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50

VEGETABLE

Asparagus—		
2½'s, tips, California	3 77½	3 75
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red		1 10
2's, whole, " "		1 00
3's, sliced, " "		1 35
3's, whole, " "		1 25
Beans—		
Fancy brands	1 32½	1 30
2's, golden wax	0 92½	0 90
3's " "	1 37½	1 35
Gals. " "	4 02½	4 00
2's, refugee or valentine (green)	0 92½	0 90
2's, crystal wax	1 02½	1 00
Red kidney, 2's	1 07½	1 05
Lima 2's	1 32½	1 30
Corn—		
2's	0 97½	0 95
Gal., on cob		4 90
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Turnips—		
3's,	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Succotash—		
2's	1 27½	1 25
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 07½	1 05
2's, standard	0 92½	0 90
2's, early June	1 02½	1 00
2's, sweet wrinkled	1 07½	1 05
2's extra fine sifted	1 37½	1 35
Gals., No. 4	3 72½	3 70
Pumpkins, 3's	0 95	0 92½
" Gal.	3 02½	3 00
Spinach—		
2's	1 52½	1 50
3's	2 02½	2 00
Gals.	5 17½	5 15
Squash—		
3's	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 07½	1 05
3's, all kinds	1 27½	1 25
Gals., all kinds	3 77½	3 75

ONTARIO MARKETS.

POINTERS—

Mediterranean fruits arriving:
Sugar—Steady.
Beans—High and scarce.
Rice—Strong market.
Collections—Fair to satisfactory.

Toronto, November 8th, 1907.

Interest in the wholesale grocery markets this week centres chiefly in goods to arrive, spot supplies being temporarily neglected. Currants, raisins, almonds and other Mediterranean fruit is being distributed from the cargo of the Belona, which arrived in Montreal some ten days ago, and a further heavy consignment of these lines is due on the Jaconia, Montreal's second direct steamer, which is expected to reach the metropolis in a day or two.

Rice at present constitutes one of the strongest features of the foodstuffs situation. The rice crop has been heavy in China and Japan, but short in India, where it is now most needed to relieve

famine. All indications point to a very strong market for many weeks to come.

The California fig packing season is virtually at an end, according to advices from Fresno. While before the setting in of the rather cool weather this season, the fig pack was expected to average in the neighborhood of 3,500 tons, it is now thought that it will not go above the 3 000-ton mark. This will make it an average pack in size, while it is rather better than the ordinary in quality.

Wholesalers at this centre are almost unanimous in declaring business more active for the month past than for a similar period last year. And there are equally favorable reports on the comparison between the volume of business transacted last month and the amount done in September. Collections are well up to the average, better, probably, from country than from city points. Taking everything into consideration, wholesale grocers seem to have been affected by the money stringency less than men engaged in almost any other business.

TEAS—A representative of a prominent London tea house, who has been visiting the trade here, and is well informed on prevailing conditions, both here and abroad, says that there will be no cheaper teas till next June, if then. The outlook is for stiff prices and short supplies. Stocks held on this market are very small.

Gow, Wilson & Stanton, of London, Eng., report on the situation as follows:

"With little probability of excessive supplies from India or Ceylon, during the present season, and home consumption showing an increase, there seems no occasion to risk overweighting the market, but rather to bring forward offerings in moderate quantities.

"Medium teas are still very cheap when compared with other grades, the average for the whole of Assam from the commencement of the season being lower than has been the case since 1904, while that from Cachar and Sylhet is much higher than it has been for many years.

"The Indian Tea Association and the Ceylon Association in London have forwarded a petition to the Secretary of State for Foreign Affairs, praying for the removal of the differential duty imposed against Indian and Ceylon tea entering Russia."

In the report of Mr. Blecynden, the Commissioner for Indian tea in North America, there are some interesting figures, giving the imports of the different growths of tea into the United States and Canada. China and Japan have recently been declining, while India and Ceylon have about maintained their ground, the total of the two former being 74 million lbs. in 1907, against 93 millions in 1905, and the two latter 37½ millions in 1907, against 35½ in 1905.

Import of tea (in lbs.) into the United States and Canada during the last three years ending 30th June:

	United States.			Canada.			Total for North America.		
	1907.	1906.	1905.	1907.	1906.	1905.	1907.	1906.	1905.
India-Ceylon	16,657,971	17,696,994	17,013,678	21,008,244	20,447:305	18,312,396	37,666,215	38,144,299	35,326,074
China.....	31,233,259	37,466,719	43,122,798	1,163,245	1,260.552	1,605,733	32,396,504	38,727,271	44,728,531
Japan.....	37,411,653	37,812,684	41 970,050	4,226,406	3,910,062	6,739,931	41,638,059	41,722,746	48,709,981
Total lbs.	85,302,883	92 976,397	102,106,526	26,397,895	25,617,919	26,658,060	111,700,778	118,594,316	128,764,586

Further mail advices from London, under date of Oct. 24, say.

"The tone of the market has again been active, although as anticipated the quantity of Indian tea on offer proved rather too heavy to be easily absorbed, with the result that slacker bidding for some of the better grades was experienced. On the other hand, the rise in Ceylon growths continues unchecked, and the average price is now 8¾d. per lb.—fully ½d. above last year. The latest cables from Calcutta report a distinct setback in October manufacture compared with the record outturns during the same period in 1906 and the total amount available for the United Kingdom cannot well exceed last year's figures, if indeed it prove sufficient for trade requirements. This being the case, the position of importers is very strong, and must continue so thoroughout the season.

"It is a somewhat remarkable fact that, in spite of the high market prevailing so long for common tea, the exports from China to this country should show so small an increase as barely ¾ million lbs. Whether shipments will be stimulated in the event of the present strong tendency of common tea being further accentuated, it is, of course, impossible to say, but it has now become apparent that the public at large will not take to China tea unless forced to do so—in spite of the statements regarding increased consumption which lately have been widely circulated. Deliveries for the nine months ending 30th September, certainly showed a small improvement, but when it is remembered that even then the consumption of China was only 3¼ per cent. of the total, the increase is infinitesimal."

COFFEE—Milds on the New York market are ¼c to ½c cheaper than they have been for some time, owing to the heavy liquidation of stocks. The option market went off 40 points during the week, but has since recovered partially and is apparently gaining strength. Willett & Gray say of the situation:

"For the time being the most interesting question in coffee circles is the size of the current Rio and Santos crop. By those opposed to the market it is reported to be large, notwithstanding that large figures are not justified by the receipts so far. In former years of normal crops the receipts of the first four months have given a fair indication of the total outturn, as shown by the following example:

1903-1904—61 per cent. by Nov. 1.
1904-1905—60 per cent. by Nov. 1.
1905-1906—57 per cent. by Nov. 1.

and these crops averaged a trifle over ten million bags. On the scale of 60 per cent., the receipts for the first four months of the present season indicate a total not over nine million bags in Rio and Santos. It is fair comparison on the receipts of previous years.

"Moreover, actual results from some important plantations carry conviction of the small yield of this crop:,

	Harvested. 1906.	Harvested. 1907.
Companhia Agricola de Ribeirao Preto....	280,000	80,000 arrobas
Jose Nogueira, Tera, Ribeirao Preto.....	32,000	4,000 arrobos
Jose Nogueira, Ribeirao Preto	42,000	7,000 arrobas
M. Francisco S. Val, Ribeirao Preto	140,000	50,000 arrobas

(arroba, 15 kilos—4 arrobas to the bag)

"And the big Schmidt estates, which last year gave 201,000 bags, yielded less than one-fourth of it this year. Altogether there is sufficient evidence by actual comparison that the coffee markets must reckon with a quite small crop from Brazil this year. The advance in the railroad freight rates takes effect November 1st, but as coffee delivered into the stations up-country before that date receives the benefit of the old rates, it may be a matter of a couple of weeks before the movement conforms to the small balance left of the crop.

"From a Government representative, who has traveled through Central America recently, it is learned that the coffee crops in Costa Rica, Nicarague and Salvador are scarcely one-half of what they were last year. From other sources it is reported that the result in Gautemala is not much better, so it seems very certain the mild crops will be quite meagre."

The local grocery markets are not yet affected in any way by these unfavorable conditions, there being practically no speculative buying, dealers contenting themselves with doing a purely hand-to-mouth business.

SUGAR—The European beet market has advanced a couple of farthings, which has no effect locally, but to lend strength generally to the situation in refined. The market here is steady, quiet and unchanged from last week. There has been little or no Christmas selling as yet. A New York report on the refined situation says :

"The financial situation affects, to some extent, the consumption of refined sugar, and to a more or less extent the manufacture and sale of the domestic cane and beet sugars, the influence being shown in a departure from the announced policy of selling the latter at only 10 cents per 100 lbs. reduction from cane granulated. The difference has been increased to 20 cents per 100 lbs. (to basis of 4.60c less 1 per cent. at New York), evidently to relieve the beet sugar factories from the monetary pressure of carrying over a large part of their product as in other years. This difference, however, is liable to be reduced to 10c on improvement in financial conditions."

Willett & Gray say of raws:

"Other matters have taken the place of interest in the sugar market during the week under review, and the only reported business is a lot of centrifugals from store at the current quotation of 3.90c per lb. for 96 degrees test basis, showing no change in quotations for the week. European markets have been equally dull and comparatively steady between small fluctuations from 9s 4½d to 9s 3d for beet sugar, closing at 9s 3d for prompt delivery, with futures at 9s 5½d for January-March and 9s 7¾s for May.

"The European beet crop has been further helped by continued favorable weather. The Cuba crop also has been benefitted by rains where wanted.

"Small remaining stocks available from last crops of cane sugars steady the market, and avoid declines which might naturally result from the panic extending from Wall Street over the entire country, a panic, which, in our opinion, is unwarranted by the material conditions of the country and will soon be over, although its disastrous results may be felt for a long time."

Receipts for the week were 34,586 tons, with meltings, 41,000 tons. Stocks in the United States and Cuba together were 250,783 tons.

Paris lumps, in 50-lb. boxes		5 15
" in 100-lb. "	4 85	5 05
St. Lawrence granulated, barrels		4 50
Redpath's granulated		4 50
Acadia granulated		4 45
Berlin granulated		4 40
Phoenix		4 45
Bright coffee		4 40
No. 3 yellow		4 30
No. 2 "		4 20
No. 1 "		4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES— Wholesalers are about sold out on molasses. Corn syrups are still attracting a fair amount of attention. Prices are unchanged.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

DRIED FRUITS—A cable received November 2nd said that the currant market in Greece was active and slightly easier. The probabilities are for steady prices, at least for some time, but if a change does occur, it is more likely to be an advance than a decline. Valencia raisins are steady and unchanged on the original market, with Sultanas from 4s to 5s above the lowest point touched this season.

A report from Denia, dated the second week in October, says of Denia raisins: "Although business looks rather bright, our merchants are just now operating with great caution, owing to the season being already advanced. Transactions, therefore, have somewhat subsided; prices, notwithstanding, remain firm and unchanged for the present."

John B. Jackson, American Minister at Athens, reports that the statistics of the annual Greek currant "campaign" which ends on Aug. 9, old style, each year, have just been officially published, showing the following results: "The total amount of currants exported during the 1906 campaign, as in the preceding year, showed a slight decrease, this amount being 229,212,784 Venetian pounds, as against more than 238,000,000 pounds for 1905. As usual, more than half of the crop was exported to England, the United States retaining second place on the export list, with almost 34,000,000 pounds, or a little less than last year. No currants were shipped to Roumania during the period in question. Brazil took about half the quantity which she had taken the year before, being still the only South American country mentioned. No additional shipments followed the small amount sent to China on account of 1905, and Japan appears as a purchaser to the amount of more than 10,000 pounds. Australia seems to take about 8,000,000 pounds annually."

"Reports from the interior of Oman indicate," says Consul William Coffin of Muscat, "that there is a plentiful crop of Fard dates of excellent quality for the season of 1907." He adds: "The unusually cold summer has, however, greatly retarded the crop, so much so that the cutting began nearly a month later than usual, and Fard dates did not reach Muscat until about September 1. This will to a certain extent affect the American shipments, and while a small quantity of Fards will reach the United States at about the usual time, the bulk of the shipments will be late. It is possible that the cool summer may unfavorably affect next year's crop both as to quantity and quality. A decided shortage is reported in the date crop of the Basra district, owing to the heavy floods there last spring."

	Per Case
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
25 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11	0 11½	Citron 0 21 0 22
Orange	0 11	0 12	
Peaches, "			0 18 0 20

Figs—		
Elemes, per lb	0 08	0 15
Tapnets, "	0 03½	0 03½
Bag Figs	0 04½	0 05

Currants—				
Fine Filiatras	0 07	0 07½	Vostizzas	0 09 0 09½
Patras	0 08	0 08½		

Uncleaned, ½c less.

Raisins—		
Sultana	0 12½	0 lb
" Fancy		
" Extra fancy		
Valencias, selected old		0 05
Valencias, new	0 07½	0 08
Australian		0 08½
Seeded, 1-lb packets, fancy		0 11½
" 16 oz. packets, choice		0 11
" 12 oz. " "		0 09

Dates—				
Hallowees	0 05	Fards choicest		0 09
Sairs	0 04	" choice		0 08½
Domestic evaporated apples			0 09	0 09½

NUTS—The first of the new crop Grenoble walnuts were expected in New York, ex the Zeeland, on Monday last. All reports on the crop are enthusiastic over its fine quality. The crop, as has been known for some time, is very short. It was late in maturing and had a further setback in the wet weather, which prevented drying.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 32	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11

SPICES—Cassias are reported strong, nutmegs, cloves and pepper being slightly easier. Local quotations are unchanged and business is quiet.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon		0 35
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 19	0 25
Allspice	0 20	0 22
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

RICE AND TAPIOCA—The rice market is exceedingly strong, and stiffer prices are looked for shortly. This applies chiefly to Japans and Patnas, which appear to be the grades most affected, the cheaper rices remaining untouched and quiet. The severe famine in India will force heavy supplies to that country, and under the circumstances it is hardly likely that prices will remain stationary very long.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03¾	0 03¾
Patna	0 05	0 06
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 08	0 08½
Carolina rice		0 10
Tapioca, medium pearl		0 08

BEANS — Good quality beans are scarce, and difficult to get at any price, but impossible under about $2. Some houses are not quoting anything lower than $2.25 for the best stock.

Beans have been held rather high to move freely and prices have been shaded slightly, which has secured a better demand. There is some talk of foreign beans being cheaper, which, if true, would considerably curtail Canadian export trade in this line.

Beans, hand picked, per bush	2 00	2 25
" prime No. 1, "	2 00	2 10
" Lima, per lb		0 07

EVAPORATED APPLES — Manufacturers have been holding stocks for unreasonably high prices, but realizing the uselessness of continuing this policy, are beginning to shave prices a little. The new crop seems to be a fair pack. Several cars have been sold at less than 9 cents.

Evaporated apples	0 09	0 10

Western millers have reduced the price of flour 10 cents per bag.

Newton A. Hill, Northwestern representative of Chaput, Fils, Montreal, has just returned from an extended trip to British Columbia and the West. He reports business as pretty generally satisfactory, though a conservative feeling, the result of money stringency is rather prevalent.

Coming to You ?

Would you like to see inquiries about business coming at you like this? Of course!

We can accomplish it for you!

How?

By carrying your message to almost every Grocery and Provision man in Canada—not only in Ontario, mind, nor only in the East, but all over this glorious land—into every town from Halifax to Victoria, and from Winnipeg to Dawson City. And farther than this, we'll take it over the line to the United States, over to Old England, down to the blooming West Indies and further south to Mexico, and even round the world to Australia and South Africa.

You've got the goods. We can put you in touch with the people who are interested in them.

Here's an extract from a letter we got the other day, which shows what we've done for one firm:

> "..... For your information we would tell you that the advertisement referred to has brought us direct results from every province in the Dominion, which speaks volumes for the wide distribution of ihe Canadian Grocer, to say nothing of the effectiveness of its medium....."

We believe we could do the same for you if you'd let us. Why not?

Condensed Advertisements in The Canadian Grocer will cost you only 1 cent per word each week. If you keep the message going for a year the expense will be considerably less. Send the money along to our nearest office and we'll start things going for you next week.

The Canadian Grocer

MONTREAL TORONTO WINNIPEG

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Nov. 7, 1907.)

Few price changes will be noted this week, a temporary halt, at least, having been called in the general upward trend of grocery prices. Business is in a more healthy condition than for some time past, there being a considerable improvement in country collections and a more active demand for staple and fancy lines. Retail business in the country is getting down to a cash basis, the dealers, as a rule, having made a virtue of necessity. The result has been beneficial to all classes of trade.

Canned Goods—The demand for canned goods is none too active, as high prices have diverted consumption to other lines. Except for advances in Clark's meats, there are no changes.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red, pitted, per doz. case	2 41½	2 [illegible]
Currants New—		
2's, red, heavy syrup, per doz	2 [illegible]	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 3[illegible]
Peaches—		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
2 " " "	1 90
3 " " "	2 50
1 " Chili " "	2 50
2 " " "	1 90
3 " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
duck "	3 30
Corned beef " 2's per doz.	2 [illegible]
" " 1's "	1 60
Roast beef	
1's, per doz	1 60
" 2's. "	2 [illegible]
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¾'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	5 75

SUGAR—Market steady. We quote:

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
Icing sugar in bbls	5 60
" in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—Steady at quoted prices:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 [illegible]
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bols, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

COFFEE—Whole green Rio is quoted at 8¾c, and roasted at 11¼c. Ground roasted sells at 12¼c.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	[illegible]
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS—California dried fruits are late in arriving. We quote:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0[illegible]
Sultana raisins, bulk, per lb	0 13½ 0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case	2 15
" " selects "	2 25
" " layers "	2 40
California raisins, muscatels, 2 crown, per lb	0 10½
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ¼-lb. packages per package	0 10½
" " fancy seeded in ¼-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

HONEY—New Ontario honey is still commanding a high price. We quote.

2½-lb. tins (pure), in cases of 24	9 50
5-lb. " " 12	9 25
10-lb. " " 6	9 25

EVAPORATED APPLES—The situation is unchanged since last week. Local jobbers have bought very little new Ontario fruit as yet, being deterred by the high prices asked. The opening price for new fruit will be in the neighborhood of 11c per pound.

RICE, TAPIOCA AND SAGO—Prices are unchanged.

Japan rice, per lb., cwt. lots	0 04½
" 50-lb. lots	0 04½
Rangoon rice, per lb	0 04 0 04½
Patna " "	0 04½
Tapioca, per cwt	8 00
Sago, per lb	0 04½

NUTS—Quotations are steady and unchanged.

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 2[illegible]
Brazils, per lb	0 [illegible]

CEREALS—Oatmeal has not been advanced since last week, but further advances would not surprise the trade, as there is a very small percentage of milling oats in this year's crop.

Rolled oats, 80 lb sacks, per 80 lbs	3 25
" 40 " " 80	3 30
" 20 " " 80	3 40
" 8 " " 80	3 70
Granulated oatmeal, per sack	3 55
Standard, per sack	3 55
Cornmeal, 49's, per sack	0 95
Pot Barley, per sack	2 8[illegible]
Pearl " "	3 85
Pearl " per ½ sack	1 95
Split Peas, per sack	2 75

BEANS—Price is steadily advancing, owing to the short crop. Choice prime are now selling at $2.30 per bushel and hand picked at $2.45.

BUTTER—Dairy butter is in fair supply, the receipts this week being larger than expected. Produce houses are paying 23 to 24c per lb. for No. 1, and 20 to 22c for No. 2. Creamery is selling to the retail trade at 28 to 32c per lb. According to grade.

EGGS—Produce houses are paying 25 to 26c per dozen, delivered in Win-

nipeg. Supplies are short and several carloads have been brought to Winnipeg from Ontario.

Potatoes—Produce houses are paying 50 to 60c per bushel.

CHEESE—Quoted as follows:

Finest Manitoba, large	0 13½
" Ontario, "	0 14½
" " twins	0 14½

CORRESPONDENCE

LONDON.

Brokers report business fair all round, with little change in prices. Fruits are coming in very slowly, with demand good. No Malaga goods have yet reached here, but they are expected this week. Nuts, with the exception of walnuts, are in good supply. The last named are not looked for before the middle of December, too late for the Christmas trade. Teas are still very firm in price and fine coffees are advancing.

* * *

The price of milk has been advanced to seven cents per quart—the highest price on record in this city. A number of dairymen have gone out of the business during the past few months, finding no profit in it, with the high price of fodder, and the increase of 3,000 in population the past year finds the city with a diminished milk supply. Even if milk is shipped from outside places, as has been proposed, there is no likelihood of a drop in price, as it will cost from a cent to a cent and a half a quart to bring it here. Many dealers are wondering how they will manage to supply their customers.

* * *

The authorities at the city hall are in constant receipt of complaints regarding short-weight butter on the market, and are being asked to take steps to punish offenders, of which there are said to be many. The matter is to be brought up at the city council.

* * *

The annual report of the Western Ontario Commercial Travelers' Association which is in course of preparation, will show a very prosperous year. It is expected the membership will show a total of 2,500, or 100 more than in 1906. The growth is regarded as remarkable, and as a pretty fair index of the splendid commercial development which western Ontario, and this city in particular, has been experiencing.

* * *

Fire broke out in the grocery store of W. E. Vanderveer, corner Talbot and Bathurst streets, Sunday night, and did damage to the amount of about $500.

* * *

The grocery business for some years conducted by McCutcheon & Co., corner of Waterloo and Oxford streets, has been purchased, together with the building, by J. H. Rosser.

* * *

J. Beach & Son, grocers, Cheapside street, have sold out to a party from the country.

* * *

The annual meeting of the Middlesex Beekeepers' Association was held in the city hall on Saturday last, when several interesting papers were read and discussed:

A. Laing, of St. Thomas, gave a fine paper on "The Benefits Accruing to Beekeepers by Following Advice and Suggestions of the Honey Exchange Commission of the Ontario Beekeepers' Association." A most beneficial, practical discussion was created by Mr. Elliot's address on "Queen Rearing." A paper from W. J. Craig, of Brantford, dealing with the advantages of keeping in touch with the honey exchange commission of the Ontario Beekeepers' Association was read by the secretary. The officers for the past year were unanimously re-elected, as follows: President, F. H. Miller, Ayling; vice-president, George Kimball, Reeve, London township; auditors, Wm. Hill, St. Thomas, and E. M. Husband, Delaware; secretary-treasurer, E. T. Bainard, Lambeth. The association report increased interest in the work of the local association, and a large number of new members.

* * *

You can always tell the grocer who does not read The Canadian Grocer. He is a man who, outside of his own business, knows little or nothing, and seems to care less about what is going on in the trade generally. He is out of date and so long as he will not read, will remain so. The man with his heart and soul in the business is ever anxious to learn, and consequently is always learning. It is significant that the most prosperous grocers in London are subscribers to and constant readers and students of The Grocer. "Why," said one to your correspondent, "without The Grocer I would be lost. The market tables alone are worth more than the paper costs, and the vast amount of general information I find most invaluable. No sir, I couldn't get along without The Grocer."

* * *

At the marriage last week of the only daughter of James Jupp, grocer, which took place at the residence of the bride's parents, there were present representatives of three generations, each of the bride's and bridegroom's families.

SHERBROOKE.

With the harvesting season over and winter close at hand, the crop situation can be more easily definitely determined. A chat with farmers recently seemed to bring out the fact that the position of the farmer this fall is somewhat more comfortable than that of the city consumer. Some farmers in certain localities have had excellent success this year, while perhaps only a short distance from them others have had wretched luck with their crops, but all are getting high prices for what they have to offer.

* * *

The supply of hay in barns of this district at the present time appears to be well up to that of the average year. Early in the season the hay crop prospects were not bright. Matters improved, however, and the crop harvested is larger than last year. Some hay was, however, damaged by the great fall of rain or because of standing until over-ripe. Hay prices, however, are away up. The prevailing price is now about $14 per ton in this city and vicinity. Prices on farms beyond the reach of the city market are from $10 to $12 per ton, but there is reason to believe that this will go much higher and some are looking for $20 for hay by spring. In the country as a whole, the hay crop was small and shippers are already buying wherever possible to meet the growing demand.

* * *

The potato crop is bad and rotten, and will realize very small profits for the farmers. Those farmers who grow potatoes in sandy fields have been more fortunate this year than the majority. These crops seem to have fared quite well. Although they were rained upon just as hard as the others the farmers had only to dig them and spread them on a dry floor and they were good and sound. The prices are now ranging from 55 to 75 cents, with strong prospects of a much higher price being attained and perhaps a little shortage experienced.

* * *

Grain is not, on the whole, quite up to the average, but everything considered, the farmers feel fairly well satisfied. Like the hay, the grain has not proved equally as good in all localities. The crop is probably about two-thirds of the average. The pea crop (soup) is reported to be just about one-third of the average crop. The farmers about this vicinity seem to be inclined to hold on to their grain and watch the market. Some feel certain that higher prices will be procured later on.

* * *

The apple crop has been put down as an almost complete failure. The heavy frosts of last winter are blamed for this loss to the growers. The smaller limbs and branches of the trees were frozen and killed by the severe weather. The smallness of the crop is being felt on the Sherbrooke market. The quality of those being offered for sale is also far from good. Even with the bad luck they have had with their crops this year the farmers hope to make up some of their loss by higher prices of their produce, and certainly the tendency is in this direction.

MONTREAL CUSTOMS HOUSE ABLAZE.

On October 31, a dangerous fire broke out in the top storey of the Montreal Customs House, in what is known as the oil room. Prompt action on the part of the city fire brigade succeeded in extinguishing what would otherwise have been a most disastrous fire. As it was, the damage to the building will be about $10,000, and in addition, the injury to goods stored in the building, which were injured more by water than by fire, will amount to the neighborhood of $40,000, making a total loss of about $50,000.

D. F. Carter, who has been with W. H. Dunn & Co., has recently been appointed representative for Montreal and the Province of Quebec for Thomas J. Lipton.

Mr. Grocer—

Your aim is big profit and satisfied customers. In the Coffee line you get both when you sell

KAISER Malted Health COFFEE

TRADE MARK

Guaranteed 100 per cent. more healthy and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 pounds in box.

Order from your jobber.

THE KAISER MANUFACTURING CO.

Unique and Striking Designs, Rich Colorings and Low Prices make

Staunton's Wall Papers

An exceedingly attractive and profitable line to handle.

We give you goods that sell strictly on their merits.

You will appreciate this line when you see it.

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Makers of Superior Wall Paper

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In Everything We Manufacture

Our Aim is Quality.

That is Why We Make

"Young Tom" Washing Powder

which is

"For Purifying and Cleansing Unexcelled."

We Make the Best High Grade Toilet and Tar Soaps

Our aim is to place the product of our factory in every Canadian home.

The Young-Thomas Soap Co., Ltd.

REGINA, - CANADA

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**

Don't Grope Around in the Dark

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of the Canadian Grocer

One Cent Per Word

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
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Fresh Pork Sausage

Colder weather creates a good demand for nicely seasoned, tasty Pork Sausage, it also carries better in cold weather and will prove a tempting tit-bit on your counter.

Order now to go by express every day or as often as required.

F. W. FEARMAN CO. Limited
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CORONA BRAND

HAM AND BACON

has not reached the top of the provision market through accident. Sheer merit has brought it there. Every ham and every side of bacon bearing the "Corona" trade mark represents the highest grade of pork perfectly cured.

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MONTREAL, P.Q.

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70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Still another decline has occurred in cheese, and dealers are quoting prices to-day which are the lowest which have been seen for weeks. Receipts have been small the past couple of weeks, while export figures have not been as large as usual. There is more or less export trade being done, however, dealers being anxious to ship all orders they possibly can by the direct boats before the close of navigation. The port of Montreal will close about the last week of the month. Some of the boats have already made their last trip of the season.

English buyers are not greatly tempted by the declining prices, and seem to be playing a waiting game to a certain extent. What they are calling for at present is cheap cheese, but local sellers cannot do anything better than the ruling prices, much as they would like to make sales.

The range offered runs from 12c to 12⅜c, according to quality. Quebecs bring 12c to 12¼c; Townships cheese is selling from 12⅜c to 12½c; Ontarios are in the neighborhood of 12⅜c to 12¾c. Fine western brings from 12¾c to 12⅞c.

With the advent of November the make is becoming smaller, owing to the closing of many factories. By the beginning of next week most of the larger factories will be closed, and it is probable that prices will be affected, supplies being none too heavy. It would not be surprising to see higher figures within the next couple of weeks.

Receipts of cheese last week amounted to 41.764 boxes, against 51,610 boxes last week, and 69,248 boxes same week a year ago. Total receipts for the season, to date, amount to 1,932,771 boxes, against 2,170,468 boxes during the same period in 1906.

Last week 47,471 boxes of cheese were exported, which is a smaller amount than was exported the previous week, 53,422 boxes, and considerably below the shipments for the same week in 1906, which totalled 71,058 boxes From Montreal, total shipments since May 1 amount to 1,827,317 boxes, against 2,050,279 boxes same period last year.

Butter has been quiet of late, but some dealers are inclined to the belief that the present dullness is but temporary, tradesmen having bought freely, and being at the moment pretty well stocked. Prices run about the same as a week ago, 28c being the average price for boxes, with 28½c to 29c the ruling figures for tubs. Sometimes as much as 30c is asked for finest creamery. Dairy butter is stiff at 25c, and now and then 26c is asked for the very finest.

The quality of the butter now arriving is not up to the usual standard, being rather foddery. Stocks which have been in store since early in the season, or received up to the middle of last month, are first-class as regards quality, but cheese arriving the last two weeks in October, and the beginning of November showed a falling off which is quite noticeable.

Foreign butter, Irish factory, continues to arrive, but not in alarming quantities. This butter does not relieve the situation very much, being but equal to our dairy, it sells at prices about the same as we ask for that grade. At the time of writing it costs about 24c to 24½c to bring into Canada.

As for dairy butter, there is very little on spot. The west, while taking large lots of our creamery butter, is not reciprocating by sending along some of the dairy being made there. One can scarcely blame them, considering conditions. A gentleman from a little place just west of Toronto, a large butter dealer, speaking in Montreal this week, reported sales of dairy at 27c. It is hardly likely that holders would be tempted by 25½c or 26c in Montreal for this product.

Stocks are light according to holders of creamery, some estimating them nearly 50 per cent. below last year.

Receipts of butter last week were 4,685 packages, against 7,006 packages previous week, and 8,049 packages a year ago. Total receipts since May 1 amount to 364,778 packages, against 560,660 packages same period in 1906.

Exports last week amounted to but 5 packages.

THE PROVISION SITUATION

The decline forecasted in our last review is well under way, but is not yet sufficiently advanced to do more than throw the packers into a state of nervousness and anxiety with regard to the future trend of conditions. The Old Country market is off about 3s., but this is looked upon by packers here as only the beginning of what is expected to be a heavy drop. Danish "killings" passed the 40,000 mark last week, deliveries totalling 42,000, with 38,000 announced for this week. American shipments have been considerably below normal, last week's figures being 11,000. In view of the unsettled state of the market, Canadian packers are buying hogs sparingly, and have declined the price, 35c to $5.75, f.o.b., country points, $6 to $6.05 fed and watered, and $6.25 off cars at the factory.

Besides the drop in Canadian bacon, the English market declined sharply on Danish, quotations at the time of writing being 1s. 6d. lower for that country's product than the average price for Canadian ruling last week. Packers here would give a good deal to know what bacon manufactured to-day will be worth when it gets to the Old Country market, five weeks' hence. Said a prominent packer to the writer recently: "If the bacon being made from Canadian hogs to-day could be sold in England at prices on a par with those ruling last week, we should net a nice profit, but for all we know to the contrary, the market may be off another 6s. by that time."

The severe money stringency has forced packers on the Chicago market to liquidate, and provisions have ruled lower under heavy sales. The Journal of Commerce, in their weekly review of the situation, say:

The past week has witnessed considerable liquidation and more activity in hog products, both in cash and futures, owing to the increasing stringency in the money market in the West. There have been rumors the latter part of the week that one of the big packers was unable to get currency to conduct his business, as his collections throughout the country have been very slow since the panic began. As a result, there have been heavy sales of cash lard to exporters during the week, and they have tied up the buyers as to the price, as well as to the amount, so it has been impossible to get the full amount taken, although 10,000 tierces were taken on Friday alone, said to have been sold by one packer. Otherwise the pressure has been confined to the futures, as there has been no export demand for meats in volume on which forced sales could have been made of any amount. At the same time receipts of hogs have continued light, in fact have been lighter because of the financial trouble and the refusal of farmers to sell their hogs except for cash.

On the other hand, the quality is still running quite inferior to the average before the last three weeks, during which the quality has been deteriorating, indicating also that the farmers are holding back their hogs to feed with their new crop of corn, the old having been exhausted in many sections. The home trade has done nothing but a jobbing business, as no one has been willing to buy anything he was not compelled to for immediate wants with money so close. Hence there has been no pressure on meats, and hams have been dull and weak, but bellies held up by light supply."

PROVISION MARKETS

MONTREAL.

PROVISIONS—There has been an advance of ½c on all pure lards. Smoked meats are somewhat easier, while heavy meats are firm under a good demand.

Lard, pure, tierces	0 12½	0 12¾
" 56-lb. tubs	0 12½	0 13
" 20-lb. pails, wood	0 14¼	0 14¾
" cases, 10-lb. tins, 60 lbs. in case	0 13	0 13¼
" " 5-lb. "	0 13	0 13¼
" " 3-lb. "	0 13¼	0 13

Lard, compound, tierces, per lb.	0 09½	0 11½
" " tubs	0 10½	0 11½
" " 20-lb. pails, wood	0 12½	0 12½
" " 20-lb. pails, tin	0 09½	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11½
" " " 5-lb. "	0 10½	0 12
" " " 3-lb. "	0 10½	0 12½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	22 00	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	14 00	15 00

BUTTER—Butter remains firm, although the market has become a little easier than last week. The cause of this is that high prices are causing a falling off in demand. Dairy butter is scarce. Some fresh rolls are being offered and demand for these is good.

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FINE and COARSE SALT
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Toronto Salt Works
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—WE ARE—
BUYERS and SELLERS
Correspondence solicited from **ONTARIO, MANITOBA** and **LOWER PROVINCES.**
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
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Creamery, choice, boxes		0 29
" " pound prints		0 30
Dairy, tubs		0 25

EGGS—The demand for eggs is very active, with very few lots being offered. There are practically no fresh lots arriving. Prices are very firm. New laid eggs are so scarce as scarcely to be on the market at all. They are bringing from 30c to 33c per dozen.

Selects		0 27
No. 1	0 23	0 24
Seconds	0 17½	0 [illegible]

CHEESE—The cheese situation continues quiet. The local market is slightly easier, and there is a limited export demand. Prices remain unchanged.

Cheese, old	0 16	0 16½
" new, large		0 13½
" " twins		0 13¾

HONEY—Honey of all kinds is very scarce. White clover comb honey in 1-lb. boxes is coming in very slowly. The demand continues very strong, and consequently prices are unusually firm.

White clover comb honey	0 14	0 16
Buckwheat, extracted	0 08½	0 10
Clover, strained, bulk	0 12	0 13

TORONTO.

PROVISIONS—The market all round is rather dull this week. Business was brisk for a few days last week, probably a reflection of the general holiday rush, but matters have eased off considerably. Supplies of all kinds of pork products are full, but demand is not at all active. Fresh meats also are featureless. Hogs in street lots dropped slightly at the end of the week but are up at the former prices this week.

Long clear bacon, per lb.	0 10½	0 11
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 10½	0 11
Small hams, per lb.	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams, per lb.	0 13½	0 14
Shoulder hams, per lb.	0 10½	0 11
Backs, plain, per lb.		0 17½
" pea meal		0 18
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb.	0 12	0 12½
" tubs "	0 12½	0 12½
" pails "	0 12½	0 13
" compounds, per lb.		0 10
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	0 08½	10 00
" front quarters	5 00	6 00
" choice carcasses	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	8 25	8 75
Veal	0 09	0 10½

BUTTER—The market is quiet with no appreciable change in prices. The public seems to have put a curb on its butter appetite as a result of the high prices, for the demand has been much easier for a week or two.

	Per lb.	
Creamery prints	0 29	0 33
Creamery solids	0 29	0 28
Dairy prints, choice	0 26	0 20
" " ordinary	0 23	0 25
" tubs choice	0 23	0 25
" tubs, ordinary	0 21	0 23
Baker's butter	0 21	0 22

EGGS—Very little business is passing at the continued high prices. New-laid are becoming extremely scarce.

Eggs, candled	0 23	0 24
" selects	0 27	0 28
" limed	0 24	0 25

CHEESE—Business is quiet with prices slightly easier.

Cheese, large	0 13½	0 14
" twins	0 14	0 14½

HONEY—There seems to be absolutely no demand for honey at present. Prices are unchanged.

Honey, strained, 60 lb tins	0 12	0 13
" 10 lb tins	0 12½	0 13½
" 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb.	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—The market was flooded with poultry for the Thanksgiving business and a good deal of this which was not sold was turned into cold storage. This week the supply is small and a slight scarcity is felt.

Live Weight.

Spring chickens, per lb.	0 07	0 08
Old fowl	0 05	0 06
Ducks		0 08

Dressed weight.

Spring chickens, per lb.		0 12
Old fowl		0 09
Ducks		0 10
Turkeys	0 14	0 15

WINNIPEG.

Cured Meats.

Quoted as follows :

Hams, selected, mild cure, 10 to 14 lb., 100-lb. crates	17½
Bacon, selected, mild cure, 5 to 7 lb., 100-lb. crates	24
Backs, selected, mild cure, 8 to 10 lb., crates	18

Sugar Cured.

Prices for 100-lb. sacks ; add ⅛ for 200 lb. boxes ; ¼ for 100-lb. boxes ; ½ for 50-lb. boxes.

Hams, light, 10 to 14 average	17
Hams, medium, 14 to 16 average	16½
Hams, heavy, 25 to 30 average	16
Hams, skinned, 20 to 25 average	17
Picnic hams, 6 to 10 average	12½
Shoulders, 10-14 average	13¼
Breakfast bacon, clear, bellies, 8 to 10 lbs.	18
Breakfast bacon, clear, bellies, 10 to 12 lb.	17½
Breakfast bacon, wide, 14-16, or strips 6-8 lb.	16¾
Clear backs, bacon, 8 to 10 lb.	17½
Clear backs, bacon, 12 to 16 lb.	16¾
Spiced rolls, long	16½
Spiced rolls, short	14½
Dried beef hams, sets	16
English cured bacon, bellies, 14 to 18 average	16¾
Smoked beef tongues, choice	18

Smoked hams, boned and rolled, 3 cents per lb. additional.

Dry Salt Meats.

Prices for 200 lb. sacvs ; add ⅛ for 200 lb. boxes ; ¼ for 100 lb. boxes.

	Unsmoked.	Smoked.
Long clear sides, 50 to 75 lb.	11¾	13
Short clear sides, 45 to 60 lb.	12½	13¾
Extra short clear, 35 to 50 lb.	12½	13¾
Boneless backs	13	14
Clear bellies, 20 to 25 lbs.	13½	15
Clear fat backs, 12 to 14 lbs.	11½	12½
Square shoulders, 14 to 16 lbs.	12	13

Barreled Pork and Beef.

	Brls.	Hf. Brls.
Mess pork	$25.00	$13.00
Short cut mess, standard	26.00	14.00
Pig pork, boneless, brisket	22.00	12.00
Selkirk bean pork, clear	21,00	11.50
New mess beef	12.00	7.00
New plate beef	11.00	6.50

These are the Days to Sell Such Lines as

Clark's Pork and Beans
Clark's Concentrated Soups
Clark's Vegetable Soups
Clark's Assorted Soups
Clark's Mince Meat

During cool weather Clark's Pork and Beans and Clark's Soups are in great demand. Suggest them to the shopper — a sale will result. From now on Clark's Mince Meat will sell. Obtainable in hermetically sealed tins, in pails, barrels and half barrels.

Drop me a line for prices

WM. CLARK - MONTREAL
Manufacturer

The utmost **Cleanliness** and Experienced **Care** is taken to **Cure**

O'MARA'S

Hams and Bacon

Under Government Inspection

JOSEPH O'MARA
Pork Packer, PALMERSTON

Horseshoe Brand HAM AND BACON

is, first of all, ***reliable.*** Only the meat of guaranteed healthy animals is used. And that meat is cured in a manner which gives it a flavor which has yet to be equalled. Your customer never brings it back. On the contrary, he increases his orders for it.

JOHN DUFF & SON
Hamilton, Canada

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. The public demand will be brisk very shortly.

Supplies can be obtained from—

BOVRIL LIMITED, 27 St. Peter Street — **MONTREAL**
W. S. CLAWSON & CO. 11 and 12 South Wharf — **ST. JOHN, N.B.**
A. B. MITCHELL Mitchell's Wharf — **HALIFAX, N.S.**
R. S. McINDOE 120 Church Street — **TORONTO**
W. L. McKENZIE & CO. 306 Ross Avenue — **WINNIPEG**
A. C. URQUHART & CO. 336 Hastings Street West — **VANCOUVER**

and from all wholesale houses throughout Canada

CEREALS AND CONFECTIONERY

Oat Products Stiffening Under Unfavorable Reports From the West—Money Stringency Affecting Wheat Crop Movement—Inspections at Winnipeg.

Consequent upon reports of a large proportion of Western oats having been severely frosted and a possible famine of the raw material, oat products are, at the time of writing, so say the millers, on the verge of a further advance, variously estimated at from 10 to 25 cents. "This rise will occur," said one dealer, "within the next week." Most of the larger mills are now buying or have already secured at present prices, sufficient supplies to preclude any possibility of their being caught short of stocks at the anticipated advance, but many of the small dealers will suffer through lack of ready capital and may be forced temporarily to suspend operations. There is considerable export business passing, both in wheat and oat products, the latter especially, which are, however, in such heavy demand at home that foreign buyers are unable to obtain the slightest concessions on prices quoted.

In the West keen anxiety is being felt regarding the generally unsatisfactory condition of the grain market. The wheat markets are stagnant for lack of funds, the wheat is at a standstill and bankers declare themselves unable to extend the necessary credit. The Ogilvie Flour Mills and The Lake of the Woods Milling Companies are buying no grades of wheat below No. 3, and another large company, The Western Canada Flour Mills to wit, has ceased entirely for the present, to buy wheat of any grade.

"It is a situation," says a well-posted Westerner, "well calculated to arouse anxiety in all departments of commercial life. Banks may argue as they like, but the fact about which there is no question is that the exigencies of the financial situation have compelled the revision of a system by which the former grain crops have been marketed and have brought about conditions which make it difficult for the grain-buying companies to buy grain for speculative purposes unless they have themselves sufficient financial resources to fortify the enterprise."

Leading bankers in Toronto discredit the statement that the Western banks have shut down on credit absolutely, and state further that as far as their information extends, no single instance has been brought to their notice of any farmer being refused cash for his grain when he wished to market it.

Inspections of grain at Winnipeg on Saturday of last week were 351 cars, a gain of 62 cars over the same day last year. The quality of the grain inspected has been below last year's standard, but over 77 per cent. of the wheat received this season has graded No. 4 Northern or better.

MONTREAL.

FLOUR—Prices remain unchanged. Trade is very satisfactory.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household, bags	6 30
Glenora	5 70
Manitoba spring wheat patents	6 30
" strong bakers	5 70
Five Roses	6 10

ROLLED OATS—Demand for rolled oats is fairly heavy under a light supply. Much of the Manitoba crop of oats is reported to have been severely damaged by frost. Prices are unsettled.

Fine oatmeal, bags	3 40
Standard oatmeal, bags	3 40
Granulated " "	3 45
Golddust cornmeal, 98-lb bags	2 25
White cornmeal	1 65 1 75
Rolled oats, 90-lb. bags	3 35
" 80-lb. bags	3 10
" bbls	6 90

FEED—The feed market continues exceedingly firm. The supply is very scarce, with the demand brisk, both for local and export trade.

Ontario bran	23 00
Ontario shorts	26 00
Manitoba shorts	26 00 28 00
" bran	23 00
Mouillie, milled	27 00 32 00
" straight grained	28 00 34 00
Mill feed	1 50 1 55

TORONTO.

FLOUR—Prices are unchanged, and according to most of the millers, none too strong. The increased offerings of wheat are largely accountable for the weakening tendency. Present quotations are:

Manitoba Wheat.	
60 per cent. patents	5 80 6 20
85 " "	5 50 5 60
Strong bakers	5 40 5 50
Winter Wheat.	
Straight roller	4 90 5 20
Patents	5 20 5 50
Blended	5 25 5 40

CEREALS—An advance in rolled oat prices is daily expected, and if the widely-circulated reports of frost-damaged oats in the West are substantiated by future scarcity, the rise may be only temporary—on its way skywards. At present writing quotations are unchanged from last week, and are as follows:

Rolled wheat in barrels, 100 lbs	3 05 3 25
Rolled oats, in wood, per bbl	6 60
" " in bags, per bag 90 lbs	3 17½ 3 25
Oatmeal, standard and granulated, per bbl	7 00
" " " in bags, 98 lbs.	3 58

CEREAL NOTES.

James Small, baker, of Calgary, is discontinuing business.

Addie E. Hogan, confectioner, of Cornwall, has assigned to Geo. A. Stiles.

The Edmonton Pure Candy Co., of Edmonton, has assigned to J. B. Walker.

J. H. Ross, flour and feed merchant, of Montreal, has assigned to A. Lamarche.

R. B. Hamilton, confectioner, of Mount Forest, has sold his business to W. L. Hamilton.

McCuaig & Dumond, bakers and confectioners, Toronto, have sold their business to C. S. Carruthers.

Regina bakers at a recent meeting decided to stop the house to house delivery of bread. This move is the result of a bylaw recently passed by the city council which calls for the wrapping in paper of every loaf sold to the public.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL BOLTON, ONT.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.

125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

TRADE NEWS AND MARKETS OF NOVA SCOTIA

Thanksgiving Poultry Market Overstocked—Advances in Several Lines—Large Potato Shipments—Something About the Foxberry Industry.

Special Correspondence of The Canadian Grocer.

Halifax, N.S., Nov. 4, 1907.

The wholesale grocery markets are very steady just at present, and there is not much change in the price list. The trade passing is only fair for this season of the year. Considering the high price of all food products, business is quite satisfactory.

* * *

The Woodside Sugar Refinery at Dartmouth has been closed down for some days on account of shortage of coal, but it will start again this week. Quotations on sugar here are as follows: Extra standard, $4.50; Austrian Granulated, $4.10; No. 1 Yellow, $4; No. 2 Yellow, $4.10; No. 3 Yellow, $4.20.

* * *

Rolled oats are quoted at $7 per barrel, and Canadian onions from $1.35 to $1.45 per bag. Evaporated apples are worth 10½c. in large lots, and lard in pails, at 13½c. Canned coffee and milk have been advanced about 50 cents per case, and American beef is selling at $16.50 per barrel.

* * *

The market was overstocked with poultry this Thanksgiving. The demand was very light and prices high. As a result, some of the dealers were hard hit. Three weeks ago some jobbers went into the country and bought up all the poultry in sight. This gave the farmers the impression that there was a scarcity of stock, and they put the price up. The jobbers were obliged to pay from 18 to 20 cents per pound for turkeys, and some af them could not dispose of all their purchases at these prices. Turkeys were retailing at 24 cents two days before Thanksgiving, but on Wednesday morning they dropped to 22 cents, and in the evening some of the jobbers were offering them at cost—20 cents— to clear up their holdings. Others placed their turkeys in cold storage and will hold them for the Christmas trade.

* * *

The Elder-Dempster line steamer Sokoto, which sailed for Mexican ports last week, took among other cargo, 1,600 barrels of Nova Scotia potatoes.

* * *

The West India line steamer Dahome, which arrived here last week, landed at this port 19,000 bags of sugar from the West Indies.

* * *

Heavy apple shipments continue from this port. One of the Furness line steamers sailing last week took over 20,000 barrels. Apple pickers are in great demand in the valley and high wages are being paid.

* * *

J. Burton Chute, the well known flour merchant, of Berwick, N.S., passed away last week at the age of 63 years. He was engaged in business many years and was a prominent figure in his town.

* * *

The foxberry industry in Nova Scotia is booming at the present time. The crop this year is unusually large and the export of berries is very heavy. In the county of Guysboro about four thousand barrels have been picked, and the most of them have been sent to the Western States, principally to Illinois. Large quantitites of these berries are used by the Scandinavians resident in Chicago. This berry industry is a valuable asset to the County of Guysboro, as they sell from $5.50 to $5.75 per barrel, and upwards of $22,000 has been distributed in cash this season. The profits made by some of the shippers have been very small, as they quoted the berries at a figure slightly above what they had to pay for them.

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.

MONTREAL

AND WE WILL GET THE MONEY FOR YOU

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

The Point Is

Will they satisfy your customers? Have they the

QUALITY

to create and keep the best class of business? Undoubtedly Mooney's

Perfection Cream Sodas.

have these business booming qualities.

Not only are they made crisp and tasty from the very highest grade of materials, but they stay crisp and tasty down to the last cracker in the package.

HOW IS YOUR STOCK?

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
P. A. Tippet & Co. "

J. & G. COX, Ltd
Gorgie Mills
EDINBURGH

COCOANUT IS OUR ONE SPECIALTY

and we make it good, as good as the very best.

Our White Moss

was the pioneer Canadian brand. There have been many imitations since but no equals.

The Canadian Cocoanut Co. 613-619 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS.
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY

Dealers are requested to write for special free deal.

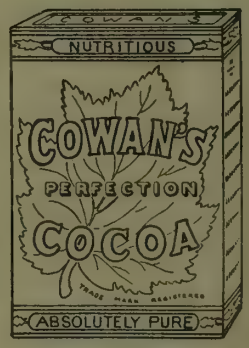
LAMONT, CORLISS & CO., 27 Common St., MONTREAL

There are several varieties, but only one quality of

COWAN'S

Cocoa and Chocolate

That quality is the very highest. When we say that our Cocoa and Chocolate is



PURE

we mean it. This purity, combined with the unequalled "Cowan" flavor has made

COWAN'S

the most desirable brand of Cocoa and Chocolate for you to handle.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CANADA:
No better
Country

MOTT'S:
No better
Chocolate

Quality is never changed—

Mott's

"Diamond" and "Elite" brands of

Chocolate

have kept their uniform quality of Purity during the past thirty years. That's a good thing to be able to tell your customers. It also makes for profit.

FOR SALE BY ALL JOBBERS

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS

J. A. Taylor, Montreal
R. S. McIndoe, Toronto
Jos. E. Huxley, Winnipeg
Arthur Nelson, Vancouver

Short Sketches of Successful Salesmen

Twenty-two years of life on the road, with just as much enthusiasm as at the beginning, is a pretty good record for a commercial man. This is the boast, not boast either, for he doesn't do much of that sort of thing, of B. R. James Norris, who is now a member of the selling staff of the Welcome Soap Company, of St. John, N.B.

Mr. Norris began traveling with the firm of J. W. Tester & Co., of Montreal, manufacturers of high-class confectionery. Handling the sweet things of life seems to agree with him, for when he decided to make a change, which, by the way, was not till ten years later, he joined the staff of the Toronto Biscuit and Confectionery Company, with which firm he was allied until their plant was destroyed by fire. At this time Mr. Norris became affiliated with T. H. Estabrooks and for five years devoted himself to the selling of Red Rose Tea in the district from Toronto to

B. R. JAMES NORRIS,
Of the Welcome Soap Co.

Kingston. In his new position, selling Naptho Soap, Mr. Norris covers this same territory and in addition the Niagara district.

Some years ago, to be more in the centre of business, Mr. Norris moved his family from the old home at Kingston to Toronto, where he now resides at 209 Concord Avenue.

Perhaps Mr. Norris' most outstanding qualification, one that the traveler particularly needs, is his ability to make friends. Being of a genial, though not at all of a light disposition, he leaves a pleasing impression everywhere and thus has a remarkably good connection. One of the factors, he says, that has helped to accomplish this result is the fact that he has always looked closely into the quality of the goods and the reputation of the firm he has been connected with, so that he could assure his customers the very best goods on the market. No one seems to know just how old Mr. Norris is, but one of his former employers, when asked the question, replied jovially, "He looks remarkably young for a man over fifty." In any event, he looks well able to continue his life on the road for as long as he has a mind to.

T. J. DAVIS, WINNIPEG.

An Erstwhile Traveler Who is Now a Grocer.

Some commercial travelers find it hard to settle down to the humdrum existence of retailing goods over the counter. Others tire of the wearing life of the drummer, with its many discomforts and hard knocks, and are only too glad to establish a business of their own and stay with it. The latter are among the best retailers in the country, for they have the dogged persistence which is necessary to success, and they have a wide knowledge of the methods which have spelt success for the best grocers in the territory in which they have traveled.

T. J. Davis, whose portrait is shown herewith, is a commercial traveler who has made a good success of his retail business. Three years ago he was a traveler for the Mooney Biscuit and Candy Company, and previous to his connection with this firm he was for eight and a half years traveling from Calgary for the Hudson's Bay Co. He made a success of the work on the road but he wanted a business of his own, and three years ago he started a grocery at the corner of Notre Dame Ave. and Spence St., Winnipeg.

From the first, Mr. Davis has made good at his business. Experience on the road had shown him the evils of the credit system, and he has insisted strongly upon cash or monthly payments. Mr. Davis is a thorough believer in the maxim that "Goods well displayed are half sold," and he has proved its truth to his own satisfaction.

Not so many weeks ago, The Grocer published a photograph of one of Mr. Davis' window displays and it only needs a glance at this to show that its originator is possessed of artistic ideas as well as sound business ability.

MR. HEBERT RETURNED.

Albert Hebert, of Hudon, Hebert & Co., Montreal, has just returned from a six months' holiday trip to Europe. Mr. Hebert is in fine health and spirits and is prepared, he says, to work as he never did before.

Asked if he had something interesting to tell the grocery trade about his trip, Mr. Hebert replied:

"Not a thing. I have been away for six months, on pleasure bent during the whole of that period. I left here May 2, sailing for Liverpool. I visited among other countries, Italy, Belgium, Switzerland, Holland and France, but in none of these places did I make a study of conditions as they would interest a business man. I was away for pleasure, and did not make one business call, or even think of affairs all the time I was away. But I certainly had a fine time."

TRADE NOTES.

H. H. Evans, fruit dealer, of Toronto, has sold out to R. Horsepool.

There are 12,000 retail grocery stores in greater New York and its suburbs.

The assets of L. Legare & Frere, general storekeepers, of Roxton Falls, P.Q., are advertised for sale.

Ralph Bishop, general storekeeper, of Algonquin, Ont., has disposed of his business to A. W. Latimer.

John E. Graham, who has been conducting a general store at Lavoy, Sask., has assigned to J. B. Walker.

R. M. Common, who has been conducting a general store at Newry, Ont., has sold the business to J. Maybury.

T. J. DAVIS, WINNIPEG.

Roasters and wholesale jobbers are finding Marcaibo coffees exceedingly difficult to obtain, both on the local and New York markets.

Hudon & Orsali, Montreal, have been appointed sub-agents for the Province of Quebec for the Richards Pure Soap Co., Woodstock, Ont., makers of Quick-Naptha, and other brands of soap.

The Laing Packing and Provision Co. have just issued a new hanger, advertising pork, meats and lard, to be distributed among the retailers. It is printed in black letters on a red ground with a border in white.

Eugene Moore, representing Hills Bros., of New York, reports the arrival of the first new Halloway dates. The shipment arrived in New York on Wednesday, 30th ult., by steamer Tabrastan, and was in Toronto the following Monday.

Milk is Scarce

FUSSELL'S

BUTTERFLY BRAND

Condensed Milk

Red Butterfly

Evaporated Cream

Silver Butterfly Brand

Unsweetened Milk

White Butterfly Brand

Thick, Rich Cream

Golden Butterfly Brand

Can Be Shipped Prompt from Europe

Prepared in the Highlands of Norway and Austria

TEN GOLD MEDALS AWARDED

Contractors to the British, German and Norwegian Governments

FUSSELL & CO.

LIMITED

LONDON, ENG.

CABLE ADDRESS: "Fussellato," London. A.B.C. 4th and 5th editions.

Or Particulars and Prices of the Agents,

JOHN W. BICKLE & GREENING
HAMILTON

CARMAN, ESCOTT & CO.
WINNIPEG

A REMARKABLE ADVERTISEMENT

A Candy Factory For Sale at Half-price—St. John May Lose Company Through Disagreement As To Rights.

(Special Correspondence of The Canadian Grocer)

FOR SALE.

To any Persons, Firms or Corporations finding it ABSOLUTELY NECESSARY to locate in St. John, N.B., we offer our FOUR-STOREY and BASEMENT brick factory building 40x100 feet, 240 and 242 Union Street, at less than half what a similar building could be built for at present.

Our reasons for offering to sell are: that Manufacturers are heavily taxed on their Real Estate, Machinery and Stock. Labor, both skilled and unskilled, is scarce, Fuel is high, cost of living very high, and the COMMON COUNCIL will without notice sacrifice existing rights, and will not hesitate to handicap your facilities for doing business, and will refuse, if you desire to object, to give you a hearing.

Building could be altered readily into a tenement building.

This offer holds good during the life of this advertisement.

THE WHITE CANDY CO., LTD.

The above extraordinary advertisement, which appeared in a St. John, N.B. paper on October 22, created quite a sensation and has been the cause of special meetings of the civic board of works. The conditions leading up to it have called out the denunciation of the press of St. John and the matter is now in the courts.

The chief ground of complaint which Thomas F. White, president of the company, puts forward, is that the city is allowing the street railway company to double track Union Street, which is a narrow thoroughfare, and where traffic is always heavy.

Mr. White claims, and his contentions have been well borne out by recent investigations, that the protests and petitions sent to the aldermen, objecting to the double tracking of the street, have been ignored, and that they were refused a hearing before the council. Consequently they decided on the method that has been adopted to bring their grievance before the public. That it has succeeded is attested by the fact that the matter has now been thoroughly investigated and aired by the newspapers.

How it Started.

It appears that the permission to double track the street was given at a slimly attended meeting of the board of works on July 12. The action, however, was not ratified by the council, as it was never before them. Just here arises a fine point in law that the courts will have to decide. The city recorder, after going into the bylaws, has given his opinion that the board of works has power over the streets and that their action is binding on the city without the sanction of the council. The board of works has decided, therefore, that the work must be allowed to proceed. The legal representative of the White Company and other parties on the street who are interested, think otherwise, and they have applied for an injunction to restrain the railway from laying the tracks. By agreement between the parties interested, the case has been set down for argument on Nov. 19, but in the meantime the tracks have been laid and the re-paving of the street is almost completed.

During the heat of the fight, Mayor Sears ordered the chairman of the board of works to stop the work, but the latter refused to do so, in view of the recorder's opinion.

Mr. White's Opinion.

Mr. White feels very indignant over the affair and thinks that in view of the facts he was justified in the assertion that the common council will not only not hesitate to sacrifice existing rights, but will refuse to hear objections when presented in the proper way. He further claims that their action in this matter has seriously interfered with their facilities for doing business, as, owing to their situation, they must of necessity use the entrance on Union Street for the taking in or sending out of goods.

In reply to a question as to just what the advertisement meant, Mr. White said: "It means that if we can sell out we will move our business somewhere beyond the control of or possibility of interference from the St. John city council. We don't owe St. John anything: we have been seventeen years here and nine-tenths of our business is done with outside points. When the merchants of the city come to us it is merely for small supplies to tide over till orders can arrive from other cities."

It is safe to say that noting in recent years has made such a stir in civic circles.

Mr. White feels also that the company should not be taxed on their machinery but only on the stock, the machinery being merely the tools with which the manufacturer makes his living.

TRADE NOTES.

Thos. Gibson, grocer, of Lipton, Man., has assigned to C. H. Newton.

The assets of M. J. Cote, grocer, of Cape Rouge, P.Q., have been sold.

The assets of L. Allaire & Co., grocers, of Montreal, have been sold.

Ducharme & Heneymaude, grocers, of Montreal, have dissolved partnership.

The Russian Market Progress Co., of Winnipeg, has assigned to R. N. Noble.

Murchie & Burpee, general storekeepers, of Edmundston, N.B., have been burned out.

C. D. Fontain & Co., general storekeepers, of Wickham West, P.Q., have dissolved partnership.

Levi Beck, who has been conducting a general store at Yorkton, Sask., has been burned out.

Jas. Hannighan, Toronto, has taken over the business of Chas. O. Gordon, at 859 Bloor street west, Toronto.

Mrs. Clifford C. Morrison, who has been conducting a grocery at Chatham, has sold the business to D. J. O'Keefe.

That's the simplest and most effective way to answer your customers:—

Point to

Lea & Perrins'

Worcestershire Sauce

as the **Best Table Sauce** as well as "The Only Original and Genuine Worcestershire Sauce."

You know it is, tell your customers also.

J. M. DOUGLAS & CO., MONTREAL

Established 1857 — Canadian Agents.

GROCERS FROM THE ATLANTIC TO THE PACIFIC

ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.

E.W. GILLETT COMPANY LIMITED

CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

Established 1852.

APPLE EXPORTERS

The fru nerchants of Great Britain w do well to correspond with us regarding

CANADIAN APPLES

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

FRUITS, VEGETABLES AND FISH

Good Business in Bahama and Spanish Fruit—Vegetable Supply Simmering Down—Fish Markets Active With Good Supplies.

Last week was an exceedingly good one in Canadian markets, the holiday trade making business appreciably brighter. This week was a little quieter, but regular business is picking up.

The demand for foreign fruits, such as Almeria grapes, Jamaica oranges and Bahama grape fruit, is pretty generally good. Grape fruit, particularly, is selling well. "People are eating more grape fruit this year than ever before," said a prominent dealer the other day, "and it is to a large extent supplanting the orange as a breakfast fruit." New Messina lemons will be on Canadian markets this week.

The supply of different varieties of vegetables continues to shrink considerably as the season advances. Home-grown lettuce and radishes are practically out of the markets and their place is being taken by late American goods, which come in good qualities.

The fish market continues quite active, though the Thanksgiving poultry demand made things dull for several days last week. Supplies from British Columbia are plentiful and keep several lines full, but cod and haddock still continue scarce. The demand for oysters is excellent.

MONTREAL.

GREEN FRUITS—Almeria grapes are beginning to arrive in large quantities. California and Canadian grapes are about finished. Fameuse apples are quoted at $4.50 and other varieties all the way from $3.25 to $5. Demand is good and a considerable business is being done in an export way.

Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 25
Cocoanuts, per bag		4 50
Lemons	3 75	4 00
Florida oranges, per box		4 50
Jamaica oranges, bbl		5 00
Nassau grape fruit, box	4 50	5 00
Florida grape fruit, box		7 00
California grapes, crate		3 00
Almeira Grapes, keg	3 00	6 50
Cape Cod cranberries, bbl	9 00	12 00
Nova Scotia cranberries, bbl		11 50
Apples fameuse, bbl	3 50	4 50
" other fall varieties, bbl	3 25	5 00
Canadian grapes, basket	0 40	0 [illegible]

VEGETABLES—The market continues fairly brisk in spite of the uniformly high prices. Canadian vegetables, with the exception of such staples as potatoes, beets and carrots, are practically done, and American truck is already beginning to arrive. The potato crop in the east has not been at all satisfactory this year and turnips and other root crops proved disappointing also, with the exception of carrots, of which the yield proved good.

Parsley, per doz. bunches	0 10	0 15
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
Turnips, bag		0 75
Celery, doz	0 25	0 75
Water cress, large bunches, per doz		0 75
Radishes, doz	0 10	0 15
Spinach, per box		0 50
Green peppers, bag		1 00
Boston hothouse cucumbers, doz		1 50
Potatoes, per bag	0 75	0 80
Sweet Potatoes bbl	3 75	4 00
Sweet Potatoes, basket	1 75	2 00
Beets bag		0 75
Carrots, bag		0 75
Tomatoes, box, 30 lbs		0 75
Corn, doz	0 15	0 20
Spanish onions, small crates	0 65	0 75
" " large crates	2 00	2 25
Canadian onions, lb	0 01½	0 01¾
Boston lettuce, per doz		1 00
Mushrooms, per lb		0 90
Horse radish, per lb		0 20

FISH—Business continues fairly brisk. Some large shipments of bullheads have arrived and are being quickly disposed of at slightly easier prices. Haddock and cod continue scarce. Lake trout and pike are out of season. Kippers are scarce, while haddies and bloaters are arriving in fairly large quantities. The market is firm for all kinds of boneless fish, particularly skinless cod. Salt herring is easy, while green cod is very firm. Bulk oysters tend to be a little easier, but shell oysters continue firm.

Fresh and Frozen Fish.

Haddock, express, per lb	0 05½	0 07
Halibut, express, per lb	0 08	0 09
Mackerel, " "	0 09	0 10
Dore, "	0 10	0 12
Pike, lb		0 08
Market cod, lb	0 04½	0 05
Steak cod, lb	0 06	0 07
Whitefish lb	0 08½	0 10
B.C. salmon, lb	0 10	0 16
No. 1 Smelts, lb	0 08	0 10
Dressed bullheads, lb	0 07	0 08
Smoked and Salted—		
New haddies, boxes, per lb	0 07½	0 09
Smoked herring, per small box	0 15	0 16
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 06	0 08
Boneless fish, 20-lb. boxes, bricks		0 06
Boneless fish, 25-lb., boxes, per lb		0 05
Shredded cod, 2 doz., per case		1 80
St. John bloaters box		1 00
Oysters—		
Standards, bulk, per imp. gal		1 40
Standards, Imp. qt. tins, sealed		0 40
Selects, bulk, gal		1 60
Malpeques, bbl	10 00	12 00
Caraquets, bbl	6 00	8 00
Paper pails, 100, pint size	0 80	1 10
" 100, quart size	1 00	1 50
Pickled fish—		
No. 1 Labrador herring, per bbl		6 00
" " per half bbl		3 25
No. 1 N.S. herring, half bbls		2 75
" " bbls		5 25
No. 1 Mackerel, pails	1 80	2 00
No. 1 sea trout, 10 lb. kegs		6 00
No 1 sea trout, 20 lb. bbls		11 00
No. 1 Green cod, per 200 lbs		7 50
Small " " " "		6 00
Large " " " "	8 00	8 50
No. 1 Green haddock, per 200 lbs		6 00
Labrador Salmon, ½-bbls	5 00	6 00
Salt sardines, bbl		7 00
" " ½ lb		3 50
No. 1 salt eels, lb	0 07½	0 08

The Dawson Commission Co.

handlers of all kinds of Fruit and Farm Produce. Apples and Poultry are specialties of ours. Get in touch with us. We have the selling of about 20,000 barrels of apples. Consignments solicited.

THE DAWSON COMMISSION CO., - TORONTO

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., *82 St. Antoine St., MONTREAL*

TORONTO.

GREEN FRUITS—Last week saw a particularly large amount of business in the local market and matters this week are slightly quieter in consequence. New Messina lemons are in shipment and should be on the market to-day or to-morrow. There does not seem to be much demand for Jamaica and Bahama oranges, but Bahama grape fruit is sell-

ing briskly. Apples are on the market in fair quantity, but business is not at all brisk. Cranberries are advancing steadily, with good demand.

Oranges, Jamaicas, per bbl	5 00	5 50
" Bahamas, per box 1.6's, 2.0's		3 50
" Florida's, new		4 50
Lemons, California, 240, 300, 360, 420	4 75	5 00
" Verdellis 300's 360's	4 00	5 00
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, per basket	0 40	0 50
" spies per bbl	3 00	3 50
" greenings, per bbl	2 50	3 00
" culverts	2 00	2 50
" Fall pippins	2 00	2 50
" snows	2 50	3 00
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firots	1 65	2 00
Grapes Canadian	0 20	0 25
Quinces, per basket	0 50	0 75
Cranberries, per bbl	11 50	13 00
Almeria grapes, per keg	5 50	7 00

VEGETABLES—As the season advances, several lines continue to drop out of the market and the supply of fresh vegetables is beginning to simmer down considerably. The potato market is firm, though otherwise featureless.

New Brunswick Delawares, per bag		0 90
New potatoes, Canadian, per bshl	0 85	0 90
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
Beets, per bag	1 10	1 15
Carrots, Canadian, per bag	0 50	0 60
Cauliflower, per doz		1 50
Parsley, per doz		0 25
Egg plant, per basket		0 30
Celery, Canadian, per doz	0 35	0 40
Celery, imported, per doz		0 50

FISH—Last week's market was dull as a result of large sales of Thanksgiving poultry, but conditions are brighter this week. Further shipments from British Columbia assure good supplies. Ciscoes, which are brought in from adjacent Lake Ontario points, are almost overabundant. There is no change in prices.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb	0 07	0 08
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 10
Trout, fresh, per lb		0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl	5 00	5 50
Halibut, fresh caught		0 10
Shredded cod, per lb		0 08
Shredded cod per doz		0 95
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 09
Oysters, per gal	1 80	1 85
Shell oysters, blue points, per 100		1 50
Bloaters box		1 50
Kippered Herring		1 75

WINNIPEG.

GREEN FRUITS AND VEGETABLES—

Ontario Apples—

	Per Bbl.
Fancy Quebec Fameuse apples, No. 1	$6,00
Fancy Snows, Ontario	5.00
Fall apples, Ontario (green varieties)	4.00
Fall apples, Ontario, (colored)	4.25
Winter apples, Ontario, (assorted varieties)	4.50
Northern Spies, Ontario	5.00

Oranges and Lemons—

	Per case.
Florida oranges	$5.00
California lemons, 300s	7.00

Ontario Grapes—

	Per basket.
Ontario grapes, blue and green	.30
50-basket lots	.28
Ontario Red Rogers	.35

Ontario basket pears (arrive about

New Messina Lemons

1st Shipment, Bright Brand

New Messinas are here

"HOME GUARD BRAND"

300's and 360's

FLORIDA ORANGES

another car has arrived; all sizes in stock.

WHITE & CO., Limited

TORONTO and HAMILTON

Tracuzzi Says:—

"You will find I pack my "St. Nicholas" with the quality others use to **TOP** their Boxes."

A word to the wise—'Nuf sed.

W. B. STRINGER & CO., Sole Agents, TORONTO

Our First Car

FANCY ALMERIA GRAPES

is here

Prime Quality, long-keeping Handsome Fruit

NEW FIGS

Celebrated "CAMEL" brand, A. Hamparzum's Packing, Finest Quality.

3, 5, and 7 Crowns, 10-lb. boxes.

FIRST NEW DATES

Due this week

We would be pleased to have your orders.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

GET IN YOUR WINTER'S SUPPLY OF

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged Sauce of the Premier the World

Holbrooks Limited

Canadian Branch:
25 FRONT ST. E., TORONTO
Canadian Manager, H. GILBERT NOBBS

1st November)	1.00
California winter pears, per case	3.50
Almeria grapes, (kegs)	6.00
California Tokay grapes, (per express only) per case	3.25
Cranberries—	
Cranberries, Cape Cod, per bbl. ...	10.00
Vegetables—	
Sweet potatoes, per bbl.	6.50
Spanish onions, per case	1.25
Valencia onions (large cases), per case	4.00
Native onions, per lb.	.03

THE POTATO SITUATION

In Hartland County, N.B.—Ingenious Fake Butter Tubs.

A Hartland correspondent writes:

"Potato dealers in this county have stopped buying any but potatoes that have been stored in cellars, as potatoes from the field or those stored in outbuildings are apt to have been damaged by the frost. The price is correspondingly uncertain. After a few days it will be possible to determine which potatoes have been frost-bitten and then the sorting over process will be gone through for the second time this season. In the vicinity of Florenceville the frost appears to have worked less damage than around here, and digging continues with fairly profitable results.

"The farmers have another serious drawback in that they have been unable to do much fall ploughing and will therefore begin work next spring under a serious handicap.

"The other day a farmer living not far away brought to Keith & Plummer nine boxes of "butter." He opened one and disclosed as nice a box of butter as ever was put up in Carleton county. Mr. Keith turned it out, examined it thoroughly, and was well pleased. But the farmer had not reckoned on the dealer going through the whole lot, and was much humiliated when the other boxes were examined and their contents proved to be ordinary salt with a little butter packed over the top. Another dealer found an ordinary brick in the interior of a tub of butter."

LATE ALREADY.

Five minutes after the tardy gong had struck the principal of the school was walking through the lower hall, when he saw a pudgy little fellow scampering toward the first-grade room as fast as his fat legs could carry him. "See here, young man, I want to talk to you," called the principal to the late comer. "I hain't got time to talk to you; I'm late already," replied the breathless beginner as the door of his class-room closed.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$1,500 GROCERY BUSINESS—Good town thirty miles from Toronto; doing thriving business. John New.

$4,000 BUYS large brick storey and dwelling on good business corner in Toronto; up-to-date grocery in connection which is also for sale. John New.

IF you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

MANAGER wanted for Northwest to take charge of business of Ontario manufacturer, established there for some years; stock carried; must have good executive ability, be willing to work and competent to handle travellers and office help to best advantage; also furnish satisfactory security communications confidential. Address, stating age, references and salary expected, Box 167, CANADIAN GROCER. [46]

EXPERIENCED salesmen wanted by January 1st by well-established Ontario manufacturers, in line allied to grocery trade, for following territory, viz., Ontario, Manitoba and Alberta; must be reliable, energetic, hard workers, and able to sell and retain the best trade; communications confidential. Address, stating age, references and salary expected. Box 166, CANADIAN GROCER. [46]

SITUATIONS WANTED.

ABILITY with experience—Capable, energetic and tactful, Englishman, 31 years, single, desires management, good disciplinarian, smart salesman, competitive window-dresser, Canadian experience. Taylor, 47 Colborne St., Oshawa, Ont. [45]

MISCELLANEOUS.

WANT BUTCHERS to know I have the best meat cure. The quickest process, the finest and best flavor. Write for circulars. Address F. P. Bixler, Fremont, Ohio.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR?

J.V DE YBARRONDO & Co
Successors to James Violett & Co
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^o ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

YOUR FISH TRADE THIS FALL

Is it bigger than it was last fall?
It ought to be if you handle

Atlantic Fish Co. Products

such as Halifax and Acadia Codfish, Halifax Shredded Codfish, Duff's Boneless Herring, etc., etc.

These lines are the standard prepared fish products of Canada; their quality is guaranteed

A. H. BRITTAIN & CO., MONTREAL, AGENTS

Quality and Satisfaction

is what you get in every can of

BRUNSWICK BRAND GOODS

We have now New Pack of

CLAMS and SCALLOPS

We guarantee every can

Connors Bros., Limited

Black's Harbour, N. B.

French and Portuguese Sardines

are very short pack this year.

This doesn't worry the grocer who handles

"King Oscar" brand Norwegian Sardines

his customers will always insist upon getting "King Oscar" Sardines.

Selected fish, richest flavor and pure olive oil.

For Sale by Leading Jobbers.

John W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON.

Long distance Telephones P.O. Box 639

BONELESS FISH

Twenty years constant sale of our brands by discriminating grocers all over Canada should be sufficient guarantee of the quality of the fish we offer

"Leonard's Favorite"

Pure Cod, 20 lb., boxes; 1 and 2 lb. bricks

GEM OF THE SEA

Pure Fish, 20 lb. boxes ; 2 lb. bricks.

"SATISFACTION"

Pure Fish, 25 lb. boxes, loose.
These lines are stocked by leading wholesale grocers. If they are out of stock write us direct.

A trial convinces.

LEONARD BROS.

20-26 Youville Square
MONTREAL
St. John N.B., Grand River, Gaspe

Butter Fruit

The best is always satisfactory. We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART,

HALIFAX, N. S.

P. O. BOX 352

NEW STOCK

SALT SALMON TROUT in Half Barrels, $6.25
LABRADOR HERRINGS in Half Barrels, $3.00

Write for Special Prices on lots of ten half barrels.

We have a full supply of

FRESH, FROZEN, SALT, SMOKED

FISH and OYSTERS

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors **76 Colborne St. TORONTO**

F. T. JAMES, - Manager

HARVESTING THE CANADIAN APPLE

Something about modern methods of picking, grading and packing.

Views in a well-known Ontario orchard.

Among Canadian fruits the apple stands out as perhaps the most important, both for export and for home consumption. Canada's fame as an apple-producing country is world-wide. The manner in which this fruit is picked and packed for shipment, however, is probably not too widely known among our readers, particularly to those outside of Canada, and The Grocer has pleasure in submitting herewith several photographs taken in a well-known Ontario orchard. The orchard in question is in Peel county, between Erindale and Streetsville and about twenty miles from Toronto.

Apple Pickers at Work.

While improved methods of grading and packing apples have been introduced during recent years, the methods of picking remain about the same as they have always been. Mechanical apple pickers galore have been invented and placed on the market, but none of them seem to have proved satisfactory enough to displace the time-tried hand method. Ladders are placed against the trees and the apples are dropped into baskets which are hung by hooks to the rungs of the ladder or on convenient branches. The first photograph of the series here shown illustrates a gang of apple-pickers with full baskets ready to dump on the sorting table.

Sorting Table and Marked Barrel.

The sorting table may be seen in the second photograph. It is merely a large shallow box into which the apples are dumped for grading. The fruit as it is picked over is dropped carefully into barrels which contain apples of different grades. The grading is done according to government regulation and is a very important factor in the apple export business. Grade No. 1 includes only choice, perfect fruit with an allowance of 10 per cent. imperfect. Grade 2 includes the smaller apples with an allowance of 20 per cent. imperfect. Grade 3 is still lower, with the provision, however, that the layer of fruit at the head shall represent the contents of the barrel. This photograph also shows a packer's press, which is an important factor in the packing.

The empty barrel is placed "head" down on the ground beside the sorting table. The "head" is covered with a row of what are known as "facers," which are supposed to represent the quality of apples in the barrel. The stems of the apples are snipped off and the "facers" are placed stem down so that when the "head" end of the barrel is opened they will give an even appearance. The barrels are filled with the apples, to a point an inch or so above the sides, and after they are thoroughly shaken, the "press," an iron frame which surrounds the barrel and supports a screw, forces the apples down gently until the "head" can be applied. The "head" end of the barrel, that is, the end first filled, is stamped with the grade, with the firm name and with the number of the packer, so that if any trouble arises during shipment the dif-

"Tail" End of a Barrel of Spies.

Increase Your Profits!

Almost every grocer has some call for tobacco. Why not encourage it by handling

"T. & B."

the most fragrant and saleable tobacco on the market? T. & B. always smokes cool. It never clogs a pipe or bites the tongue.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

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ficulty may be traced directly to the one responsible.

The third photograph shows a barrel of prime Northern Spies, and "Teddy," the packer, who is presiding over the barrel, wishes it distinctly understood that it is the "tail" end of the barrel which appears. This would naturally present a somewhat less pleasing appearance than the other end which will be the one opened by the buyer.

Probably ninety per cent. of Canada's apples are shipped in barrels. Some exporters, who cater to a particularly high-class of trade, wrap the fruit in paraffined paper and pack it in boxes. This method is of necessity somewhat costly and requires particularly good prices to make it profitable.

Considerable agitation has been raised among the trade in recent years favoring the establishment of apple packing houses, but the question of the advantage of such a system is an open one among the dealers. Such packing houses have been established in a few districts in Ontario, but the matter is as yet in its infancy.

ONE SOLUTION OF THE CREDIT PROBLEM

We have received the following letter from an old friend and subscriber to The Grocer.

"For the benefit of those merchants who, like myself, are obliged to do some credit business, I submit the enclosed circular which I have found to work very well with me. I give it without comment, and if you think same to be worth printing, I will only be too glad if the suggestion can benefit some one."

We think it is very well worth printing, and advise every grocer who reads it to allow himself to profit by the suggestions it contains, and do his part towards stamping out the credit evil and substituting in its place a system of "Spot cash payment or increased cost of purchase," such as our correspondent has found to work so well.

"For many years I have been studying how to do business in a manner that would be satisfactory both to the customer who buys for cash and to the customer who buys on credit. Though a very hard problem to solve, I think I have succeeded in doing so. Generally the one who buys on time wishes goods at the same price as the one who buys for cash; this you will admit is not right; as cash has a value which no account can have, no matter how good.

"In view of this I have resolved on the following plan and will put same into practice AT ONCE: here it is:

"I have marked all my goods as low as they possibly can be sold for spot cash, and the customers who will not pay at the time of the purchase will be charged TEN PER CENT. extra.

"If the amount is paid within THIRTY days the discount will be deducted.

"If paid within SIXTY days FIVE PER CENT. will be deducted.

"After SIXTY DAYS the TEN PER CENT. will remain charged.

"It will be the same as if I was lending you money to buy goods with and charging Ten per cent. on the amount loaned. By this plan you will be able to buy goods cheaper—it will enable us to have ONE PRICE ONLY—(we will not deviate from this rule) and everyone will be on the same footing.

"Now if you will give this matter a few minutes of good sound reflection, you will admit that I have found the way to deal fairly with everyone.

"Give me a trial. Come and get my prices and I am sure you will appreciate my efforts in giving the public in general fair and honorable dealing. I will take this opportunity to thank everyone for the generous support given to me in the past and by fair dealing with all I hope to have a continuance of the same in the future."

CHURCH & DWIGHT MOVE.

Church & Dwight will move shortly into larger quarters on Brennan street. At present they are occupying the old Grand Trunk building on St. Etienne street, but the increasing sales of Cow Brand soda require larger premises.

W. Frank Hathaway, the St. John tea merchant, has been nominated to contest a local riding in the Liberal interests for the Provincial Legislature. Mr. Hathaway, who has, by the way, some reputation as a litterateur, should prove a valuable member.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them,
D. McDOUGALL & CO., Glasgow, Scot.

JOS. COTE
Importer and Wholesale Tobacconist
Established in 1887
Staple and Fancy Smokers' Sundries. Imported Cigars, Egyptian Cigarettes. Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.
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SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Handled by all the Wholesale Trade

A REVIEW OF THE TEA TRADE

The Part Played by China, India, Ceylon, Russia, Germany, The United States, Canada, Japan, Persia, and Tibet in the Tea Trade of the World.

The following interesting review of the tea trade has been contributed to "The Times," of London, Eng., by Brooke, Bond & Co.:

Statistics are generally considered very uninteresting reading; indeed, why they should ever be published is a puzzle to many. And yet there are some statistics which, to every true lover of his country, should be intensely interesting, for as surely as the condition of a man's pulse tells the state of his health does the consumption of certain articles of diet tell the state of a nation's prosperity. Tea is one of these articles.

When this country is prosperous, tea is freely consumed, and a good price is paid for it. When the consumption goes down, or is confined to the poorer kinds, something is wrong; either the country is not in a healthy condition, or too great a strain has in some way been put upon its powers. During the last depression in the cotton trade, the demand, in the countries affected, was greatly for the poorer kinds of tea, because the prosperity of that part of the country was at a low ebb. When the cotton operative is doing well, he drinks really good tea, and declines the inferior sorts. From 1901 to 1905 consumption went down, not because the country was in an unhealthy state, but because the increased duty had put too great a strain upon its powers. Since 1905, when the duty was reduced from 8d to 6d, consumption was steadily increased, till now, with the duty at 5d, it is 6.18 lbs. per head, slightly higher than before the war tax was imposed.

When we turn, in this our annual review of the state of the tea trade, to consider its history throughout the year all over the world, one fact stands out as the salient point in the annals of 1906-7: the important fact that consumption has at last overtaken supply. This fact makes the history of the year unique, and has produced a very curious condition of the market. When, at the end of the year 1906, consumption overtook supply, prices naturally began to rise. Some traders thereupon left off selling very low-priced teas, but many continued selling tea at 1s and 1s 2d a pound retail. The supply not being equal to the demand for the lowest grades their price rose in a most astonishing manner. In February, 1907, the price of common leaf tea was double what it was in February, 1906. At the same time there was but little demand for the better sorts, so that good tea could be bought within a penny a pound of the price of the commonest kinds. It was feared the high prices would affect the quantity of British-grown tea used in foreign countries, driving them to take cheap and common China tea instead. Though this may have been the case to a certain extent, yet the consumption of British-grown tea has increased enormously. Indeed, the fact of demand having overtaken supply is principally due to the increased consumption abroad, 155,000,000 lbs. of Indian and Ceylon tea having been shipped to countries outside the United Kingdom during 1906, against 129,000,000 lbs. in 1905.

During 1906-7 exports of Indian tea to Russia rose to 22,000,000 lbs. Russia is India's best customer. Large quantities were also sent from Colombo to Russia. Imports of Indian tea into Germany increased 20 per cent. in 1906. An interesting article appeared a short time ago in the Gartenlaube, a well-known German paper, on "Attention to Health." The writer shows that tea is a much more healthful drink than alcohol, and advocates the establishment of public tea-rooms, where a good cup of sweetened tea could be bought for five pfennigs (½d), which sum would bring a fair profit. Direct shipments to continental countries other than Russia and Germany have increased 120 per cent. In most of these countries "afternoon tea" is now a recognized institution. French ladies adopted it some time ago, and their example is being followed in Italy. It is also becoming popular in Spain, where, no doubt, the presence of an English Queen tends to make English customs fashionable.

Australia took 26 per cent. more Indian tea in 1906 than in 1905. She is India's second best customer.

North America (the United States and Canada) took about a quarter of the whole quantity of British-grown tea used outside the United Kingdom—viz., 40,000,000 lbs., against 32,000,000 lbs. in the preceding year. There is no doubt that British-grown teas are gradually displacing Chinese and Japanese in the States. This is probably partly owing to the immigration of people accustomed to Indian and Ceylon teas, but chiefly to the persevering way in which the sale of these teas has been pushed.

Political disturbances very much upset trade with Persia last year, but now that things are more settled imports of tea are increasing. The Persian likes good tea, yielding a pale straw-colored liquor and having a delicate flavor. The poorer classes drink a great deal of tea, those who are addicted to opium smoking taking enormous quantities of it.

Consumption by the natives of India increases steadily. Tea seems to satisfy the native's craving for some stimulant and keeps him from resorting to the grog-shop.

Reports from Tibet are very interesting. Almost the whole of the immense quantity of tea consumed there has been supplied, hitherto, in the form of bricks by China. The Indian Tea Cess Committee has, however, turned its attention to this market, with the result that a trade has been established with Tibet, which is most valuable to the British planter. There have been great complaints lately of adulteration of the "bricks" made by the Chinese and Japanese. It seems likely that if British planters will supply "bricks" of pure tea at a moderate price, they may get almost the whole of the Tibet trade into their hands.

Turning from the question of consumption to that of supply, we find that India has exported 18,000,000 lbs. more in 1906-7 than she did in 1905-6. The surplus has been easily absorbed by the increased consumption at home and abroad.

During the year 1906-7 Ceylon has produced very little more tea than in 1905-6, and has exported less to the United Kingdom. A good many Ceylon planters are turning their attention to rubber, which may eventually prove a more profitable object of cultivation than tea, though, as the demand for Ceylon tea is increasing so much, it is unlikely that all growers will give it up in favor of rubber.

Great efforts have been made lately to prove that Chinese tea is more wholesome than Indian and Ceylon, and to push its sale; but in spite of these endeavors consumption of China tea in Europe, America, and Australia steadily declines. The percentage of China tea consumed in the United Kingdom is lower than ever, being only about 2.2 per cent.

Exports from Japan have on the whole decreased, particularly to North America. The Japanese are not, however, letting their trade slip out of their hands without making strong efforts to retain it and to develop it in other directions. They are endeavoring, with the assistance of Government, to improve their methods of production.

The production of tea in Java makes steady progress. In ten years it has increased 190 per cent.

The amount of tea produced in other parts of the world than those already mentioned is still very insignificant.

We have ventured the opinion that the consumption of tea may be taken as a test of the prosperity of the country. It is also clear that its expanding consumption by other countries increases the prosperity of our fellow-countrymen in India and Ceylon. The British planter has for some years had a hard struggle for existence, but his prospects are brightening now. With a somewhat lighter duty at home and increasing consumption abroad (the latter being entirely due to his own untiring exertions in exploiting new markets) he may hope in the future for a fairer reward for his labors than has been his lot of late, and no one will deny that he deserves it.

BROOKE, BOND & CO., Ltd.

THEY'RE OFF.

Wm. Dobie, president of the E. W. Gillett Co., who is motor-touring Europe, in company with J. C. Eaton, president of the T. Eaton Co., Dr. Adam Beattie, H. F. Barker, late manager of the Harry Webb Co., and their wives, writes to The Canadian Grocer from London, England:

"Got here week before last. Motored from Manchester, (190 miles). Roads, weather and country are fine. All well.

"Yours,

"W. D."

CARMAN-ESCOTT CO. MOVE.

The Carman-Escott Co., Winnipeg, have moved their offices from the Union Bank Building to the new Bright and Johnston building, on Bannatyne avenue, where they now have extensive warehouse accommodation.

FOODSTUFFS NEWS OF NEW BRUNSWICK

Prices Steadily Advancing—The Produce Markets—Is Butter Cornered?—Heavy Rot in Potato Crop—Assignment of John A. Humble.

(Special Correspondence of Canadian Grocer.)

St. John, N.B., Nov. 4.

The tendency of prices is still upwards. Split peas have advanced 25c, and pot barley 50c. Domestic mess pork and American clear have advanced 25c each. In feeds, middlings are still soaring. Pressed hay in small lots has declined $1 in value. Ontario oats are also down. Some provincial oats are now offering at from 60 to 62 cents a bushel. This is a big price for provincial oats, which about this time of the year usually sell for 40c to 45c.

In the produce line no further change took place last week in the price of butter. There is an undercurrent of feeling among the dealers that it will not go higher. The supply was a little larger during the week, but no more than equal to the demand. Present price is 37c for creamery prints. Eggs are also unchanged. Chickens and poultry in general are somewhat easier. Pork has advanced again and is now held at from 9 to 9½ cents a pound.

* * *

From Harvey station comes the following report: "The cold snap of last week did considerable damage to potatoes here. The frost in some places was heavy enough to destroy them in the ground, but most of the damage was done to potatoes temporarily stored in barns and outhouses. Upward of 1,000 barrels were shipped to St. John from this station last week."

* * *

It is generally believed that the bakers will soon put the price of bread up to 8 cents, as there is very little profit for them at 7 cents, the way flour is selling now. One of the largest bakeries, which was well supplied with flour when the advance came, is said to be responsible for keeping the price down so long, as they refused to make the advance when asked to do so by the other dealers.

* * *

In connection with the abnormal prices of butter it is whispered that some companies have been buying all summer in the up-river counties until they have practically cornered the market and that one company alone has now in bond more than twenty tons of dairy butter of inferior quality, which is being worked over and sold as its own product.

* * *

Fowl and chickens are coming in freely and prices are reasonable. Vegetables of all kinds are fairly plentiful and prices about as usual for this time of year.

* * *

There is still a feeling of uncertainty about the outlook for potatoes. Conflicting reports come in, but all agree that the loss from rot will be heavy.

* * *

The creditors of John A. Humble, of Stanley, who lately assigned, met recently and received the report of Inspectors R. B. Hanson and J. D. McKay. A dividend of 37 cents on the dollar was declared and accepted. The liabilities were placed at $16,700, and the assets at $7,000. Much satisfaction was expressed with the work of the inspectors and they were voted $100 each.

* * *

Mr. and Mrs. Louis Green celebrated the silver anniversary of their wedding Oct. 23. Many friends called to extend congratulations. Mr. Green is one of the leading tobacconists of the city.

STUDY YOUR TRADE.

It takes enthusiasm to make a successful grocery clerk. I believe that the clerk who makes a success of his work and builds well for the future should be willing to work long hours, if necessary.

There is always something to do around a grocery store. The clerk should always be busy. He is forming habits. Loafing is a poor one to form. Industry is better. It is rarely necessary to look for work around a store, as the opportunity is usually in plain sight. When it is not the clerk should get his spyglass to work, says Northwest Trade.

Section hands keep their eyes on the boss. They work where he points. The clerk should never imitate the section hand. He should not wait for the proprietor to "point."

The clerk who cannot unpack a case of goods and arrange them on the shelves carefully and neatly cannot take an order straight or fill it properly. Careless in one duty, he will be careless in another. Such clerks are more likely to be sitting on the counter, complaining of small wages, than the more active and up-to-date clerk.

To be faithful in small things includes the proper tying of parcels. Make them neat and secure, and make them as attractive as possible. This counts with the customer.

Study the trade and try to please them, cranks and all. Remember that every crank has a soft spot. Try to reach it. Ask yourself: "Am I selling my trade all the goods they use? If not, why not?" Then go after the business. If you have all of Mrs. S.'s trade but the butter and coffee she uses, endeavor to get that. You may be able to please the first 20 of your customers every time. The 21st may be the crank which all of the other clerks dodge. Once you get the crank with you, a big point has been gained. Hold your temper. Be serene if the crank gets mad. Slide around the rough corner in his or her makeup. Don't argue.

Do not forget that prompt service covers a multitude of sins. Courtesy costs you nothing and makes money always. The best advertisement any merchant can have is a reputation for prompt service and courtesy. The more people you please, the more you can sell goods to. Pleasing is one of the arts of business, and business is your mission in the store.

Sell goods to those customers who pay promptly. Take orders from those who have a big balance left on the books each month. Never tire presenting the merits of your lines to the gilt-edged customers. That is the fertile soil in which your trade will grow into dividends.—Retail Grocers' Advocate.

"They'll transform your store and transform your business, too."

"WALKER BIN" FIXTURES

A large Western Departmental Store writes:

"THEY (WALKER BINS) ARE SPLENDID SILENT SALESMEN; OUR GROCERY BUSINESS HAS INCREASED OVER 50 p.c. SINCE WE INSTALLED THEM. WE CONSIDER THE MONEY PUT INTO THEM TO BE A SPLENDID INVESTMENT."

Write for Illustrated Catalogue.

The Walker Bin & Store Fixture Co. Limited

BERLIN ONT.

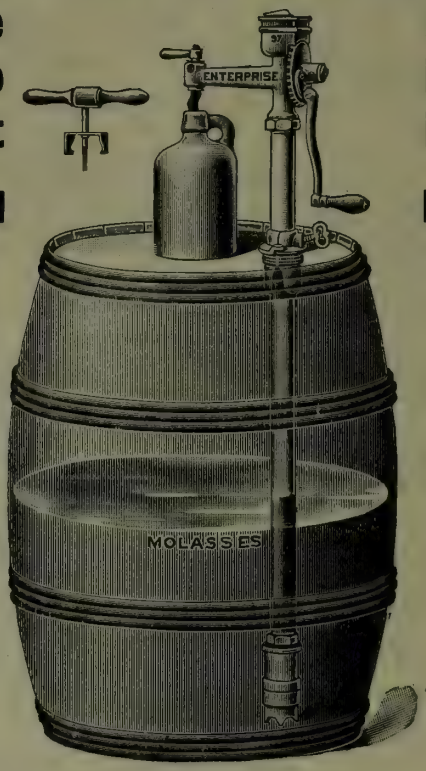
Representatives:

Manitoba—Stuart Watson & Co., Winnipeg, Man.

Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."

It isn't so much a question of "Getting Along"
---the other fellow may get along so much faster
that you won't be in the race---
What you want to do is to "Get Ahead"
Your best asset is "ENTERPRISE"



"ENTERPRISE"

with new Total Registering Device

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.

SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

No. 97 Pump costs $6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

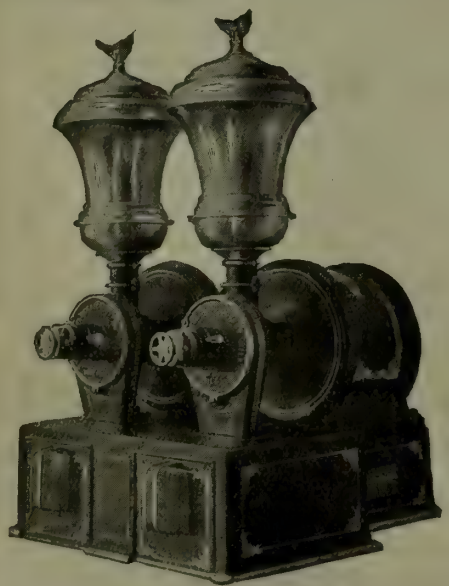
Write for Illustrated Catalogue of all the Enterprise Specialties.

The Enterprise Mfg. Co. of Pa.
Philadelphia, U.S.A.

COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

INTERESTING TO ALL

Every one who reads the BUSY MAN'S MAGAZINE is well pleased with it. A pretty strong recommendation, isn't it?

What is the cause of its great popularity?

Because every article in it is SELECT, having been selected from the current issue of one of the leading magazines, because it was the most interesting and entertaining in that magazine.

This means the Busy Man's contains the Cream, the Choicest, and the Best appearing in the periodical press. Not a dull page in it; 140 pages of live, up-to-date reading matter in each issue: 1,680 pages per year.

It is the best home magazine published. It will interest every member of the family.

The cost of this many-in-one magazine to subscribers of The Canadian Grocer is only $1.50 per year.

Have your subscription commence with the November issue, which is the strongest number yet published.

The Busy Man's Magazine - - - Toronto

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

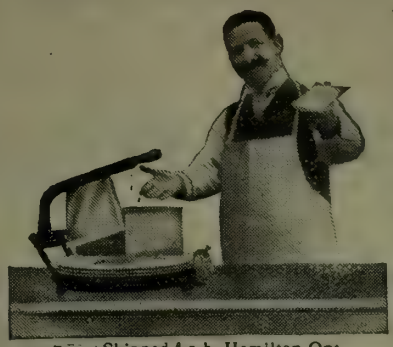
"Duplex"
Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited
Toronto

DELAY IS COSTING MONEY



When a Fixture Saves its Cost the First 90 days, CAN YOU AFFORD TO WAIT?

Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Send all orders to

Shipped f.o.b. Hamilton, Ont.
THE AMERICAN COMPUTING CO., Indianapolis, Indiana

Oil Sales and Cleanliness

Cut 11—PUMP INSTALLED
All you see of a Bowser Cellar Outfit

Sounds impossible, doesn't it? But with the Bowser Self-Measuring Oil Tank oil can be handled in just as clean a manner as sugar.

It's Accomplished in This Way

Your customer brings in a can for a gallon of oil. All that is then necessary is to hang that can under the nozzle of the Bowser Pump, set the indicator for one gallon and give the handle one stroke. When exactly the right quantity is in the can, the pump automatically stops. Other amounts measured in the same way.

There's no drip and no overflow, no hands to wash, no can to wipe off, no floor to clean up.

The Bowser is also economical, convenient and safe, and a time and labor saving device.

SEND FOR CATALOG B.

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto, Ont.

"If you have an old Bowser and want a new one, write us for our liberal exchange offer."

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
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BAGS

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Thousands in use. Best waterproof in the country.

Just as cheap as the common ones, but **infinitely better.**

For Horses, Waggons, Feed-bags, Capes, etc., etc. All styles and sizes in stock.

Samples cheerfully furnished

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Ottawa	*Toronto*	*Montreal*
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BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

To the Wholesale Trade

We offer to arrive within 10 days.

Finest Selected Valencias

Packed by ***Julian Monfort, Gata***

Table Raisins and Loose Muscatels

22 lb. boxes and ¼ flats.

Packed by ***Thornton & Co., Malaga***

Purveyors to H. M. King Alfonso.

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All sizes, 50 and 25 lb. boxes.

Packed by ***Guggenhime & Co., San Francisco.***

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10, 12, 20, 28 lb. boxes.

Packed by ***G. J. Calothi, Esq., Smyrna.***

Bordeaux Shelled Walnuts

Extra halves.

Quality will be a revelation to those who have not handled these brands before—prices below today's import quotations.

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Agency Department

TORONTO.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 8, 1907.

Baking Powder.

W. H. GILLARD & CO

Diamond—		
1-lb. tins, 2 doz. in case		$2 00
½-lb tins, 3 " "		1 25
¼ lb tins 4 " "		0 75

IMPERIAL BAKING POWDER

Cases	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½ lb.	4 10
1 "	5 "	7 50
1 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	1f "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$3 40
7a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 05
" " 7-lb. cotton bags, per bag.	

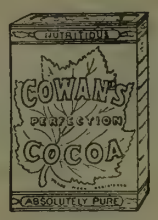
EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼ lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" "	0 19
London Pearl per lb	0 24
Special quotations for Cocoa in bbls., kegs, etc	



Chocolate—	
Queen's Dessert, ½-lb. cakes, 12-lb. boxes per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes, lb.	0 40
Vanilla, ¼-lb., 12-lb. boxes per lb.	0 35
Parisian 8s per lb	0 30

The following sweetened for household purposes:

Royal Navy, ½'s, ¼'s, 12 lb. boxes per lb.	0 33
Diamond, ½, 1's, boxes per lb	0 28
Perfection, 25c. size, 2 doz. in case per doz	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz	1 75

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 35
Vanil'a wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S.

	per lb.
Chocolate—	
Caracas, ½'s, 6-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

	Per doz.
Cocoa—	
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal

In ½, ¼ and 1-lb. tins, 14-lb boxes, per lb	0 35
Smaller quantities	0 37

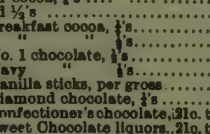
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4	doz. to case	....	per doz.,	$	.90
½ "	"	4	"	"	....	"	2.40
¼ "	"	3	"	"	....	"	4.75
1 "	"	1	"	"	....	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



	Per
Elite, ½s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 [illegible]
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 47
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 45
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw cap cans, 10 cans in case, 47c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 42c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 42c.	
6 lb. boxes, 12 boxes in case, 1-5-lb. tins, 43c.	
12-lb. boxes, 6 boxes in case	45c.
Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	38c.
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	38c.
Milk chocolate—	
50 5-cent pieces to box, per box	$1.75
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins	30c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	26c.
6-lb. " 12 " " ¼-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases

	Per lb.
1 lb. packages	0 26
½ lb. "	0 27
¼ lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ¼ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and boxes.	10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 25	1 35
"Challenge" brand (4 doz.)	4 30	1 10
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TEURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON

	retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

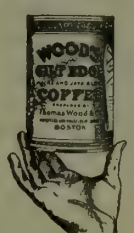
	Per lb
Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 35
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee. 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4	doz, per doz.	....	1 75
10 " "	4	" "	....	3 00
Rep. quarts,	1	" "	....	6 50
Imp. "	1	" "	....	9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c	4c.
100 to 1,000 books	3c	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities
for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Grey Nun Street, MONTREAL

Borden's Brands

"Eagle Brand" Condensed Milk
"Peerless Brand" Evaporated Cream

Leaders a long way ahead because merit has placed them there.

Watch your trade in milk products grow if you handle Borden's Brands.

(Unsweetened)

27 Front St. East, TORONTO

WM. H. DUNN, Agent

394-396 St. Paul St., MONTREAL

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON, - ENG.**

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of 2 doz	.....	$3 20
"	2 "	" 1 "	.....	3 00
"	4 "	" 1 "	.....	4 50
"	20 "	" ½ "	.....	4 75
"	20 "	" 1 "	.....	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins $1 25
" " " 1-lb. tins.... 2 25
" " groats ½-lb. tins.... 1 25
" " " 1-lb. tins. .. 2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. $1 00
2-lb. tins, 2 doz. in case.....per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. 0 07½
7 and 14-lb. wood pails.....per lb. 0 07½
30-lb. wood pails ..... " 0 07½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07½
30-lb. wood pails..... " 0 07½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. $1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	.....	$0 10½	20-lb. tins	2 18
½-bbls.	.....	0 11½	Cases 3-lb. " ..	0 11½
Tubs, 60 lbs	..	0 11½	" 5-lb. " ..	0 11½
20-lb. Pails	....	2 28	" 10-lb. " ..	11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb. $0 40
Fancy boxes (36 or 50 sticks)....per box 1 25
"Ringed" 5-lb. boxes.....per lb. 0 40
"Acme" pellets, 5-lb. cans....per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can 2 00
Licorice lozenges, 5-lb. glass jars.... 1 75
" " 20 5-lb. cans..... 1 50
"Purity" licorice 10 sticks 1 40
" 100 sticks..... 0 75
Dulce large cent sticks, 100 in box... ....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz 2 90
Pint " 2 " " 1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz..... 2 90
Pint " 2 " " 1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins..... .....per doz. $1 40
" ¼-lb. tins ..... " 2 50
1-lb. tins ..... " 5 00
Durham 4-lb. jar.....per jar. 0 75
" 1-lb. jar..... " 0 25
F.D ½-lb. tins .....per doz. 0 85
-lb. tins..... " 1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—
½-lb. tins.....per lb. $0 35
¼-lb. tins..... " 0 33
1-lb. tins..... " 0 32½
4-lb. jars.....per jar 1 30
5-lb. jars ..... " 0 35

Old Crow," 12-lb. boxes—
½-lb. tins.....per lb. 25
¼-lb. tins..... " 0 23
1-lb. tins..... " 0 22½
4-lb. jars .....per jar 0 70
7-lb. jars ..... " 0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—
Minerva, qts. 12's $5 75
" pts. 24's 6 50
" ½-pts. 24's..... 4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz. $1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz..... 1 75

THOMAS J. LIPTON
Prices on application.

Sauces.

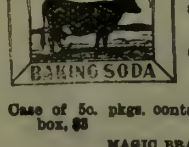
PATERSON'S WOCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz..... 0 90
Pint " 3 doz.... .... 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 60 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

		Per case.
No. 1, cases, 60 1-lb. packages.....		$2 75
No. 2, " 120 ½-lb. "		2 75
No. 3, "	{30 1-lb. " {60 ½-lb. " }	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases..... 2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross		$10 20
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish	"	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED.

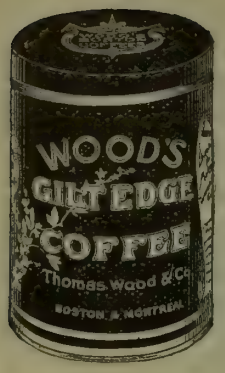
Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white. 1-lb. car.	0 10
" " 1 " or blue,	
4 lb. lumps.....	0 3½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3

IT'S THERE



Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn 1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

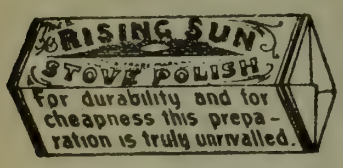
pkgs. cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
4-lb. or Gloss 1-lb. packages 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 44	0 60
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thos. J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 19	$0 25
Blue Label, ½'s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 25	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Lacel, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 22	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 120 ½-lb.	0 35
" " 120 ½-lb.	0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ¼s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 25	0 30
" " ½ lbs.	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed

Black Label, 1-lb., retail at 25c.	$0 19
" " ½-lb., " "	0 20
Blue Label, retail at 30c.	0 23
Green Label. " 40c.	0 28
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
"Condor" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½

"Condor" Ceylon black tea in lead packets

Green Label, ¼s and ⅛s 60-lb. cases retail,	0 20 at 0 25
Grey Label, ¼s and ⅛s, 60-lb. cases retail	22 at 0 30

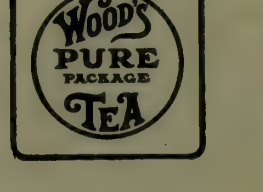
"Condor" Ceylon black tea in lead packets

Yellow Label, ¼s and ⅛s, 60-lb. cases retail	0 26 at 0 35
Blue Label, ¼s, ⅛s and ⅛s, 50-lb. cases retail	0 30 at 0 40
Red Label, ¼s, ⅛s and ⅛s, 50-lb. cases retail	0 34 at 0 50
White Label, ¼s, ⅛s and ⅛s, 50-lb. cases retail	0 40 at 0 60

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 28
No. 4 "	0 2
No. 5 "	0 18

THOMAS WOOD & CO.
Montreal and Boston



	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 6s. and 8s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 46
Quesnel, 1-4, 1-2	0 [illegible]
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	3 00

Vinegars.

E. D. MARCEAU, Montreal. Per gal.

EMD, pure distilled, highest quality	$0 [illegible]
Condor, pure distilled	0 30
Black Swan	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 [illegible]
" extra strength pickling	0 26
" XXX	0 25
" XX	0 20
" X	0 18

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.
Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G 3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, "	7 50
No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony, per doz.	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 [illegible]
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single.
5 gross loose, per case	0 55	0 57
4 " packages per case	0 62	0 67
6 " " "	0 82	0 87

Yeast

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY
MAHIQUES, DOMENECH & CO.
Agents: Rose & Laflamme
Montreal and Toronto

MONEY IN IT!

There is money to be made by every grocer who handles our

Pure Apple Juice

for drinking purposes. The quickest and most constant seller of its kind ever put on the market.

Write and Ask Us

about it, and about our other customer-pleasing lines.

The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE - - ONTARIO

MORE and MORE

The grocers and general merchants of Canada have to watch for every little extra profit on what they buy and sell.

There's Matches Now!

If you can make a larger profit by selling

Our Matches

as you certainly can, wouldn't you do so?
Find out how much you can save and make extra—A post card will bring you particulars.

The Improved Match Co., *Limited*

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

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Awnings, Tents, Rope, Etc.
Tobin Tent & Awning Co., Ottawa.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E.W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
Stevens-Hepner Co., Port Elgin, Ont.
United Factories Ltd., Toronto.
Woods. Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont

Cans.
Acme Can Works, Montreal

Cash Sales Books
Carter-Crume Co., Toronto

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E. & Son Co., Hamilton.

Clutch Nails, Pail Hooks, Strapping, Etc.
Warminton, J. N., Montreal.

Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Cocoanut.
Canadian Cocoanut Co., Montreal.

Computing Scales.
American Computing Co., Indianapolis, Indiana.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn Montreal.
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.

Cotton Seed Products.
Brayley, J. M., Montreal

Counter Check Books.
Carter-Crume Co., Toronto

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. L., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Decorations, Table.
Hovell, A. J., & Co., London, W.C

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto
Leonard Bros., Montreal
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fluid Beef.
Bovril Limited, Montreal.

Foreign Importers.
Fussell & Co., London, Eng.
MacDonald, Gordon & Co., London, Eng.
Methven, James London, Eng.
Scott, David, & Co., Liverpool, Eng.
Tooth's Extract of Meat Co., London, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Clogg, J. R., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Ybarrondo, J. V., & Co., Bordeau, France.
Downey, W. P., Montreal
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Rattray, D., & Sons, Ltd., Quebec
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Underdown & Crichton, London, Eng.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
MacKay, John, Ltd., Bowmanville, Ont.
Nicholson & Bain, Winnipeg.
Western Canada Flour Mills Co., Toronto

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Todhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.

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Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dunn, Wm. H., Montreal and Toronto.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Standard Brokerage Co., Vancouver
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto

Matches.
Improved Match Co., Montreal.

Meat Extract.
Tooth's Extract of Meat Co., London, Eng.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wethey J. H., St. Catharines.

Office Supplies.
Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto

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Mathieu, J. L., Co., Sherbrooke, Que.

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Allison Coupon Co., Indianapolis, Ind.

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Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal
Mason, Geo., & Co., London, Eng.
Paterson's—Rose & Laflamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.

Poison, Rat.
Common Sense Mfg. Co., Toronto.

Polishes—Metal.
Majestic Polishes, Ltd., Toronto.
Oakey, John, & Sons, London, Eng.

Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.

Polishes—Stove.
Morse Bros., Canton, Mass.

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Barnard Frank H., Toronto.

Refrigerators.
Eureka Refrigerator Co., Toronto
Hillock, John, & Co., Ltd., Toronto.

Salt.
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

Soap.
La Cie Des Savon Francais, Montreal.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young-Thomas Soap Co., Regina.

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Church & Dwight, Montreal.

Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

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Terminal Warehouse & Cartage Co. Montreal.

Sugars, Syrups and Molasses.
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Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Brayley & Co., Montreal.
Ceylon Tea Association, New York.
Codville-Georgson Co., Winnipeg
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kaiser Mfg. Co., Winnipeg.
Kit Coffee Co., Glasgow, Scotland.
Nishimura, Shaw T., Montreal.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal

Veterinary Remedies
Young, W. F., Montreal

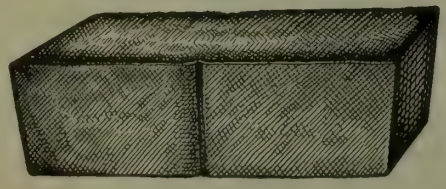
Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville

Washing Compound.
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware
Stevens-Hepner Co., Port Elgin

Wrapping Paper. Paper Bags. Twine, Wood Dishes, Etc.
Thorne, A. M. & Co., Toronto

Yeast.
Gillett, E. W., Co., Toronto.



OUR FAMOUS TWIN BLOCK PURE MAPLE SUGAR

This Sugar has stood the test of Government analysis. Out of the many samples collected not one is reported adulterated.

SUGARS and CANNERS Ltd., MONTREAL

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

STONEWARE JARS

of every description and size.

Special shapes to order.

The TORONTO POTTERY CO.

LIMITED

Toronto, Canada

Write for Catalogue

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

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Wethey's Condensed Mince Meat

are what your customers want.

Have you got this line in stock?

Every day you are without this Mince Meat you are losing profits you might just as well have.

It is a ready seller.
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It sells when other brands do not sell.

All Jobbers. 3 doz. to a case.

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Don't Get Caught by the Frost

Get in your supplies of

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Relish
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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 15, 1907. NO. 46.

For cold weather

Robinsons' Patent Barley

A food for everyone at all times but particularly Now — Grocers you should handle this line.

Write for sample and particulars. For sale by all jobbers.

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Cold Weather Sellers—

The grocer needs to watch his customers' tastes as the seasons go—Now, all use Table Syrup—

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
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Also in Brls., ½ Brls Kegs and Pails

Freight paid on 5 cases and over to all railway stations east of North Bay.

"Crown" Brand Table Syrup

Made from Corn

Get them to use the richest, purest and healthiest Syrup made "Crown" Brand—Ask your jobber.

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ESTABLISHED 1858

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Mr. Grocer if you cannot get those Crosse & Blackwell sundries, turn in your order for them to your wholesale house, and ask to have them imported for you.

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¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

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¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

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Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

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Manufacturers' and General Commission Agents for
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Canned Salmon—"Lifebuoy," "Otter" and "Salad.
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Established 1885.

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Consignees direct from primary markets, and distributors of
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Our samples will invariably indicate current market value.

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Limited
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WE CAN handle your account to our MUTUAL ADVANTAGE.
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STUART WATSON & CO.
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(Continued on page 4.)

A Carload of New Season's

"ANCHOR" FANCY 16-oz. **CALIFORNIA SEEDED RAISINS**

Also "Nonpareil" fancy 16-oz., "Monogram" choice 16-oz. and Christmas Cake 12-oz.

There's Money to be Made in Buying BEANS

We have a car of PRIME WHITE, 2-bushel bags.
Also a shipment of LIMA BEANS.

OUR PRICES ARE RIGHT.

With the present high prices of JAPAN TEAS, you will find our

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We can give you a good, sweet, strong-drawing Tea at 14c. lb.

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Quotations in Denia (Spain) advanced a cent a pound this week. **VALENCIA RAISINS** Our prices remain unchanged. Send us your orders NOW, to get in at right prices.

We are showing an exceptionally fine line of CONFECTIONERY for CHRISTMAS TRADE, manufactured by JAS. PASCALL, Ltd., London, Eng.

Our travellers will show you samples. Don't buy until you have seen them.

ALL ORDERS SHIPPED PROMPTLY.

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Wholesale Grocers, Importers, &c.

TORONTO

Manufacturers' Agents—Continued.

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Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

***Gordon McDonald* & Co.,** 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.
We have a large and old established connection amongst leading wholesale and grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

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Splendid connections and references. Try us with a shipment of CANNED GOODS.
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ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

This space $15 per year

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will be found in "Majestic" polishes The brilliant and lasting lustre imparted by "Majestic" polishes is not susceptible to atmospheric conditions and weather changes.
"Majestic" polishes are unequalled for brass, copper, nickel and all finished metallic surfaces.
Write for sample and prices. 71
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575 Yonge Street - - Toronto, Canada

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All Dealers and 381 Queen St. W.

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Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

EDUCATE YOUR CUSTOMERS TO LOOK FOR THIS SEAL

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The Bloomfield Packing Co.

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You may have got along well without "CAMP" Coffee but you will get along better *with* it. "CAMP" sells readily—is in constant demand—and yields a handsome profit to the distributor. Your customers know "CAMP" to be a thoroughly reliable and simply delicious coffee. Quickly made—taking but a moment, and economical in use, involving absolutely no waste. Test these statements by placing a trial order with

ROSE & LAFLAMME
MONTREAL

Agents for R. Paterson & Sons 'Camp' Coffee Manufrs., Glasgow

Unquestioned in purity and tempting to the appetite are

STERLING BRAND PICKLES

It is the delight that comes in the eating of these pickles that has given to them popularity among the mass of consumers the Dominion over, and as a consequence an ever ready selling line with the best grocers.

Order from your jobber or direct.

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Limited
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STICK LICORICE

ACME PELLETS
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LOZENGES, ETC.,
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"Gingerbread"

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Molasses

In 2, 3, 5 and 10-lb. cans
Put up solely by

Dominion Molasses Co.,

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Shelled Almonds

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From Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

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Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

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For tea—you can't beat Lipton's

We cannot send the Grocers of Canada a better message.
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IS WITHOUT ANY DOUBT THE FINEST THE WORLD PRODUCES

Packed only in air-tight tins

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Canadian Office: 75 Front St. East, - - - Toronto

"Pride of Canada"

CAPTURES FIRST PRIZE AT EXHIBITIONS.

We have been anxious to show people that "PRIDE OF CANADA" Maple Syrup and "PRIDE OF CANADA" Maple Sugar are absolutely the best on the market.

So we went to the Ottawa Exhibition with a display; also to the Dominion Exhibition at Sherbrooke.

In Ottawa our display stood pre-eminent above all others. WE SECURED ALL PRIZES except one third.

The same thing happened in Sherbrooke. We were also awarded the silver medal at the Dominion Exhibition.

All of which proves our statements made weekly for the past year in The Grocer that "PRIDE OF CANADA" brand is the market leader.

Maple Tree Producers' Association,

WATERLOO, - QUE.

Phenix Washing Powder

is the Best on the Market

BECAUSE:

It cleanses more thoroughly than any other powder.

It cannot be equalled as a household washing powder. There is no dirt it will not dissolve.

It is the best powder for use in business houses. Printers find it invaluable. Painters use it in preference to all others. Machinists get greater satisfaction from its use than from any other brand.

These reasons, and the reasonable price at which *PHENIX WASHING POWDER* retails, should convince you of the desirability of handling this famous brand.

Write to-day for a trial lot. All jobbers sell PHENIX.

C. A. CHOUILLOU & CO.

Wholesale Distributors for Canada

14 Place Royale, - MONTREAL

HAYCASTLE and PARADISE CURRANTS

The choicest growths from the most favored Districts in Greece.

We have new selected **Valencias** in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

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Bonded and other Warehouse Facilities.

Some Ancient Philosopher

who was certainly not a retail grocer said:—"Uncertainty is the spice of life." From his point of view uncertainty may have been very enjoyable. But if he had been

in the grocery business

he would have known that the more certain the quality of canned goods the surer his profits. You are in the business for money. Therefore you cannot afford to offend customers by handing out canned goods of inferior quality.

The inference is

that you can't be too particular about the brand you handle. Most grocers who cultivate the high-class trade handle only

Old Homestead
Brand
Canned Fruits and Vegetables

and there certainly are lots of reasons why.

In the first place

we only buy fruits and vegetables which are absolutely sound through and through,

and in the second place

we can those perfect products of the orchard and garden in a factory which has not a peer anywhere for absolute spic-and-span cleanliness. That factory is manned by skilled people who are subjected to rigid rules of personal cleanliness. Moreover our process results in preserving the delicious flavor of ripe fruit and vegetables for an indefinite time.

We invite inquiries and inspection!

The Old Homestead Canning Co.
Picton, Ontario

E. NICHOLSON

CODES,
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901

D. H. BAIN

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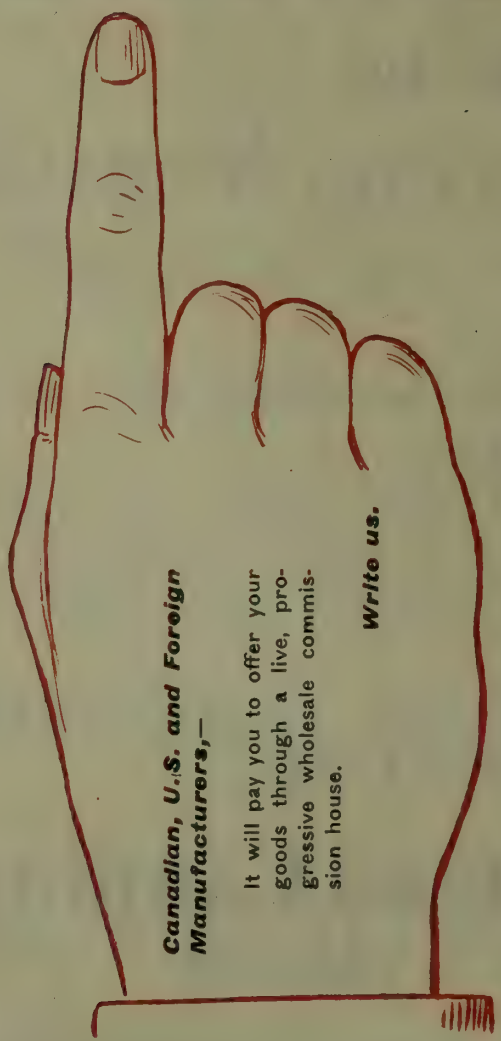

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It will pay you to offer your goods through a live, progressive wholesale commission house.

Write us.

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ESTABLISHED 1882

N. B.—Storage at the three points. Write for rates. Cars distributed and re-shipped.

LEA'S

The Pickle with the Home-Made Flavor

We are offering a Sweet Mustard Pickle in bottle and bulk of excellent quality which has been pronounced by connoisseurs to be one of the finest Mustard Pickles ever offered to the Canadian trade.

Try a small lot, and your sales of Mustard Pickles will astonish you

PACKED BY

The Lea Pickling & Preserving Co.
Limited

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JAVA RICE

Extra Fine Sample 224-lb. Sacks

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Purest and Best

Windsor Salt

In order to avoid delays incidental to car shortage, we beg to suggest that orders be sent as soon as possible.

The Canadian Salt Company, Limited

Windsor, Ont.

Freight Bills Saved—Larger Profits!

If Eastern Townships merchants could buy at better prices, or obtain better goods, in Montreal or Quebec, they would buy in those centres.

Our growing trade justifies the statement that the grocers are realizing that we can give the goods, at the price, and can save freight.

In other words, they are buying in Sherbrooke.

We want you to buy in Sherbrooke that we may prove our words.

T. A. Bourque & Co., Reg., Wholesale Grocers, Sherbrooke, Que.

Your Stock is Incomplete

if it does not contain the best grade of Jams and Jellies. It is a fact that

E. D. S. Brand
JAMS and JELLIES

add to the reputation of any store. Not only is this brand most attractive in appearance, but it has the real purity of quality and deliciousness of flavor, which has increased the trade of scores of grocers. Are you in line?

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

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WINONA, - ONTARIO

You always Satisfy Customers with Bee Brand

These Jelly Powders are certainly the best value ever offered, and housewives show their appreciation by steady purchases.

Six Flavors for 25 cents

Strawberry	***Raspberry***
Lemon	***Cherry***
Pineapple	***Nutto***

Others if you desire them

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - **MONTREAL**

Pure Food is Essential to Good Health

Wagstaffe's Fine Old English Mince Meat

Guaranteed absolutely Pure.
The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

Buy Herbs Now

Do not leave the buying of your herbs until the last minute. See our traveller and his samples.

Sage, Savory, Mint, Thyme, Marjoram, etc.

In ¼-lb. air-tight tins, and in bulk. All guaranteed superior herbs.

S. H. EWING & SONS

96-104 King St., Montreal — Phones Bell Main 65 and 155

20½ Front St. E., Toronto — Phone Main 3171

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

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INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair st. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

ARE YOU LOOKING FOR PROFITS?

DID IT EVER OCCUR TO YOU

to think how much money you could make in the course of the year just by pushing the sale of some of the smaller items of your stock.

Take JELLY POWDERS and FLAVORING EXTRACTS for example, goods that never aggregate much money in your stock, but which pay handsome profit in the selling. Try it and see how many packages and bottles you can sell in a day just by suggesting it to the customers in your store. The result will be, ever so much larger profits than can be obtained from the same effort used in selling heavy goods, on which your margin is so light. Particularly so, if you push high-grade lines like "Greig's White Swan Jellies and Flavors." Their quality is such that your patrons want more Your profit on these is especially attractive. Try a sample lot **at our risk** and see how they go.

The ROBERT GREIG CO., Limited, - TORONTO

GREIG'S **White Swan** BRAND

Many years of Study and Experience have been spent in the perfecting of CHASE & SANBORN'S High Grade Coffees

This House, the oldest and the largest of its kind in America, extends to you the benefits of its research.

CHASE & SANBORN

The Importers, - - MONTREAL

TOILET SOAPS

are in every day demand in the grocery and general stores.

If this department of your business is not as good as it ought to be, let us tell you of our popular and profitable selling lines.

SAVON FRANCAIS, C. PAGNEULO, Manager, MONTREAL

Office: 392 St. James St. Factory: 1653 Notre Dame Street East.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Less work and better results

If Allison Coupon books merely reduced work, they might, in some small establishment, be considered a dispensable luxury.

But you can entirely disregard the time and labor-saving element, and still the system more than pays for itself in the cutting out of ACTUAL MONEY LOSSES, the increased satisfaction to customers and the large trade it entails. Hundreds of merchants that are using this system, could not at any price, be induced to revert to the old fashioned method.

ALLISON COUPON BOOKS

How They Work:

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear off and keep. Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.
Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO
Canadian Agents

ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula, or any unhealthy sore quickly; pleasant to use: does not blister under bandage or remove the hair, and you can work the horse. $2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, $1.00 per bottle. Cures Varicose Veins, Varicocele Hydrocele, Strains, Bruises, stops Pain and Inflammation.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

BRANSON'S

Concentrated Coffee

Unquestionably the most popular and the best coffe extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying quality.

Large bottles.

Concentrated Coffee

A quick-selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation

Deserving its title—"the best."

Large bottles.

Branson & Co., Ltd., Chase Works, Clapham, **London, S.W., Eng.**

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA.

WARMINTON'S CLUTCH NAILS

The best device on the market for Repairing and Strengthening Boxes. You know **them**. If not, **try** them. Stock up for your fall trade.

Samples on request.

J. N. WARMINTON

43 Scott St., Toronto.

207 St. James St., Montreal.

The PERFECTION CHEESE CUTTER

It cuts by money's worth; it cuts by pounds and fractions.

You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

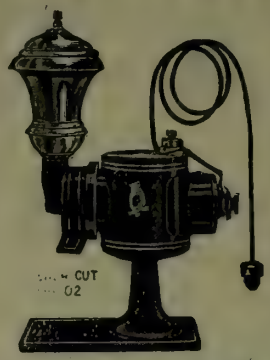
Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., Indianapolis, Indiana

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nickeled hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

KENTUCKY REFINING CO.,

INCORPORATED

LOUISVILLE, KY., U.S.A.

PURE FOOD GUARANTEE

The Edible Refined Cotton Seed Oils and stearines manufactured by the Kentucky Refining Company, of Louisville, Ky., are guaranteed under the United States Food and Drug Act of June 30th, 1906, known as the PURE FOOD LAW. OUR GUARANTEE is filed with the Department of Agriculture under **No. 11744.**

Manufacturers and Refiners of the following High-Class **COTTON SEED PRODUCTS:**

NONPAREIL—Bakers' Oil, Choice Salad Oil.
SUNBURST—Prime Salad Oil.
SUM YEL—Cooking Oil.
APEX—Prime Summer Cooking Oil.
DELMONICO—Choice Summer Yellow Cooking Oil.
WHITE DAISY—Packers' Oil.
EXCELSIOR—Soap Makers' Oil, Miners' Oil.
SNOWFLAKE—A choice summer white deodorized oil.
RED STAR—Boiled Down Soap Stock.

We are also producers of the very highest quality **STEARINE.**

STOCK CARRIED IN MONTREAL

Prices Furnished on Application to

J. M. BRAYLEY,
MANAGER MONTREAL BRANCH
322 Notre Dame St. E., MONTREAL
Phone Main 3938.

TRADE MARK KEYSTONE BRAND REGISTERED

The New Crop

of Broom Corn is now in hand and

Now is the Time

to supply yourself with a first-class line of Brooms.

The following brands are trade-winners and are handled by leading wholesale dealers.

No. 27

STERLING	JUBILEE
JEWEL	KLONDIKE
IMPERIAL	GREAT WEST

If your wholesale dealer does not handle these lines, write us.

Stevens-Hepner Company
Limited
Port Elgin, Ontario

A PAYING INVESTMENT

for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

YOUR TRADE REQUIRES THE VERY BEST

RED ROSE TEA in the Maritime Provinces has been the leader for many years. It gained its position against keen competition. Gained it by sheer force of quality—intrinsic worth.

When it was first put on the market it was the best tea that had ever been sold at the price.

To-day it is the best tea sold anywhere in Canada.

This is a fact admitted by every independent judge of tea, admitted by every tea salesman who trys to sell a tea which he claims is "as good as Red Rose."

I have the same faith in **good goods** that I have always had. I have the same determination that Red Rose Tea shall always be **the best.** A tea without an equal.

Order a case now. Your next order will come without being asked for.

T. H. ESTABROOKS

TEA IMPORTER AND BLENDER

ST. JOHN, N.B.

BRANCHES:

TORONTO—3 Wellington East, C. H. Campbell, Manager
WINNIPEG—315 William Ave., F. C. Walker, Manager

TODHUNTER'S
THE STANDARD FOR COFFEE DRINKERS
THE BEST TONIC FOR BREAKFAST A LUXURY
EXCELSIOR
OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE
COFFEE
TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

"Balmoral"

Reg'd.

Scotch Marmalade

New Season's ready in a few days.

The name **"BALMORAL"** on a jar of Preserves or Marmalade means **Purity.** Order a trial lot to-day, you'll find it's the right line. There's money in it for you.

Prices and particulars that will be of interest.

J. W. WINDSOR

Montreal

PICKLES

Special Price on 5-gallon Pails

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

From 25 to 49 Raisins.

Why you should purchase

ROWLEY'S

Finest Selected Valencia Raisins

Count the number of RAISINS in a pound of other brands, then count ROWLEY'S and you will find they run the above number of RAISINS in a pound less than other packers best grades. You might as well purchase S. BODI BRAND Selected Valencias at less money and get the same fruit as other packers use for their finest brands.

Rowley's Valencia Shelled Almonds are the same. We Pack Both.
Rowley's Seedless Valencias are Seedless.

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents: **Wm. C. Christmas, 22 St. Francois Xavier St., Montreal**
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

CHRISTMAS WANTS PROMPTLY FILLED

We have just received a large shipment of

New French Cherries
Olive Oil

Crystallized { **Rose Leaves** / **Lilacs** / **Violets, etc.**

For decorative purposes

direct from **MARTIN FRERES,** the celebrated French dealers.

SHELLED ALMONDS

CACHEW NUTS from Ceylon

We are also agents for

DE FORNEL & CO'S famous

SHELLED WALNUTS

The largest NUT firm in the world.

LET US KNOW YOUR WANTS EARLY

W. P. DOWNEY, 26 St. Peter Street, MONTREAL

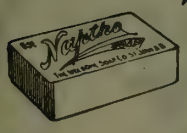
YES, IT DOES MATTER!

It matters a whole lot which brand of Canned Goods you handle. Just as it matters what kind of friends you cultivate. If you cultivate the acquaintance of disreputable people, you have no kick coming if the respectable element drops away from you. On the other hand, the more respectable the company you keep the greater the confidence of the respectable public. That's the point—choice of the best. It naturally follows that the better the quality of your stock the better the quality of your business. That's why the

Burlington Brand
Canned Fruits and Vegetables

are found in the best stores in Canada. "Burlington Brand" signifies the absolute zenith of Canned Goods' excellence—and every can sold makes you a friend.

The Burlington Canning Co., Limited, Burlington, Ont.



Naptha SOAP

MADE IN CANADA

contains the greatest cleansing materials known, and will leave any article like new if washed properly. It will not injure anything that water will not ruin.

Do you sell this Popular Brand?

The Welcome Soap Co.
Limited
St. John, - N.B.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Essex Corn

Grown to our special order in the finest garden section of Canada with all the conditions favorable to a vastly superior product when it leaves our hands. The well-known flavor of Essex Corn is making it in big demand with housekeepers everywhere. If you want to get and hold the better class of trade place your order now for Essex Canned Goods, which are in a class by themselves.

The Essex Canning and Preserving Co. Ltd.

28 Wellington Street, E., TORONTO, Can.

FACTORY AT ESSEX, ONT.

Two Good Reasons

There are two good reasons why you should place, without delay, your order for

2 in 1

First.—Strict analysis has proved that 2 in 1 not only polishes, but preserves leather.

Second.—The public knows this, and there is a big demand for 2 in 1.

The inference is, order your stock now, before the cold weather sets in.

The F. F. Dalley Co. Limited

HAMILTON, Canada BUFFALO, U.S.A.

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 24 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.

Tartan BRAND

SIGN OF PURITY

CHRISTMAS SUPPLIES COMPLETE

OUR TRAVELLERS HAVE ALL DETAIL

RAISINS, VALENCIAS—All finest grades, no trash.

CURRANTS—Finest Filiatra Cassalina Patras and Vostizzas.

FIGS—All sizes Pressed and Pulled, finest quality. Also Mats of Comadra, bags and boxes Naturals.

PEELS—Finest Drained Caps and Candied.

DATES—New Hallowees and Fards.

NUTS—Shelled Valencia and Jordan Almonds.

SULTANAS—Fancy, extra bright and fine qualities.

MINCEMEAT—Wagstaffe's fine old English.

PLUM PUDDING—Wagstaffe's cannot be excelled. Packed in 2-lb. and 3-lb. porcelain crocks.

Your Mail Orders will receive spontaneous attention.

PHONE *596*. FREE TO BUYERS

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

MATHEWSON'S RED VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

Have You Bought Right?

If its **Matches** you've bought and they were not

Our Matches

"Laurier" and "Togo" brands, you haven't saved yourself anything.

Our freight charges alone are an inducement, and the **Matches** are right.

The Improved Match Co., *Limited*

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

DAINTY DESSERTS

are always popular with the refined housewife. Therefore the sale of Jelly Powders is always brisk if you handle

"Shirriff's" Jelly Powder

Nothing can equal it for jelly-making.

Imperial Extract Company

TORONTO, CANADA

CABINET
Maple Syrup

Just a little better than the others at the same price. "Money back Syrup."

Quart Bottles	12 to Case		$2.40
Pint Tin Wine Measure	24 to	"	2.50
¼-Gal " " "	24 to	"	4.80
½ " " " "	12 to	"	4.80
1 " " " "	6 to	"	4.50
2 " " Imperial "	2 to	"	3.40
5 " " " "	1 to	"	3.90

The goods to push when preserves are high.

Freight prepaid on 5 c/s lots up to 40c. per cwt.

IMPERIAL SYRUP CO.

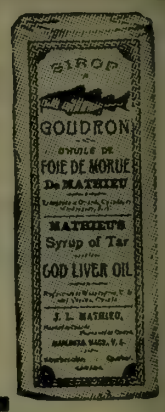
Montreal Winnipeg Calgary Edmonton Vancouver

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?



Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably, get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

"No Horseowner should be without

MOLASSINE MEAL

as everything living thrives so thoroughly on it. No better Appetiser, Digester and Health Preserver was ever on the market, and its cost, according to its real value, is but trivial. Molassine Meal is guaranteed free from spice, condiment or drugs of any description whatever, other than its natural sugar."

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

IN STORE

New Hallowee Dates

Bulk and Package

New Fard Dates

Prices Right

JAMES TURNER & CO., LIMITED

Hamilton, Ont.

Loud Talk Does Not Count

We have little to say ; we let our goods speak.

See our samples and prices before buying Xmas goods, such as Raisins, Currants, Peels, Nuts. It will pay you.

Packers "Inoore" Ceylon Teas, Coffees and Spices and

OLD HOMESTEAD CANNED GOODS

S. J. CARTER & CO.

Wholesale Grocers

58 McGill St., Montreal

Sales Manager Wanted

for leading Canadian Wholesale House, one capable of taking charge of the selling, organization and directing the advertising.

Highest salary will be paid to the right man.

Send applications to the

Canadian Grocer

Toronto

A Well-Appointed B. C. Grocery

A Store That is a Credit to the Town—Some New Ideas in Fittings and Display From the Garden of Canada's Western Province—A Really Clean Grocery.

Up in Chilliwack, a little town of 1,800 population in the Fraser Valley, the garden of British Columbia, is a grocery store that will compare very favorably with anything in the trade, either in the east or west of Canada. The store is the property of Carl Grossman and a look at the photographs here reproduced will prove this assertion.

The building, which is on the main street of Chilliwack is of cement block construction, and is both fire and frost-proof.

Two large plate glass windows are used to good advantage in display and the contents of these are always kept bright and are changed frequently.

The store is equipped with modern, up-to-date fixtures, built after Mr. Grossman's own design, and is a model of neatness and cleanliness. The regular stock shelving on the right of the store rises 8 feet over all. In front of this 2 counters extend the full length of the store. The first one is a combination, the front half being plate glass and is used for confectionery, the other half, which has a dummy display front, carries the candy scale and cheese cutter, allowing wrapping space for one clerk. The second counter is arranged with a dummy front, used for showing a large assortment of English and Canadian biscuits. The biscuits are kept in their original tins immediately back of the samples displayed in the front. These samples are plainly marked with the name and price. On this counter are placed the cash register, scale, coffee mill and paper cutters. A counter and partition surmounted by an arch extends across the rear, dividing off a store-room for broken packages. This counter and wall are generally used for meats, etc.

The left side of the store during the winter was utilized to display imported fruits and vegetables. With the arrival of warm weather the fruit stands are removed and a soda fountain, tables and chairs installed, for a very profitable ice cream and soda water business, which continues up to Oct. 1.

The room in the rear is shelved on two sides. These shelves hold the surplus stock for the store shelving. Vinegar and syrup barrels are kept convenient to the partition entrance and a counter for weighing and tying up bulk goods, teas, etc., gives every facility for handling a large number of orders with a minimum of labor.

The warehouse is divided from the

A Well-Appointed B. C. Grocery—The Rear of the Store.

store by a 6-foot truck way, which connects directly with the side street and permits the handling of incoming freight independent of the store.

The best class of trade is catered to, and as the town is growing rapidly the business is increasing every month.

Carl Grossman, the proprietor, as may be seen from his photograph, is a young man, but is notably enterprising.

Outside his business he takes considerable interest in municipal affairs and has been largely instrumental in booming Chilliwack and the Fraser Valley generally, as a fruit and vegetable producing district. For two years he has had charge of and has arranged exhibits at Victoria and New Westminster, which have carried off awards, placing the

The Store Site—Before and After. The Genial Proprietor.

Fraser Valley as the banner district in the province.

TRADE NOTES.

Lapointe & Freres, grocers, of Montreal, have assigned.

The assets of Exephir Martin, grocer, of Montreal, have been sold.

Stone & Truax, general storekeepers, of Mansonville, P.Q., have assigned.

L. H. Randall, general storekeeper, of Wellburn, Ont., has sold his business to John Falconer.

Brault & Archambault, wholesale tea merchants, of Sherbrooke, P.J., have dissolved partnership.

Thos. A. Armstrong, who has been conducting a grocery and flour and feed business in Toronto Junction, has assigned to A. J. Anderson.

A Fruit and Vegetable Display.

St. Charles Evaporated Cream, for which W. H. Halford is Montreal agent, is being demonstrated in the grocery department of the S. Carsley Co., Montreal.

A View of the Main Counter.

around again after being indisposed for the past three months, and will soon be found again among the trade. This is the first illness he has had in twenty-six years with this firm. Lawrence J. Levy has been looking after the firm's interests during Mr. Smyth's absence.

J. Russell-Murray, Montreal, has been appointed Canadian agent for the firm of Sasserno, Piccon & Maunier, Nice and Bari, France, makers of olive oil, and he is busy introducing this new line to the grocery trade.

The many friends of J. F. Smyth, the popular and well-known city representative of the United Factories, Limited, will be glad to hear that he is getting

EFFECTIVE GROCERY ADVERTISING

The Why and Wherefore of Its Production.
Helpful Criticism and Suggestion Brightly Put.
Occasional Chats by W. F. Ralph.

"Every one knows the 'busy bee,'
But that is not surprising;
It couldn't be otherwise, you see,
With so much advertising."
—Walker Jones Willson in Profitable Advertising.

You will excuse me for starting out in rhyme, won't you? It isn't mine, anyway. But, like many another little four-line song, it contains a germ of truth well worth enlarging upon.

"As busy as a bee" is the universal phrase used by mankind (English-speaking mankind, anyway), to describe a state of great activity. Now, why is this phrase so universal if not because the honey-collecting insect has been so widely advertised as the very symbol of industry?

It's a fact, isn't it? I know of several stores in small Ontario towns who call themselves the "Bee Hive." It is used to convey the impression that the proprietors are full of business activity, and anxious to industriously serve the public.

It is quite safe for you and me to say that there are a good many people on this earth who are accustomed to the use of the phrase we are talking about, who never in their lives took the trouble to personally investigate the habits of a bee. If they relied solely upon their own peregrinations into the world of "beedom," they would never know enough about bees to say that those lively insects were industrious or otherwise. They rely for their information upon what they have heard other people say. In other words, upon bee advertising.

This is quite as it should be. Can you imagine a world where the people had to start right in and find out for themselves everything which they now hear about from their fellow mortals? In such a world it is safe to assume that the genus ignoramus would be the chief human species.

No, to be informed about most things we have to take the information on trust from other people. Information, to become widely disseminated, has to be widely advertised. For the spread of information, when it comes down to the fine point, is nothing more nor less than the advertising of the person or thing about which information is spread.

Of course, you understand all this, even though you may never have thought it out in detail. All I am saying it now for is to show that advertising always has been, is now, and ever will be necessary to civilized man.

Coming down from generalities to particulars, why is it that there are still some grocers who declare they don't believe much in advertising as a means of building business? I have heard men say, with a wave of the hand, and scornful cast of countenance, "Yes, advertising may pay some people, in some businesses, but I can't figure out where I'm going to get back any hard cash which I pay out for advertising." That kind of man is the man who would attribute to chance alone, any increase in his business. He can't trace the connection between more business and advertising expenditure. I'm sorry for him!

Advertising is strictly an investment. No man who properly advertises can class money paid for advertising as money spent for which no dividend may be expected. Dividends from good advertising are as sure to come as the world is sure to revolve upon its axis every twenty-four hours. Good advertising is no more a gamble than is the purchase of a shipment of groceries with the idea of realizing a profit.

One would imagine, in view of this plain fact, that retail advertising would be less spasmodic; that more grocers would lay aside a calculated percentage of their profits for advertising purposes alone. When the good business man takes stock, he always allows something off his estimate of fixtures for depreciation in value. He can see at a glance that his fixtures, having undergone more or less wear and tear, are not now worth the price he paid for them when new. This percentage for depreciation is, in reality, an indirect estimate of a proportional cost of new fixtures. He would, in fact, be justified in setting down the amount of that depreciation among his estimated expenditures for repairs.

* * *

In estimating expenditures, surely the item of advertising through which new business may be expected, should be included as well as an estimated expenditure for repairs, light, heat, rent or anything else. Advertising should be a fixed annual charge, and it will be found a charge which increases the wear and tear of the cash register and demands to be increased as the business grows. Having begun this talk in rhyme, let's end it in a similar manner..

"The man who advertises,
Is the wisest man we trow;
And it does'nt a bit surprise us
To see his business grow."

Western Canada is a big place; and that's probably why westerners like to do everything on a large scale. I have before me a full page ad. It is a whopper! It comes from J. F. Cairns, of Saskatoon. It is not exactly a gro-

CHEAPSIDE

Of Interest to You

By giving our customers the best service in a bright, clean and well-appointed store, guaranteeing everything we sell and having the newest and freshest goods to choose from, our store is known as

Parkhill's Most Satisfactory Grocery Store

Phone orders or orders sent by children will be carefully and promptly filled.

Our Coffee

The most popular Coffee in town, and the price only 40c. per pound—the same as ordinary coffee. Why not use the best?

Have You Tried Our 40c. Tea?

You may pay 50c. or 60c. for your tea elsewhere but you cannot beat this. The price per pound, 40c.

Blue Point Oysters

We have now the celebrated New York Blue Point Oysters.
These are the kind which we have sold the last two seasons with great success.
Fat, juicy, solid meat and no water.
Price no higher than common watered stock.

THANKSGIVING SUPPLIES

Mince Meat—1 lb. for 11c.; 5 lbs. for 50c.; 11 lbs. for $1. Quality choice.

New Dates, New Figs, New Cranberries, New Chestnuts.

WOODMAN & McKEE

Confectionery

This department is receiving some special attention these days. The best assorted stock of high-grade confectionery in town.

Turkish Delight
Toasted Marsh Mellows
French Candied Cherries

Honey

A jelly jar of Pure Clarified Honey for 15c.

Soap

Layman's Pure Olive Oil and Cucumber Soap, 3 cakes for 10c.

F. J. LAYMAN

A Section of F. J. Layman's Ad.

cery ad., but a sort of department store ad. Contrary to the usual practice of department store ads., this one doesn't advertise a bargain sale, but advertises an unique premium offer. Every cash purchase to the value of $1 made between Nov. 1st and Dec. 31st, entitles the purchaser to a numbered coupon. A duplicate of each coupon will be placed in a sealed box and will remain there until the time of drawing. When the box is publicly opened on Dec. 31, a little girl will draw from it ten coupons. The holders of duplicates of these ten coupons will then, according to number, be entitled to prizes, ranging from a team of heavy draught horses down to a doll outfit for a little girl.

This scheme partakes somewhat of the lottery idea and ought to be a drawing card. The way it is advertised ought to make it doubly effective, as the ad. is well and tersely written, and well set up.

* * *

A lively and confidence-inspiring ad. is one of F. J. Layman, Parkhill. I should like to reproduce it all on this page, but can't because it is too long, being almost a newspaper column in length. A part of it, including the opening argument, is, however, produced. This idea of a long column set-up is rather a good one, especially if interestingly written as this ad. is. The reader starts at the top of his paper and his eye easily and naturally travels down the full length of the ad. The headline of this ad. is "Cheapside." This reference to cheapness doesn't strike one very favorably at first, as one is usually inclined to be suspicious of too much emphasis on cheapness in groceries. But the talk of cheapness ends with the headline, and the composition of the rest of the ad. is strong on quality and store service. prices are given to a lot of the items and the plan followed with regard to them appears to be that of: "These goods are cheapest considering their fine quality." This is really a splendid sample of effective grocery advertising.

If we may be allowed to say so. Mr. Layman may be a layman in name and as far as the church goes, but he is no layman when it comes to advertising.

* * *

Woodman & McKee have sent in an ad. with a request for criticism. Now, criticism is commonly understood to mean saying something nasty. Of course that's a wrong interpretation of the word. We never say anything nasty in this column unless we positively have to. We endeavor to make any criticism we indulge in, of the constructive variety. With regard to this particular ad. so far from saying anything nasty about it, we are reproducing it as a rattling good oyster advertisement. Oh ! if the jolly blue-point bivalves referred to in this ad. could only have known in their lifetime what a complimentary obituary notice was in store for them. Surely they would have burst their shells with swelling pride ! "Fat, juicy, solid meat and no water," as the ad. says, tersely describes what humanity loves to see in an oyster. This is really good description, calculated to make the public mouth water for some of those blue-points of Woodman & McKee. This ad. is attractively headed, brightly written, and wisely set up. We have nothing to suggest in improvement of this ad., except that perhaps the price of the oysters if given, might have considerably helped sales—and again it might not.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

BARRIE.

Barrie Milk Dealers' Association have again raised the price of milk one cent per quart. The price is now eight cents. They also say that it will be nine cents before Christmas.

* * *

A farmer living near Minesing speaking to your correspondent on Saturday, stated that in the neighborhood of one hundred bags of potatoes in his section have been frozen in the ground.

* * *

A thing which I notice with pleasure is the tidy way in which the merchants of the town are keeping their windows and are, with a few exceptions, up to any windows which I see in the larger cities.

Stratford tells how apples are packed in boxes for a special class of trade.

Vancouver gives some hints for the benefit of turkey shippers in the East and tells something about really high prices in produce.

Montreal's bad streets trouble grocers in that city.

A class for show card writers has been started in the Pembroke Y.M.C.A.

The Brandon correspondent discusses the matter of providing for the convenience of country customers.

W. J. Ross, late of Angus, has opened a flour and feed store at Allandale, and is advertising quantities of potatoes at a very reasonable figure.

* * *

Luck, Wisdome & Co. report business very brisk in the Sixth Ward. "The best year for business," says Mr. Luck.

* * *

Wm. Buchannan has a fine window display of figs and confectionery for Murchison's grocery department, and does himself credit.

* * *

T. McEcheran, grocer, Allandale Road, has sold out to H. Watt, of St. Thomas.

* * *

Van Camp's representative, of Cincinnati, was in town this week selling their famous pork and beans and soups, etc. He reports business in these lines fine.

* * *

The grain market here was a little easier on Saturday. Wheat declined two cents and is selling for 95 to 98 cents; barley, 70 to 74 cents; oats, 45 to 50 cents. With flour 10 cents cheaper in Winnipeg we are looking for a drop here.

EDMONTON.

Let every grocer who does even a moderate business stop and consider the quantities of biscuits he handles in a year. These are made from wheat or oats and are used by people everywhere. Now, Edmonton is situated in the centre of one of the richest districts in western Canada. The city is in a position to become the distributing centre for the country for 500 miles, east, west, north and south. This country is not only a good agricultural area, but is also rich in mineral wealth. Towns and cities will spring up very rapidly, as it is opened up by the railways, and the supplies will be drawn from Edmonton. In spite of these glowing prospects and in spite of the fact that grain of all kinds may be grown here, there is as yet no biscuit factory in Edmonton. Experienced men have looked into the situation and have remarked upon the opportunities for such an industry. All that is required is an energetic man with a little capital and plenty of brains and with progressive, up-to-date ideas to start such a factory, and he will soon make good. And the man that gets in on the ground floor is the man who is going to succeed.

* * *

"Nothing pays a man better than consistent and persistent advertising," said a prominent Edmonton grocer recently to The Canadian Grocer's representative He had just finished dressing his window and a particularly attractive display it was. "By advertising, I don't mean only advertising in newspapers and other publications, I mean letting the people know in every way possible that you carry a good line of goods, and are prepared to give them entire satisfaction. A person advertises his business by the clean, natty appearance of his store, a good display of his goods in his windows, a neat delivery rig, well swept sidewalk, neat, attractive clerks, and in many other ways. It all helps and it's the man who attends to all of these details who makes a success of his business." These words from one of the most successful grocers in Edmonton are well worthy of attention. When you go down to your store in the morning just take a look around and see where you can improve the appearance of things in

many ways. Make them and watch for results. They'll come.

* * *

The Calgary Hundred Thousand Club visited Edmonton on Thanksgiving day to see the progress being made by the capital city of Alberta. The town was rather quiet, for it was a public holiday and all places of business were closed. Many flattering comments were made, however, on the attractive window displays in almost all of the stores, and the enterprise and skill of our Edmonton merchants was highly commended.

* * *

A comprehensive report on the crop returns for the Province of Alberta is being prepared by the Provincial Department of Agriculture and will be issued shortly. This will tend to disprove much of the knocking and pessimistic prophecies as to the western crops throughout the country.

BRANDON.

The Ingersoll correspondent made some good remarks about providing accommodation for waiting customers. It would be wise to have seats provided for tired shoppers, but the great trouble is to find room in a grocery store for them. If a grocer were building a new store to suit himself, I think the idea of providing seats would be a first-class idea. But I think a better idea still would be to have a room set aside for ladies from the country, where they could change their wraps. My idea would be to have a wash room and lavatory in connection with this room.

* * *

All places of business were closed in Brandon on Thursday morning, Nov. 6, on account of the funeral of our late provincial member, Dr. S. W. McInnis. He was Provincial Sectetary as well as Minister of Education and was most highly respected by everybody.

* * *

Ontario winter apples are coming in very freely now and are selling well considering the high prices.

* * *

I notice the Calgary correspondent says the leading grocers of that city would like to close at six o'clock. Why don't they close at 6,30 and give the laboring man a chance to come in and pay his bills and also to buy what he wants? It is the only chance he has, because the stores are never open when he is on his way to work. Of course, there are always some "second raters" that would keep open after hours, but the best thing to do is to have a strict by-law and make the police look after them.

* * *

J. B. Smith, late manager of The Dominion Produce Co., has opened up in business for himself. He will handle butter, eggs, cheese, potatoes, etc. He should do well, because he is a hustler and uses the trade well.

* * *

There is some talk that the big grain buyers have quit buying wheat around here because they think the price is too high and it is not good buying. Others are not buying because money is so scarce. It will make it bad for Manitoba, because everything was shaping n cely for fall trade, but if the farmers do not put the money in circulation, no one will. We will realize more how dependent we really are on the farmer.

* * *

Farm produce is very scarce. Fresh eggs are selling at 35c a dozen and butter from 30 to 35c per pound. Poultry is always pretty dear here. At present turkeys are retailing at 22c per pound and chickens 20c per pound. The grocers do not handle poultry here, they leave it all to the butchers and fish stores.

MONTREAL.

The question raised by The Grocer's Ottawa correspondent, relative to the market by-law in that city, caused a Montreal representative to call on Ald. J. G. Duquette, chairman of the Market Committee. Mr. Duquette said: "There has never been any regulation put upon the market here. They open at 5 a.m. and business can begin at once." Continuing, he said: "I do not see what advantage could be gained anywhere by prohibiting dealers and hucksters from buying before 8 a.m. in the summer and 9 a.m. in the winter; and I am sure it would act injuriously to Montreal trade. In this city dinner, for the vast majority, is at noon, and not in the evening, consequently, it is necessary for the retailer to have his meats ready for his customer by 9 a.m., which could not be done if they were restricted from buying before that hour."

* * *

The state of the streets is a question of more importance perhaps to the grocer than to any other man of business, and there is considerable dissatisfaction felt in Montreal over the condition of the leading thoroughfares. It is of little importance to a delivery wagon whether a street is clean or not, but it is a serious matter when the rails of the street railway are four inches above the street level. When a leading grocer whose store is at the junction of two street car lines was spoken to on this subject he said: "Few realize that every time my wagons go out or come in, they are forced to turn across those high rails. It is not only a great inconvenience, but it takes much more repairing and therefore a greater cost to keep my delivery rigs in shape." What is true for this grocer is true, only to a less extent, perhaps, for every grocer of any consequence in Montreal.

* * *

There has never been a grocers' clerks' union in Montreal. What is the reason? That is what a number of grocers' clerks here are asking. It is perhaps the only business which has not got its union. One clerk of long experience stated it to be his belief that a union properly conducted would be a great factor in bringing about uniform early-closing, which, from the clerk's view point is very desirable. At present the hours are so long that it is becoming very difficult for grocers to get really efficient help.

* * *

Business for this time of year is rather dull. The uniform high prices are beginning to tell on the retail trade here. One of the direct results is that there are now more capable grocery clerks out of employment than at this time last year. As a rule, many of the larger grocers increase their staff at this season in anticipation of the holiday trade. But this year many are curtailing expenses. One of the most progressive grocers of Montreal said: "Recently I put an ad. for a clerk in one of the daily papers, and I was really astonished at the number of likely-looking fellows who responded. I did not think there were so many out of work."

STRATFORD.

Some of the grocers are already commencing to display their Christmas goods in their windows, and such goods as raisins, currants, prunes, cranberries, etc., are noticed. When dressing windows some people apparently want to put a sample of everything in the store in the window. Don't overcrowd the window. Be reasonable and put in that article which you think will attract somebody's attention.

* * *

There was a very large attendance at the market here on Saturday, and if anything, the market appears to be increasing. Prices varied little. Butter sold at 27 to 28c. per lb., eggs 29 to 30c., chickens 25 to 50c. each, ducks 45 to 55c., geese 80c. to $1, turkeys 14c. to 15c. per lb. Turkeys are very scarce. Probably they are being held for Christmas trade. Potatoes brought $1 per bag, and apples 70 to 90c. In grain and foodstuffs there has been a decline in price. Wheat is now quoted at 90c. standard, oats 47c., barley 65c. to 70c., peas 75c. to 80c., bran, $22 ton, hay $15 a ton.

* * *

The chief of police made a tour of the market and on Saturday found one farmer selling light-weight butter. There were 28 prints which ran about 3½ ounces short on four packages.

* * *

The Whyte Packing Co. dress some really fine windows. Their produce (meats) generally occupy a good, conspicuous place. For Thanksgiving, one of their windows contained several very small pigs, all ready for the dinner table. They were purchased by one of the local hotelkeepers.

* * *

Last week several carloads of apples were shipped from this city to the Old Country. It will be interesting to know something about the packing of these apples. One packer and shipper remarked, "Our apples are picked in bags and emptied into boxes, which are hauled on large, low, spring wagons to the packing house at the corner of the orchard. There they are packed. Canvas stretcher sorting tables and a cushioned packers' table for four packers are used. A box press and a nailing bench completes the outfit.

"As the apples come from the orchard the boxes are piled at one side of the packing house. Sorters empty the apples on the sorting table and grade them into No. 1s, No. 2s, and No. 3s. The culls are placed to one side in baskets.

The baskets of No. 1s and 2s are emptied on the packers' cushioned table in different compartments.

"The packer wraps the apples and places them in boxes in tiers. When full, he marks on the box the grade and the number of apples that it contains. The box is then taken to the press, the pressman puts on the cover and cleats and nails it. The variety of apple is then stamped on the box. The boxes are piled on the other side of the packing house, where they are ready to be hauled to the station."

PEMBROKE.

Now that the Thanksgiving turkey has disappeared, the local traders are looking up the specials for Christmas and filling up stock to meet the demand for the festive season. If prices keep advancing in the manner they have of late, it looks as if there will be but little money to spare for luxuries. It is quite a treat to be able to tell a customer these days that an article has not gone up in price, for nearly everything has gone up lately.

Merchants are now selling rolled oats at 5c a pound or six for 25c. 30c and 32c a dozen is asked for eggs, while butter is retailing at 32c for creamery and 30c for dairy. A plentiful supply of meat on the market keeps the price down. The price of poultry also keeps down, chicken selling at 60 to 65c a pair, geese at 75c each, and turkeys at 17 and 18c a pound. With the arrival of five or six cars of apples, merchants are getting busy booking orders. Spies are selling at $4.75 to $5 a barrel, and other varieties from $4 to $5 a barrel. Dried fruits are also beginning to appear, but very little display has yet been made of these goods. One leading merchant had a dainty display this week of a line of Chinese figs, which proved good sellers, owing to the scarcity of the ordinary variety.

* * *

Pembroke grocers are handicapped as well as other towns with a market by-law, prohibiting them from buying before nine a.m., and this too at a time of the year when produce is scarce. It is hardly worth the trouble of their attending when nearly everything worth buying is swept up. Lately a by-law was brought forward to prevent farmers from selling their meat in small joints. Not less than a quarter of beef was to be sold, but owing to the strong opposition brought against it, it fell through, and the public are still able to get anything they want from a pound of steak upwards.

* * *

In one of my recent letters I mentioned that one of the merchants had advertised the fact that he intended doing a strictly cash business, but whether he found that local circumstances were a little too much against such a system or whether he possessed a soft heart and could not resist the appeal of "Mother will pay on Saturday," I find, that although not giving quite as much as formerly, there are still a few.

* * *

A very useful class for show card writers has been started at the local Y.M.C.A., open to members and non-members. This should prove a valuable incentive to good window dressing. The clerk that can write a good card for a window, will scarcely want to take it home and put it on a shelf. He would rather see it displayed in a window together with a dainty display of the goods it was intended for.

* * *

Where do they all come from and how do they get a living? one might ask oneself on seeing the crowd of travelers that each train brings into the town. The other day I heard a merchant remark to his clerk, "I am going home for an hour or two to write some important letters. I cannot do it here, with the swarm of drummers there are about."

* * *

The local bakers have for some time been selling a one and a half pound loaf for 6c., and now the milkmen have put on another cent per quart for their milk, bringing the price to 8c.

VICTORIA.

"Fine Thanksgiving Turkeys" is the headline of one of the editorials in the special Fall Number of The Canadian Grocer, and a truer statement was never made if all the turkeys were like those which reached Victoria this season. Raising turkeys is not a large industry in B.C. and consequently we have to look to Eastern Canada to supply our wants in this respect, and just in passing I would like to mention a few details that may be of interest to eastern shippers. In previous years many of the turkeys have arrived on this market in a very unsatisfactory condition, some with wing feathers and some with tail feathers, and some with both. Once in a while one would find a nicely picked bird with all feathers removed, and then probably in the same case there would be one or more birds with not only the feathers removed but generous chunks of skin and flesh as well—and occasionally one would find a skeleton that may have resembled a turkey when it had a full dress of feathers on. Now just let us travel with a case of these "assorted" turkeys from, let us say, Smith's Falls, to Victoria. First of all, this conglomeration of legs, wings and necks, etc., are all jumbled into a case and weighed, and the gross, tare and net weights marked thereon—sometimes accurately and sometimes otherwise. Then they are very conspicuously stamped "Selects." After this they are frozen, and not any too soon, for surely some of them should have received a chill about a week previous. Now let our imagination take us without any particular reason into a retail store in Victoria, the proprietor of which has bought eight or ten cases of selects, probably two months ago, in order to have them arrive in time for his Xmas trade. Now he opens a case, and what does he find? Just a frozen mass of birds. He allows them to remain as they are for a few hours to thaw out, and then what does he find? Just imagine those wing and tail feathers all sopping wet, and the nice plump bird so badly disfigured that any respectable grocer would be ashamed to hang it in his shop. Now what is this dealer to do? He can't ship the turkeys back, and worse still, how is he going to fill his Xmas orders? If Mr. Shipper from Smith's Falls had really gone along with those turkeys he would have had quite an interesting time. Your eastern readers may laugh and say that this is an exaggeration, but the writer has had many such experiences. But to return to where I started, I am glad to say that the turkeys that arrived here last month for Thanksgiving were as fine a lot of birds as anyone could wish to see, and sold readily at good prices. They were really "Selects" and fine plump young birds, with all feathers removed and heads off, necks wrapped in parchment paper and feet tied down, and when thawed out and carefully dried off none but an expert could tell that they had ever been frozen. Let the eastern dealers send us such birds as these and charge an extra two cents a pound, and the result will be satisfaction at both ends of the line.

* * *

The Grocer has been giving some timely talks on rats lately. I use the word timely, for there seems almost to be a plague of rats on the Pacific coast just now. The San Francisco and Seattle authorities are unceasing in their efforts to keep them down. In Victoria they seem to have overrun the city during the last few months and the authorities are now offering a bounty of fifty cents a dozen for them.

* * *

Your Ingersoll correspondent seems to be rather horrified at the prospect of paying more than thirty cents for butter. The wholesale price here to-day is forty-three cents for fresh creamery in one pound prints, and this retails at fifty cents, and even at these prices the supply is not nearly adequate. Of course there is cheaper butter on the market, such as Alberta creamery, which finds a ready sale at thirty-five and forty cents a pound. Fresh eggs are almost a luxury and what few are to be had are selling for seventy cents a dozen, but this will not last long for in this mild climate the hens lay well as soon as the moulting season is over. Bread has advanced to six cents per one pound loaf; flour and potatoes are both high; in short, there is still an upward tendency in nearly all lines.

* * *

A few small trial shipments of Australian dried fruits, such as sultana and valencia raisins, have been brought in here recently. These fruits opened up in a very satisfactory condition and proved much cleaner than the Smyrna fruit usually is. This is an important event to the grocers throughout Canada, for one of the most serious problems that the western grocer has to contend with is getting their fruit here in time for Xmas trade, in fact many shipments arrive here entirely too late and consequently are dead stock for some months to come. The Australian fruits arrive here early in September, thus giving ample time for distribution. It seems that all Australian goods are earning an enviable reputation for themselves, for the moment they reach this market they are eagerly sought by the retailer. This applies to apples, butter, onions and canned meats. The writer has had some little experience in handling these goods, and here ventures a prediction that in the very near future Australian dried fruits will be important factors in the grocery business throughout Canada.

THE CANADIAN GROCER

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The

MACLEAN PUBLISHING CO.

Limited.

JOHN BAYNE MACLEAN - - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

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Telephone 3726
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PARIS - Agence Havas, 8 Place de la Bourse

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Published every Friday.

POST-OFFICE MISMANAGEMENT.

"In the matter of the theft of letters from the post office in which one young man was found guilty and sentenced to three years in the Kingston penitentiary we are compelled to call public attention to the small salaries that these clerks receive. It was shown in evidence that this man was married. His hours were long, his responsibilities important and his salary nine dollars per week. We mention this, making no excuse for the criminal, but we are fully persuaded that the conditions are such that in the end the public service will be filled with incompetent and unambitious men and the present intention to save money will, in the long run, end disastrously for the service."

In the above words the grand jury at Toronto in their presentment to Judge Winchester the other day, condemned, as the MacLean newspapers have been doing for a long time, the post office administration inaugurated by Sir William Mulock and some of his personally-appointed and incompetent officials. The Post Office Department of Canada is the largest business organization in the country, bigger than the Canadian Pacific Railway. What would the public think of the directors of the C.P.R. or any big corporation if they selected a village doctor with no previous experience in railroading to be the general manager of the system? Yet Sir William Mulock made as head of the post office system just such a man without regard to the needs of the system, but merely as a reward for political services, or, as some assert, to get a possible opponent out of the way. Business interests in all parts of Canada are suffering. Hon. Mr. Lemieux has done much to improve the situation, but he cannot make the progress the country demands unless he has a competent organization to support him at Ottawa. It should be a clearly understood rule that all appointments in the Post Office Department at Ottawa are to be given as a reward to permanent employes who have shown, by their ability and interest in the service, their capacity to handle it.

They are undermanned and underpaid not only in the Toronto office, but it is the same in the extreme west. A recent issue of the Colonist, Victoria, B. C., says:

"The post office staff is working energetically to cope with the receipt of mail at the local post office, but the staff of sorters is all too inadequate to prevent the accumulation and delay, especially of the second class mails. Efforts are made to give as early a distribution as possible of letters, but the newspaper mail is delayed daily. Often newspapers lie for a day on the floor of the post office unsorted. Yesterday much of the newspaper mail received by the steamer Charmer at 7 a.m. was still unsorted at 5 p.m.

"The delay is entirely due to the utter inadequacy of the staff. The situation has existed for some time and attention has been drawn to the poor service as a result. Officials of the post office however have been unable to secure permission for the necessary increase of the staff, and the staff has struggled short-handed to cope with the accumulating piles of newspaper mail. Often the day staff leave the accumulated mails for the night staff and in the morning when the day staff return to work there is still a large pile to which further additions are made as the incoming mails are brought in."

GOOD NEWS FROM THE WEST.

Recognizing the growing interest, through all lines of business, in trade conditions in the Canadian West, and pursuing the policy of adequately representing each district of Canada, the proprietors of The Grocer have recently taken a step which will assure to our readers the possibility of a satisfactory acquaintance with these conditions. We have secured, as one of our representatives a well-known journalist who is recognized as an authority perhaps unsurpassed, on trade and market conditions in the Western Provinces. Regular weekly articles written on the spot will be contributed to The Grocer by this representative and it is hoped our readers will make full use of the advantage thus offered.

TOO MANY TRAVELERS?

Canada is just now thronged with commercial travelers. Her highways and byways are filled and every little town, as well as the larger centres, is being visited by more genial knights of the grip than perhaps ever before in its history.

Reasons for this are various. The steady and remarkable increase in all lines of business is one good answer, and yet there is another which is perhaps more material, if more obscure. The conservative feeling which seems to be everywhere prevalent in business circles as a reflection of the threatened period of trade depression is also having an important, if an indirect, effect. Manufacturers and wholesalers, finding that their goods are not selling according to expectations, are sending out more men, seemingly with the idea of forcing the conservative buyer, by more thorough canvass, to take regular-sized orders. We are told that in some cases even the heads of firms are on the road chasing their travelers to find out what is the matter.

Results from this accelerated campaign are bound to be more or less unsatisfactory. Many of the men who are at present on the road are new, both to the goods and the customers. Many have been taken from their regular work in factories and warehouses and sent out, without experience and education in salesmanship, to cover part of a regular man's territory. When it is considered that these men have no established connection and probably only a perfunctory knowledge of the goods they handle, it is not to be wondered at that a satisfactory amount of business is not being booked. Again, in the long run the regular travelers will suffer, for these inexperienced men are certain to leave a less pleasing impression with the firm's customers. The individual business houses who are following this plan will, however, suffer most and they must work out their own salvation.

Looked at from a lighter side, the situation has a humorous, though, perhaps, an important aspect. This oversupply of travelers is filling above the brim the hotel accommodation, not only of the smaller towns, but also of some of the larger centres. It is a very common thing these days on the arrival of a train in many an Ontario town to see four or five travelers sprinting for a hotel, regardless of dignity, fuss or grips, in the effort to secure a sample room and accommodation. In the height of the Christmas selling season and with conditions as noted above the inadequacies of hotel accommodation in Canada were never more apparent. This is a condition which will remedy itself as the country grows older.

THE WESTERN CATTLE TRADE.

Changes have come about in the western cattle trade in the past three years that merit the very thoughtful consideration, not only of men engaged in the breeding and rearing of live stock and the placing of the same on the markets of the world, but also of men engaged in every line of trade and commerce that depends for its ultimate success on the purchasing power of the farmers both east and west.

Gradually, but surely, the days of the great ranches are passing away. This has been recognized for some time, and though in Alberta the ultimate end may be longer postponed by the opening of new territory in the Peace River country, the closing out of ranches that carry from 10,000 to 20,000 head is in sight. This is true, not only because the farmer is crowding the rancher, but because more and more the British market, as well as the domestic, demands the finished article and it is gradually, but slowly, dawning on the western wheat growers that the really profitable method is to combine wheat-growing and cattle-raising, so that much of the grain raised can be converted into beef and mutton on the spot, and thus reach the market in a concentrated form. Prof. James W. Robertson told the Manitoba farmers nearly eighteen years ago, when they were clamoring for reduced freight rates. that the most effective method of reduction would be found on marketing all they produced in its most concentrated form.

In ten years time the West will have fifty farmers raising 1,000 to 3,000 bushels of wheat yearly and finishing 100 steers, where to-day there is but one ranch.

Though the trend of events is in this direction, the whole scheme of ranching and stock farming has received and is receiving a very serious set-back this fall. and it is the duty of every man in business to acquaint himself with the facts, and do all in his power to stop the present retrograde movement, which, if not checked speedily, will bring about a condition of things little short of disastrous to the live stock interests of the West, and for that matter the whole of Canada, for it is from the West that the bulk of the export trade is done.

There is no manner of doubt that a number of ranchers found it needful to sell all the cattle they could this fall, but even allowing for that, there is something of a panic among them after last winter, and there has been a tendency to sell out everything and get out of business, which most assuredly was not warranted by one bad winter. To such an extreme has this been carried, that although nearly double the number of cattle are coming forward than was estimated last spring, the percentage of good export steers is below normal. During the past six weeks the Winnipeg stockyards have been crowded with cows, good cows, nice two year old heifers and fine blocky young steers, running from eighteen months to two years old, splendid stuff to breed or feed, but absolutely useless for export. This has brought the prices down, and bunches of export steers have sold from $2.75 up to $3, and it is questionable if the buyers got their money out of them even at those figures, as they were ill-finished and soft and would shrink terribly in transit.

There is one truth that cannot be hammered home too hard or too often, and that is that the British market wants none but the best, and every additional lot of scrubs shipped over there reduces the average price to the seller.

Many farmers are short-sighted enough to tell you that it pays to sell the cattle for anything that can be got for them, and sell the feed because prices are high, but though on the face of it this seems a good argument, as a matter of fact it will not bear inspection. In the first place, there is no guarantee that the high prices for feed will continue. Already there have been serious fluctuations and it is now so near the close of navigation that it is not possible for more than another 25 per cent. of low grade wheat to be shipped out of the country; it will not stand all rail freight; and British millers and dealers will not accept it after April for fear of damage from heating in transit, so that it looks as if a large quantity might after all, be left in the country, and if there are no cattle to feed it to, as seems likely at present, it will be sheer waste.

Even supposing the immediate monetary return showed a profit, the fact that by thus denuding the country of stock, the farmer will, next year and the year after, have to pay an exceptionally high price for beef, will very speedily turn that profit into a loss.

Men well versed in the cattle trade state, that next spring the price will be 6 to 7c per pound for stall fed and 5½ to 6c for cattle fed in the open during the winter.

During the winter of 1906-7, feeding in the open was found quite feasible in both Manitoba and Saskatchewan, but this year only a very few farmers are preparing to feed in this way. Experiments have proved that two men can care for 500 head of steers, and all they require is a sheltered bluff, plenty of straw for feed and bedding, salt and fresh water always available, and a moderate amount of meal or bran, or a mixture of both.

In sections where farmers have a lot of damaged grain, which is not likely to be shipped before navigation closes, it might prove a very profitable venture for local business men to join the farmers in the purchase of some of the cheap ranch stock, now to be had, and feed with a view to selling next spring. It would be quite possible to contract with dealers both in Winnipeg and Calgary for a fixed price for such cattle delivered next April and May. The present is a most opportune moment for local business men and farmers to draw closer their business relations for their mutual profit.

THE WESTERN SITUATION.

There has been practically no change in the situation during the week. The financial stringency continues unabated, the wheat market has had small periods of recovery, but to-day cash wheat sold at three cents under last Saturday, and during the week there have been times when the drop was 8¾. Money to finance crops is no more plentiful than it was last week, the close of navigation is a week nearer, and the receipts of wheat for the week have shown fully fifty per cent. of wheat No. 4 and lower. An incident that shows which way the wind blows, is the fact that Canadian bottoms are offering lower rates for carrying wheat, an offer without a precedent in the grain trade in the last weeks of open water, and this means that at a period when boats are usually chartered a month ahead, and shippers falling over each other in their haste to secure boats, Canadian vessels are actually seeking cargo. Receipts continue to pile up at the lake fronts at the rate of 350 cars daily.

Business in the West is beginning to feel the closing of the elevators which has occurred at a number of points.

The banks still maintain their assertion that they are supplying all needful money to move the crop, but in view of actual conditions this is merely a matter of form.

WHAT A CONTEMPORARY THINKS

The American Grocer, one of the leading grocery trade journals in the United States, handed out the following little bouquet in a recent issue. It is of particular interest to us and may be so to our readers:

"The fall number of The Canadian Grocer is, as usual, a very handsome issue, not only from a news standpoint, covering as it does every important locality in the Dominion, but typographical as well. It contains 208 pages and cover, the front of which is an attraction in itself. The subject matter, much of which is illustrated with half-tone illustrations, is of a high-class, whilst its advertising pages are ample evidence of the enterprise of the Canadian manufacturers and the high regard in which the journal itself is held."

EFFECTIVE WINDOW DISPLAY

A Good Idea for a Grocer's Christmas Card or Calendar—An Attractive Window From Victoria, B.C.

What can be done by a good man with a good window is well illustrated in the accompanying photograph—which comes to us from Victoria, B.C. The window was trimmed by Harry Young in the store of Fred Carne, jr., one of the most enterprising grocers of that city.

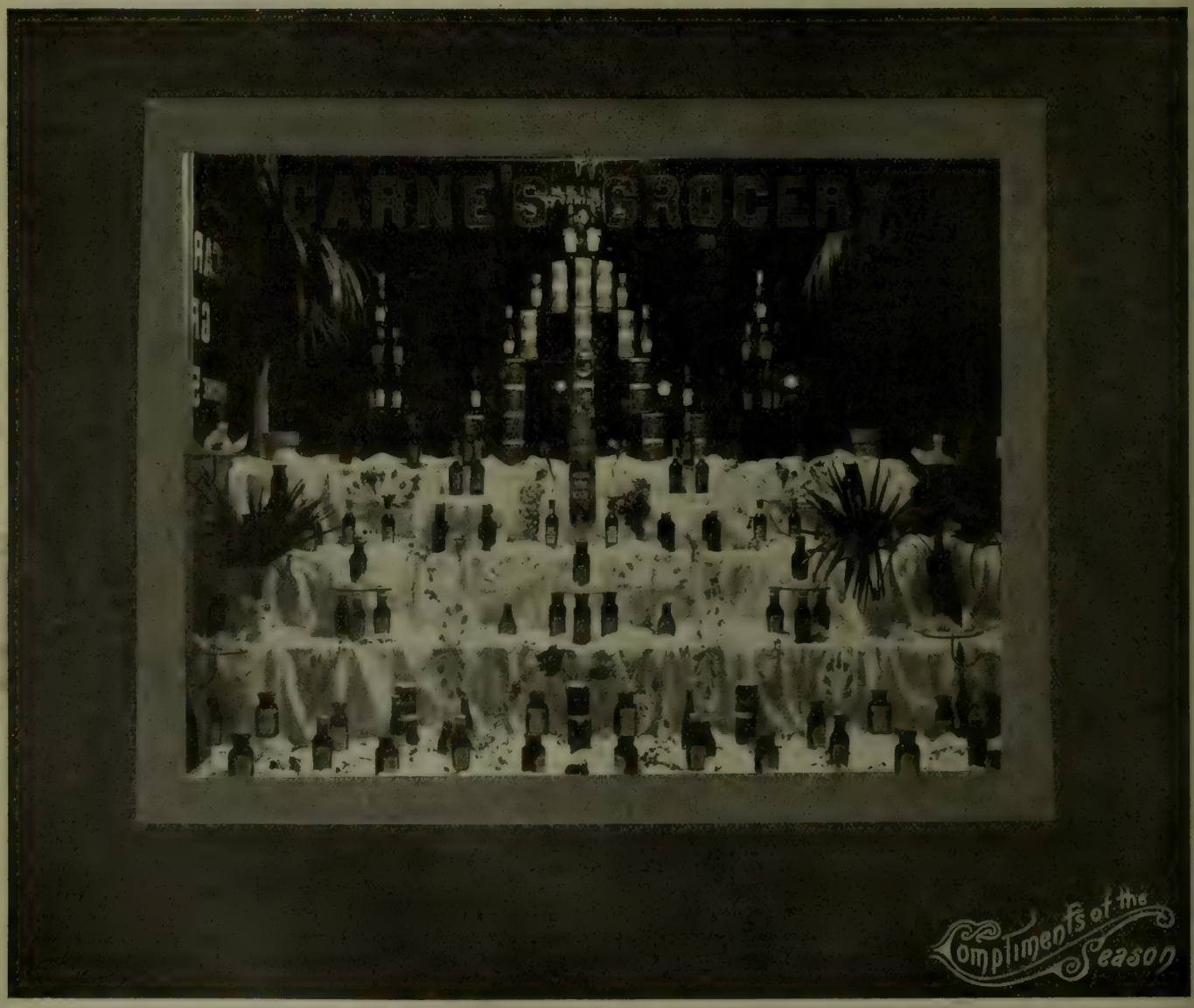
Evidently the proprietor has not been averse to reasonable expense in accomplishing the admirable result and Mr. Young has made good use of the material furnished. The series of step-shelves is covered with a good grade of cotton, this, the foundation, conveying at once an idea of cleanliness and purity. Then, tastily arranged on these shelves, are samples of a good many of the "57 varieties" of the well-known Heinz goods.

The use of glass plates on which to build the tiers of bottles and the fans made from crepe tissue, are both helpful features. The palms at the top and sides of the window and the small branches of bloom scattered sparingly among the bottled goods, add materially to the attractiveness.

This window illustrates a frequently mentioned principle of window-dressing which is worth while remembering. Do not show too many lines. Mr. Young appreciates this fact and has produced a window which gives no suggestion of crowding.

The photograph was taken at night and the three gas lights showing dimly in the window are the reflections, Mr. Young tells us, from a drug store on the opposite side of the street.

The mounted photograph, as it was sent to us, gives a mighty good suggestion for a grocer's Christmas card, and it has evidently been used for some such purpose. The print bearing the photo of the window is mounted loosely on a light buff card and this mounted again on a stiff olive card, the latter bearing on the lower corner, printed in gold, the words "Compliments of the Season." Such a card would make a very pleasing Christmas remembrance or with a calendar tab attached would mean a lot of pleased customers and a mighty good advertisement which would be referred to all year.



Suggestions for a Grocer's Christmas Card.

Above some open boxes of crackers in his store a grocer has hung this sign: "The Lord helps those who help themselves, but the Lord help the man who is found helping himself here."

G. A. Witmer, who represents Gorman, Eckert & Co., of London, in Toronto, and the East, called on The Grocer last week between trips. He reports the fall business as opening up well.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Rice—Unsettled.
Dried Fruit—Easier.

Montreal, Nov. 14, 1907.

The markets this week show a tendency to easing off on certain lines. A new feature in green fruits is Porto Rico sweet oranges, seen for the first time on this market. They are of very good quality, and are in strong demand, as they are the only sweet oranges to be had at this season. The season for fresh salmon is over and, only frozen stock is now obtainable. The vegetable situation is quiet. Domestic tomatoes are finished and imported ones from California at $4.25 per box of 30 pounds, are taking their place. Feed is easier, the prices having fallen away $1 per ton. Rolled oats is in brisk demand and much difficulty is being experienced in obtaining oats fit for milling purposes. Rice remains very unsettled, owing to the many unconfirmed reports of a famine in the United Provinces and Delhi regions, India. Scaled herrings have firmed up somewhat and are now quoted at 18c per box. The new crop of Sicily filberts is in, and are quoted at from 11½c to 13½c in quantity. There has been an easier feeling in tapioca, and the prices have fallen off somewhat. Peanuts are also down from ¼c to 1½c per pound, according to quality. There has been an easier feeling in cheese, and small cheese of 20 pounds are ½c per pound lower than last week. New Tarragona almonds are here. They are much later than usual. They are being quoted at from 12½c to 13½c. Pecans have fallen off somewhat in price and large, fancy are now quoted at from 17c to 18c. Salad oil has become quite a feature of this year's trade. It is quoted at from 90c to $1.10, which is a great reduction in former prices. It is being extensively used for "shortening," and also by certain religious orders, who abstain from oils taken from flesh. For food purposes the Trappist Monks use large quantities, buying the oil in 45 and 50-gallon lots. There has also been a falling off in the price of American pork, to the extent of 25c per barrel.

SUGAR—The sugar market continues steady. Prices are firm, although there has been a slight easing off as regards demand.

Granulated, bbls	$4 40
" ½-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " " 50 lbs	5 35
" " " 25 lbs	5 45
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—There is a fair demand for glucose syrups at the old prices. Trade in molasses is very brisk, owing to the continued high prices of butter and lard. Prices are firm and a good volume of business is being done.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—As is usual at this time of year, there is less business being done than during the past month. Only small volumes for immediate use are being handled. The market is steady and prices continue firm. The supply of the lower grades is still scarce. Blacks are stiff. Japans in first hands are practically cleared up.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 2
Good common	0 20	0 22
Common	0 19	0 2
Ceylon—Broken Orange Pekoe	20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20½
India—Pekoe Souchongs	0 16½	0 18
Ceylon green—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—There is a report that on outside markets coffees are slightly easier in price, but the change is so slight that it will not affect local prices, which continue steady. There is a good demand, and a fairly large amount of business is being done.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The second direct steamer laden with new dates from Persia has arrived at New York, and prices have fallen ½c. The second Mediterranean steamer with a cargo of all kinds of dried fruit arrived here the first of the week and will fully supply the local market. Prices remain unchanged. On the foreign markets currants are reported a shade lower, but this change is too late to affect the local holiday trade. The first of the new crop of almonds reached New York the first of the week, but prices are so high that local importers are afraid to handle the goods.

The importers here are having great difficulty in filling their orders. The congestion of freight, both on the Grand Trunk Railway and the Canadian Pacific Railway is so great that on certain occasions shipments of dried fruit have been a full week in the railway freight sheds before being delivered, in spite of the utmost exertions on the part of the importers.

Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases		0 07½
" " cleaned		0 07½
" " in 1-lb cartons		0 08
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown		0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs. " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 06
Selected, per lb		0 06½
Layers, "		0 07
Dates—		
Hallowees, per lb	0 05½	0 06
Sairs, per lb	0 04½	0 05
Packages "	0 05½	0 06½
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ½'s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		0 13
Choice seeded, 1-lb. pkgs	0 12	0 10½
Loose muscatels 3 crown	0 10½	0 11
" " 4 crown	0 11½	0 13

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 09½
" " " 50-60s	0 09
" " " 60-70s	0 08½
" " " 70-80s	0 08½
" " " 90-100s	0 07½

SPICES—There is a fair amount of business being done in spices, at the old prices. On the whole the market is featureless.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

RICE AND TAPIOCA—There is a report that in India in the regions of the United Provinces and Delhi the rice crop is in great danger through want of rain. Although the extent of drought is not known, the outlook for this time of year is worse than in 1896 and 1899. The Government is prepared to import rice and foodstuffs if it should be necessary to do so. The latest cable received here is dated Nov. 6 and says that the famine is still increasing and the situation is considered serious. Japan rice is a little easier however, than the opening prices.

Prices on tapioca continue firm, with a fair amount of business being done.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 07½ 0 08

BEANS—The prices on beans are a little easier. The supply continues scarce, although a larger movement coming from the West is expected by

the end of this month. This year there is about a 30 per cent. crop of first-class and about a 40 per cent. crop of very common beans. Peas continue unchanged in prices, with very short deliveries.

Choice prime beans	2 20	2 25
Soup peas, whole, bag 2 bushel	2 50	2 60

EVAPORATED APPLES—The market is not strong. However, a fair amount of business continues to be done at unchanged prices.

Evaporated apples	0 10	0 10½

MAPLE PRODUCTS—There is practically no maple syrup in bulk on the market. Other lines continue firm. Demand is good, and a fair amount of business is being done.

Pure maple syrup, bulk, per lb	0 07	0 08½
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 08½
Beance County per lb	0 09	0 09½

PROVISIONS—Lard continues very firm in price, with a brisk demand. There has been a slight easing off in smoked meats, the demand being a little less active than last week. On the whole, the market remains steady, with a good quantity of business being transacted.

CANNED GOODS

MONTREAL.—All orders in canned goods are being filled as rapidly as possible. There is a shortage in tomatoes, corn, strawberries, raspberries and peaches. There is practically no rhubarb, as the crop was almost a total failure. There is still uncertainty about a good many lines of canned goods as the reports from the canners are not all in. In corn and tomatoes the present high prices are likely to be maintained and may even advance, and a very brisk demand is anticipated, as the pack this year is about 100,000 cases short of that of last year. The quality of this year's goods compares very satisfactorily with that of last year.

TORONTO.—Deliveries seem to be rather more satisfactory than for the last few weeks. The delay has no doubt been attributed to the late season and the fact that the packed goods must be kept at the factory for some time to detect spoilage. The earlier varieties of goods can now be passed with assurance and it is probable that the situation will be relieved shortly.

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.
Tapioca—Easier.
Raisins—New valencias advanced.
Collections—Generally fair.

Toronto, November 15, 1907.

The new fruits which are now arriving in large quantities are the centre of interest in the wholesale markets this week. The Jacoma, with a heavy cargo of raisins, currants and nuts, has called at St. John and was expected in Montreal yesterday.

Business continues generally active in the wholesale markets and surprisingly little effect seems to be felt from the prevailing financial stringency. The buying of Christmas goods of course makes matters a little brighter, but wholesalers generally say that more business is being done than was transacted at the same period last year. Retailers are not buying large supplies with a view to speculation, as is sometimes the case, but orders generally are pretty satisfactory. The wholesalers, however, are keeping matters well in hand, and are not allowing perhaps as much freedom as usual in the matter of accounts.

TEAS—The situation remains about the same as last week, with prices exceedingly stiff, and this seems likely to continue for some months at least. Ontario markets have only comparatively small stocks.

Gow, Wilson & Stanton, of London, Eng., in reviewing the situation, say in regard to Indian: "The slight irregularity noticed recently gave place to a distinctly firmer tone, everything up to about 8½d per lb. being a rather dearer market, while teas above this price were very firm. Practically nothing can now be obtained under 7½d per lb., either in whole leaf or broken. It is remarkable that in spite of the high price of commonest teas, the average from the commencement of the season is only 40d per lb. above last season. Owing to short outturn in October, as well as the large quantity of tea diverted to foreign markets, the season's quantity available for London seems likely to be considerably less than last year."

As to Ceylon they say: "There was a slightly dearer market in which all grades participated, teas up to 9d being ½d per lb. dearer, whilst commonest kinds brought 7½d per lb. Export demand continues to be of assistance to the market, especially for medium and fair liquoring Pekoes.

COFFEE—There are some signs of a slight advance in local quotations, but nothing of material interest has occurred as yet.

SUGAR—The local situation remains practically the same with a steady market. Several American refiners have been forced to close down during the week as a result of the prevailing financial situation. The refiners who control the market forced the market down 10c on Tuesday. This, however, will have no immediate effect on the Ontario prices.

Paris lumps, in 50-lb. boxes		5 15
" in 100-lb. "	4 85	5 05
St. Lawrence granulated, barrels		4 50
Redpath's granulated		4 50
Acadia granulated		4 45
Berlin granulated		4 40
Phœnix		4 45
Bright coffee		4 40
No. 3 yellow		4 30
No. 2 "		4 20
No. 1 "		4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—Stocks are pretty generally short and only a hand to mouth business is being done. Prices are the same as at last reports.

Syrups—		
Dark		
Medium	0 33	0 35
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

DRIED FRUITS—Interest is centered in these goods just now all over the country. The principal event of the week was an advance in new Valencias of 5-6 per cent. This will work out at about 6 shillings per hundredweight. The advance is attributed to short crop and prices will probably continue at or above this level.

	Per case
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
23 " " ¼ " "	2 80
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¼
Pails, 30½ lbs. each	1 75
" 25 " "	1 25

Maple syrup—	
Gallons, 6 to case	4 80
½ " 2 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

Prunes, Santa Clara—

Per lb		Per lb.
100-120s	0 06	
90-100s, 50-lb boxes	0 06½	70-80s " 0 07
80-90s "	0 06¾	60-70s, 50-lb boxes 0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11	0 11½	Citron 0 21 0 22
Orange	0 11	0 12	
Peaches, "			0 18 0 20

Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 04
Bag Figs			0 04½ 0 05

Currants—			
Fine Filiatras	0 07	0 07½	Vostizzas 0 09 0 09½
Patras	0 08	0 08½	

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½0 15
" Fancy	
" Extra fancy	
Valencias, new	0 06½ 0 06½
Seeded, 1-lb packets, fancy	0 12
" 16 oz. packets, choice	0 11½
" 12 oz. " "	0 09

Dates—			
Hallowees	0 06	Fards choicest	0 09
Sairs	0 05½	" choice	0 08½
Domestic evaporated apples			0 09 0 09½

NUTS—The first of the new crop Grenoble walnuts have been received by local brokers. They are of excellent quality. Advices state that later shipments will also measure up to this standard. Reports on Bordeaux and Marbots are not so reassuring. The season is very backward and rains and contrary weather will likely have an injurious effect on the quality.

Almonds, Tarragona, per lb		0 15
" Formigetta	0 13½	0 15
" shelled Valencias	0 32	0 35
Walnuts, Grenoble, "	0 12½	0 13½
" Bordeaux, "	0 10½	0 11
" shelled	0 27	0 28
Filberts, per lb		0 11

SPICES—Business is comparatively quiet with no material changes in prices. The prices of cocoa and chocolate have declined at American points as the result of an easier bean situation, but local dealers did not advance their prices so sharply when the general advance was made a few weeks ago and are consequently not called on to drop them at the present time.

RICE AND TAPIOCA—The rice market continues strong, particularly in the higher grades. Tapioca is slightly easier.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 35	0 36
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 07½	0 08
Carolina rice		0 10
Tapioca, medium pearl		0 08

BEANS—The scarcity of beans keeps prices up so that not much business is passing. Some foreign beans are being brought in but not enough to affect the local situation.

EVAPORATED APPLES—Not much interest is being shown at this time of the year though the market is perhaps a shade firmer.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Nov. 14, 1907.)

There seems to have been a halt, for a short time at least, in the advance in prices in groceries. This is probably occasioned by a material falling off in general demand. People are being more careful and are doing without a good many things they cannot well afford at the present high prices.

CANNED GOODS—The demand is not at all active. Prices are unchanged.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 [illegible]
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's. "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4½-oz "		4 75
5-lb tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax. "	1 06½	1 04
refugee. "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (n w) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced. "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
" 2 " " "	1 90
" 3 " " "	2 50
" 1 " Chili " "	2 50
" 2 " " "	1 90
" 3 " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's. "	2 80
Potted meats, ¼'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¾'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	5 75

SUGAR—The market is steady with no appreciable change.

Montreal granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 45
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks.	4 85
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—Steady at quoted prices :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bsts., each	2 25

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Nov. 14.

BUTTER—Steady at old prices.

EGGS—Active demand. Firm prices.

FLOUR—Market recovered from recent drop of 20 cents. Demand strong.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails.,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS—Arrivals of California goods are late this year. Prices are as follows :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown	0 0
Sultana raisins, bulk, per lb	0 13½ 0 13½
" cleaned, "	0 14
" 1 lb pkgs "	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case	2 15
" " selects "	2 25
" " layers "	2 40
California raisins, muscatels, 2 crown, per lb	0 1[illegible]
" " " 3 "	0 10½
" " " 4 "	10½
" " choice seeded in ½-lb. packages per package	0 10½
" " fancy seeded in ½-lb. packages per package	0 10½
" " choice seeded in 1-lb packages per package	0 12½
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 [illegible]
Currants, uncleaned, loose pack, per lb	0 07½
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 08
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
" Vostizzas, uncleaned	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 5½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 [illegible]2½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15[illegible]
Pears, choice (halves), per lb	0 13½
" standard "	0 13
Plums, choice (dark pitted) per lb	0 [illegible]
Nectarines, choice	0 16

NUTS—The market is firm with no notable changes.

Almonds, per lb	0 6
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	

CEREALS—Reports on oats are not at all encouraging and there is much questionable grain on the market. Milling oats are very scarce and while there has been no advance during the week one may be expected shortly.

Rolled oats, 80 lb sacks, per 80 lbs	3 25
" 40 " " 80	3 30
" 20 " " 80	3 40
" 8 " " 8	3 70
Granulated oatmeal, per sack	3 55
Standard, per sack	3 55
Cornmeal, 49's, per sack	0 95
Pot Barley, per sack	2 8
Pearl "	3 85
Pearl " per ½ sack	1 95
Split Peas, per sack	2 75

BUTTER—Prices are not changed to any appreciable extent since last week, and receipts continue pretty good. No. 1 is selling for 23 to 24c, No. 2 for 20 to 22c. Creamery is going at 28 to 32c, according to quality.

EGGS—Supplies are coming in from Ontario in some quantity to cover local shortage. Winnipeg prices are 25 to 27c.

WITH ANOTHER FIRM.

The item regarding the marriage of Albert S. May, in last week's Grocer, inadvertently stated that this well known representative was with H. P. Eckardt & Co. Mr. May made a name for himself with Eckardt & Co., and some remembrance of this must have affected the writer of the item. He is, however, manager for R. S. McIndoe, with which firm he has been connected for eight years. The Grocer's best wishes go to Mr. May and his bride in their new relations.

It Is Profitable to Buy Now

WE are now receiving the balance of our imported goods, in larger consignments than ever. We are cramped for space, and to save warehouse and cartage expenses, which are very large, we have decided to quote special prices to buyers for immediate delivery from the wharves. Our patrons will thus profit by an advantageous reduction on the prices of goods, together with the savings thus effected through the suppression of warehouse and cartage dues.

Amongst the goods thus consigned we may note the following :

Port Wines from the Real Companhia Vinicola of Portugal
Sherry Wines from Diez Hermanos de Jerez of Frontera
Claret Wines and Sauternes from Vigneau & Cambours, Bordeaux
Burgundy Wines from Morin Pere et Fils, Beaune
Madeira Wines from Blandy Bros., Madeira
Malaga and Muscatel Wines from Garrett & Co., Malaga
Mass Wines, "Vatican," "Sanctuaire et Colli"
Champagnes, "Piper Heidsieck Brand"
Champagnes from l'Union Champenoise of Reims
"Bacchus" Tonic Wine, with Quinquina, from Adrien Sarazin of Dijon

Cognac Ph. Richard	**Gin in fancy crystal decanters**
Mitchell's Scotch Whisky	**Rhums of the best brands**
Mitchell's Irish Whisky	**Fine French Liqueurs, Garnier Brand**

WE ARE AT YOUR SERVICE FOR QUALITY, QUANTITY AND PRICES.

Dried Fruits

Valencia Raisins, Seedless Raisins, Table Raisins, Malaga Loose Muscatels, Sultana Raisins, Corinth Raisins
Figs, Plums, Dates
Evaporated Fruits, Preserved Peels, Nuts

Canned Fruits and Vegetables

We carry the best and most praised brands. **We guarantee the prices against any decline.** Examine this list. See what your needs are, **buy now** and secure the profits offered to practical buyers.

For all information, quotations, etc., write, phone or wire at our expense.

LAPORTE, MARTIN & CO., LTD.

Wholesale Groceries, Wines and Liquors

MONTREAL

We Know They Are Worth More Money

For a limited period we offer :

3-Lb. Tomatoes

Solid pack, quality guaranteed, handsome labels,

$1.10 per doz.

Prunes

1907 Santa Clara Valley Prunes, choice quality, in 3-lb. cartons, showing a handsome margin when retailed at - - - - -

25c.

Telephone or wire your requirements at our expense.

Lind, Kerrigan & Co.

Wholesale Grocers

334-338 Clarence St. - London, Ont.

CORRESPONDENCE

TORONTO.

Out at Toronto Junction, in spite of the wretched condition of the main thoroughfare, there are signs of prosperity on all sides. Factories are busy, money is being freely circulated, and there is but little complaint about collection. The Junction grocers are wide-awake and "wise" to all the tricks of the trade. They seem to realize fully the value of bright, attractive windows as business bringers.

The Junction has been seriously hampered all summer by the local improvements on Dundas St. This roadway has always been famous for its sticky mud in rainy weather and its clouds of dust in fine weather. This summer steps were taken to change all this and lay down a modern pavement. In undertaking these improvements but little consideration seems to have been made by the proper authorities. Instead of tearing up one side of Dundas St. or accomplishing the work in sections, the whole street was torn up for a considerable distance, thus making the highway well-nigh impassable. It has caused a great deal of annoyance and injury to the merchants. Trade with the farmers especially suffered. As one grocer put it: "I had to go into the country to buy a cabbage." However, the road will soon be completed, and the street cars will once more be lending their noisy presence.

* * *

Junction grocers, unlike their brethren in the city, do a considerable trade in flour. It is evident that the baking of bread is not yet a lost art among the women of this locality as it practically is in Toronto. The prices of butter and eggs, much to the consternation of the thrifty housekeeper, are still soaring. Butter is selling at 34 and 36 cents and is none too plentiful. Select eggs are retailing at 31 cents. Biscuits have also advanced, an advance which apparently is not welcomed by the grocers.

* * *

At the corner of Dundas St. and Western Ave., A. L. Anderson is building up a rattling good grocery business. Not only does he pay particular attention to the dressing of his window, but he also manages to display his goods in a very suggestive manner. He handles a special line of cakes which he claims pays well, a tip well worth the consideration of all live grocers.

* * *

A rumor has been in circulation to the effect that an esteemed citizen, Arch. Campbell, M.P., has been slated for a Senatorship. For many years he has occupied a prominent position in public affairs and has rendered valuable services to his country. Everybody, irrespective of political leanings, wishes that he may receive the appointment. Mr. Campbell is well-known to the grocery trade as the proprietor of the Queen City Milling Co.

* * *

In the western part of Toronto, building operations are but little affected by the money stringency. Brick houses and stores are being constructed to meet the growing demands of the city. In the last few months there have been lots of changes in the appearance of this region. It seems quite certain that before long this once sparsely-settled section will be as populous and progressive as the older parts of the city. A short walk along Bloor St., west of Bathurst, impresses one with this western boom.

* * *

Henderson & Co., are doing a mighty good business at the corner of Shaw and Bloor Sts. The proprietor is young and energetic and spares no pains to remove his store's appearance from the class of "eye-sores." He has a convenient show-case of cigars and tobaccos and it pays him handsomely as does a similar display of choice confectionery. Everything around the store is in A1 condition and it goes without saying that more than one customer has left the store with larger purchases than anticipated on entering. Too much stress cannot be laid on the necessity of paying very close attention to both exterior and interior appearances.

* * *

Shaw St., between Bloor and College Sts., is popularly designated as "Commercial Row." It is said that fully 60 per cent. of its residents are commercial travelers. It would be marvellous indeed if the west-end didn't forge ahead with these hustlers as citizens of the neighborhood.

* * *

Gordon's Cash Grocery, Givens and Bloor Sts., has been sold to Jas. Hannighan, the late proprietor having accepted a position on the road.

* * *

Near the corner of Bloor and Dovercourt Road is to be found a real live grocer in the person of A. E. Lush. Though his store is not as commodious as some of the big fellows down town, A. E. has a business of which he may well feel proud. He is thoroughly up-to-date and never neglects his window display which is for him a trade-creator. Despite keen competition business has been steadily increasing. A specialty is made of fruits and with big results judging from A. E.'s humble remark, that he sold nearly 20,000 baskets of fruit alone this summer. This information should be of the greatest value to grocers all over the Dominion. He is firmly convinced that the only system of payments is spot cash.

W. W. Hutchison, of the Lake of the Woods Milling Company, Montreal, has just returned from a short business trip to the West.

TRAVELERS' ASSOCIATION MEETS

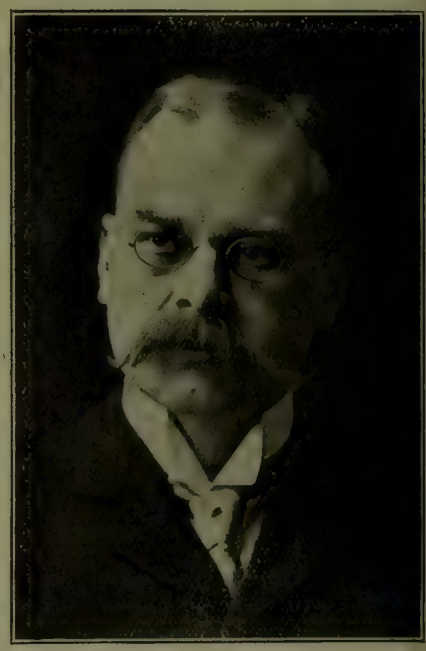
Nominations for New Officers—Lewis A. Howard Re-elected President.

At the general meeting of the Commercial Travelers' Association, in St. George's Hall, Toronto, on Saturday evening, November 9th, the following nominations were made for officers for the new year: President—Lewis A. Howard. Elected by acclamation. 1st Vice-President — John Gibson, George West. 2nd Vice-President—Robert Gemmell. Elected by acclamation. Treasurer—E. Fielding, John H. Kenney.

Hamilton Board: 1st Vice-President—John H. Herring. Elected by acclamation. 2nd Vice-President—E. J. Fenwick, R. M. Stuart. One to be elected.

Montreal Board: S. O. Shorey, vice-president. Elected by acclamation.

Lewis A. Howard, the re-elected president, was elected to the Board of Directors of the Association in 1897, and since then he has occupied the position of 2nd vice-president for two years and then became vice-president. For nine



Lewis A. Howard.

years he covered Ontario from Toronto to Kingston, and in 1891 changed to Western Ontario, and covered the territory from Toronto to Windsor. In 1895, on the death of his father, he took up the management of the Toronto business with his brother.

Mr. Howard is the youngest occupant of the president's chair of the C.T.A., and through a close connection with athletic and fraternal society circles, as well as in business, he has made a host of friends.

Leon Foutanel, of Leon Foutanel & Co., Montreal, called on The Grocer this week. Mr. Foutanel says that his Western business is increasing so rapidly that he is intending to open a branch in Toronto early in the new year.

FOR SALE

BOOK of formulas and recipes for preserves pickles, sauces, etc., for sale, thorough practica up-to-date methods. Address B.V., GROCER Office, Toronto.

Mr. Grocer—

Your aim is big profit and satisfied customers. In the Coffee line you get both when you sell

KAISER TRADE Malted Health MARK COFFEE

Guaranteed 100 per cent. more healthy and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 pounds in box.

Order from your jobber.

THE KAISER MANUFACTURING CO.

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

New Valencias all grades.

New Currants, cleaned, in cases, half-cases and 1 lb. Cartons.

New Japan Teas, bought at last year's prices.

1 car New Red Salmon, just arrived, at $1.50.

1000 brls. choice No. 1 Herrings, at bottom prices.

WRITE FOR QUOTATIONS

William Galbraith & Son

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable ***Satisfaction Guaranteed***

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

STOVES AND SHOES

Should Shine Brightly

They will if you get your customers to use

SHINO for Stoves ***SIMPLEX*** for Shoes

Special prices. Order now.

Edward Hawes & Co.
109 Front Street East
TORONTO

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

MINCE MEAT

We are now making Mince Meat, and will have it ready to ship at the end of the week. We use nothing but fresh beef, finest fruits and spices in making up our Mince Meat. We can recommend it to you as pure, wholesome food, and reasonable in price.

All Goods Government Inspected.

F. W. Fearman Co.
Limited
Hamilton, Ont.

The Point is,

do your customers come back to you with an enthusiastic demand for more of your ham and bacon? As far as you are concerned, the brand which can bring you the come-back-for-more customer is the brand you ought to handle. That brand is

CORONA BRAND

HAM AND BACON

If you have never tried "Corona Brand" you ought to try now! Remember, we have no retail stores.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

EVERY WOMAN KNOWS

how to appreciate a good quality of provisions. Sell her an inferior quality, at the usual prices and she'll soon transfer her provision trade elsewhere. It is an irrefutable fact that the grocer who stocks

"RYAN BRAND"

provisions, immediately commences to do more provision business. This is significant of the unbeatable goodness of "Ryan" quality.

How is your trade?

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

A further drop in cheese prices is to be recorded this week, though the decline dos not amount to much.

Quebecs are selling at the time of writing, from 12 to 12¼c, though some dealers are glad to take 11½c for what they have to offer. For Townships prices range from 12¼c to 12½c, while dealers are asking 12⅝c to 12⅝c for their holdings of Ontarios, sometimes getting as high as 12¾c for colored. These prices are for October cheese.

Such of the September make as still remains is being quoted from 13c to 13⅛c for white. to 13¾c for colored. Supplies of September cheese are light, however, and it is chiefly Ontario grades that are offered, Quebecs being practically cleaned up.

Export business has been very good during the past week, there being noticeable the same anxiety to catch last boats, as was mentioned in the report of a week ago.

Receipts of cheese last week amount-to 39,806 boxes, against 41,764 boxes for previous week, and 58,857 boxes for same week of 1906. Total receipts since May 1 amountd to 1,972,577 boxes, against 2,229,325 boxes for the same period in 1906.

Official export figures give shipments for the week as 35,262 boxes, against 47,471 boxes for previous week, and 55,083 boxes for same week of 1906. Total receipts since May 1 are 1,862.-579 boxes, against 2,105,662 boxes for same period last year.

According to advices from England there seems to be a fairly good consumptive demand, Canadian cheese moving freely enough in a small way. Large transactions are not frequent. Stocks held this year are not a great deal over half of what they were at this time in 1906.

While butter is quoted at slightly lower prices this week, there is a feeling in the trade that quotations will not go much lower, some asserting that bottom has already been reached. Once the first of the winter make is disposed of, they think, a firmness will characterize the market which will result in steadily maintained prices, or even advanced figures towards January. It remains to be seen what the developments will be.

The range in prices offered is sufficiently wide to permit one anxious to buy to secure stock at fair figures. For finest creamery 27½c to 28½ are ruling prices, though it seems in some cases hard to get the latter figure. On the other hand, one dealer is asking as much as 30c for choice creamery. Dairy continues scarce and high, and to-day's prices are about the same as ruled a week ago, 25c to 26c.

The recent cold snap has made dealers hopeful for better things, and they are looking forward to better butter and better prices.

The New York market has advanced about 4c within one week. At present 28½c is the ruling figure there. At one time the market was as high as 32c, but it declined to 24½c. The recovery which has taken place occurred within one week.

English market prices are rather high to permit of butter being brought into either Canada or the States. Demand for English butter seems to be very good, while receipts of English butter have not been as large as they were expected to be and Australian not being any too plentiful neither, a firmness has crept into the market in the Old Country.

There is some foreign make being imported. Irish factory is still arriving, while some Siberian is expected next week. The former is being quoted at 26c and sometimes 27c, while the Siberian will be worth around 27½c.

New Zealand butter is expected toward January and February. At present buying prices it would have to be sold at 30c to net importers any profit.

Receipts of butter last week amounted to 8,063 packages, against 4,685 packages. for previous week, and 7,002 packages for same week last year. Total receipts since May 1 have been 372,841 packages, against 567 662 packages for same period of 1906.

Only 3 packages were exported last week, against 5 packages for previous week and 482 packages for same week in 1906. Total shipments since May 1 amount to 66,769 packages, against 360,418 packages for same period last year.

THE PROVISION SITUATION

The decline spoken of last week has continued and the situation has become rather serious. "The English market is bad," said a prominent packer this week. "and there is much uncertainty as to what may happen in a few days." Danish deliveries were considerably lighter last week, as a result of the heavy shipments of the week before and this week's killings will probably also be lower. American shipments have also been light, the figures for last week aggregating 13,000, though this was somewhat above reports of the week before. Canadian shipments have been considerably lighter, and for the past three weeks have been at least 1,500 less than for the corresponding three weeks last year.

Prices offered for Canadian hogs have again declined, seemingly as a result of the bad condition of the English market. F.O.B. country points bring $5.50 $5.75 and fed and watered $5.60 to $5.75.

The money stringency continues to affect the situation materially. The Journal of Commerce, in its weekly review, gives some details in regard to this. The article says:

The past week has witnessed more activity in hog products, owing to the increased pressure to sell, because of financial stringency and some rumors of embarrassment among the packers, who are unable to get their usual bank accommodations at this season of the year, when their winter operations begin and the usual laying off of stock.

Receipts of hogs continued light also until the latter part of the week and offerings of cash stuff were not pressed, especially of lard; demand is equally slow and only for immediate wants, as no one is buying anything he can avoid and sellers are demanding cash for what little they have as the packers did last week in the case of lard, until their offerings were so reduced that no cash could be bought in Chicago this week except in exchange for the November option at 40 to 45 cents premium. Yet, packers have been depressing the hog market and talking 4-cent hogs and have made considerable headway in the reduction of prices of nearly ¾c per pound, though farmers are said to have been holding back their hogs for cash.

The absence of heavy hogs lately would seem to indicate that they are not yet ready for market and are probably held for new corn to feed them. In beef products there has been no accumulation as yet and prices have scarcely declined, though by-products have been lower on inability to sell, except at a decline, owing to the stringency in money.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There has been no material change in prices of pork products since last week.

Lard, pure, tierces	0 12½	0 12¾
" ..... 56-lb. tubs	0 12¾	0 13
" .....20-lb. pails, wood	0 14¼	0 14¾
" cases,10-lb. tins, 60 lbs. in case	0 13	0 13½
" " 5-lb. "	0 13	0 13½
" " 2-lb "	0 13½	0 13
Lard, compound, tierces, per lb.	0 09½	0 11¼
" " tubs	0 10½	0 11¾
" " 20-lb. pails, wood	0 12½	0 12¾
" " 20-lb. pails, tin	0 09¾	0 10¾
" " cases, 10-lb. tins, 60 lbs. in case	0 10½	0 11¾
" " " 5-lb. "	0 10¾	0 12
" " " 2-lb. "	0 10½	0 12¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	22 00	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	14 00	15 00

BUTTER—The butter market is easier in feeling than it has been for some time past. There is a fair amount of business being done at a shade lower prices than last week. Dairy butter in tubs is scarce, but fresh supplies are expected shortly.

Creamery, choice, boxes	0 27	0 28
" " pound prints	0 28	0 2-½
Dairy, tubs		0 25

EGGS—Eggs continue very scarce. The demand is very active and prices continue firm. Very little new gathered stock is coming in.

Selects	0 26½	0 27
No. 1	0 23	0 24
Seconds	0 17½	0 19

CHEESE—There is an easier feeling in cheese this week, and prices have fallen off ½c per pound on all grades.

Cheese, old	0 15½	0 16
" new, large		0 13
" " twins		0 13¼

HONEY—There is very little white clover honey on the market. The demand for section honey is very brisk. Prices continue firm and a fair amount of business is being done.

White clover comb honey	0 14	0 16
Buckwheat, extracted	0 07½	0 09
Clover, strained, bulk	0 11	0 13

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
Table, Dairy and Cheese Salt,
Fine and Coarse Salt.
Write for Prices.
TORONTO SALT WORKS
Agents for WINDSOR SALT

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

TORONTO.

PROVISIONS—A slightly easier feeling prevails throughout the local market. Large arrivals of hogs have had a shading effect on lard and bacons, and a falling off in demand consequent on continued high prices is felt in other lines. Venison is being sold but the supply is not large enough to allow it to be generally quoted. Beef prices have fallen off slightly in consequence of dullness in fresh meat.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb		0 17½
" pea meal		0 18
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 11
" tubs "		0 12½
" pails "	0 12¼	0 12½
" compounds, per lb		0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	8 00	9 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	8 25	8 75
Veal	0 09	0 10½

BUTTER—The continued high prices have had their effect on demand and prices are a shade easier in consequence. The quality continues uniformly good.

	Per lb.	
Creamery prints	0 30	0 31
Creamery solids		0 30
Dairy prints, choice	0 27	0 28
" " ordinary	0 23	0 25
" tubs choice	0 23	0 25
" tubs, ordinary	0 21	0 23
Baker's butter	0 21	0 22

EGGS—A falling off in demand has had a slight effect on egg prices.

Eggs, candled	0 22	0 23
" selects	0 27	0 27
" limed		0 23

CHEESE—Prices have come down another point under quiet business.

Cheese, large	0 13¾	0 14
" twins	0 14	0 14¼

HONEY—Little business is passing at the continued high prices.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Fowl are again scarce with a consequent boost in prices. After the heavy supplies sent in at Thanksgiving the farmers seem to be holding back their fowl for the Christmas market. Squabs are coming to be handled pretty generally by local dealers, being sold to the large hotels, where they appear later as quail on toast.

Live Weight.

Spring chickens, per lb	0 08	0 09
Old fowl	0 06	0 07
Ducks		0 08
Geese		0 08
Turkeys		0 12

Dressed weight.

Spring chickens, per lb	0 12	0 14
Old fowl	0 09	0 10
Ducks	0 10	0 13
Geese		0 10
Turkeys	0 15	0 18
Squabs, per doz	2 50	3 00

WINNIPEG.

Cured Meats.

Quoted as follows :

Hams, selected, mild cure, 10 to 14 lb., 100-lb. crates	17½
Bacon, selected, mild cure, 5 to 7 lb., 100-lb. crates	24
Backs, selected, mild cure, 8 to 10 lb., crates	18

Sugar Cured.

Prices for 100-lb. sacks ; add ½ for 200 lb. boxes ; ¼ for 100-lb. boxes ; ½ for 50-lb. boxes.

Hams, light, 10 to 14 average	17
Hams, medium, 14 to 16 average	16½
Hams, heavy, 25 to 30 average	16
Hams, skinned, 20 to 25 average	17
Picnic hams, 6 to 10 average	12½
Shoulders, 10-14 average	13½
Breakfast bacon, clear, bellies, 8 to 10 lbs.	18
Breakfast bacon, clear, bellies, 10 to 12 lb.	17½
Breakfast bacon, wide, 14-16, or strips 6-8 lb.	16¾
Clear backs, bacon, 8 to 10 lb.	17½
Clear backs, bacon, 12 to 16 lb.	16¾
Spiced rolls, long	16½
Spiced rolls, short	14½
Dried beef hams, sets	16
English cured bacon, bellies, 14 to 18 average	16¾
Smoked beef tongues, choice	18

Smoked hams, boned and rolled, 3 cents per lb. additional.

Dry Salt Meats.

Prices for 200 lb. sacvs ; add ¼ for 200 lb. boxes ; ¼ for 100 lb. boxes.

	Unsmoked.	Smoked.
Long clear sides, 50 to 75 lb.	11¾	13
Short clear sides, 45 to 60 lb.	12½	13¾
Extra short clear, 35 to 50 lb.	12½	13¾
Boneless backs	13	14
Clear bellies, 20 to 25 lbs.	13½	15
Clear fat backs, 12 to 14 lbs.	11½	12½
Square shoulders, 14 to 16 lbs.	12	13

Barreled Pork and Beef.

	Brls.	Hf. Brls.
Mess pork	$25.00	$13.00
Short cut mess, standard	26.00	14.00
Pig pork, boneless, briskett	22.00	12.00
Selkirk bean pork, clear	21,00	11.50
New mess beef	12.00	7.00
New plate beef	11.00	6.50

Antonio Bonamico, general storekeeper, of Blairmore, Sask., is succeeded by Ganfroid & Demenstric.

Mathias Rousseau, who has been conducting a general store at Warwick, Que., has assigned to A. Lamarche.

BUSINESS CHANCE

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

These are the Days to Sell Such Lines as

Clark's Pork and Beans
Clark's Concentrated Soups
Clark's Vegetable Soups
Clark's Assorted Soups
Clark's Mince Meat

During cool weather Clark's Pork and Beans and Clark's Soups are in great demand. Suggest them to the shopper — a sale will result. From now on Clark's Mince Meat will sell. Obtainable in hermetically sealed tins, in pails, barrels and half barrels.

Drop me a line for prices

WM. CLARK - MONTREAL
Manufacturer

The utmost **Cleanliness** and Experienced **Care** is taken to **Cure**

O'MARA'S

Hams and Bacon

Under Government Inspection

JOSEPH O'MARA
Pork Packer, PALMERSTON

Quality and Satisfaction

With every tin of Milk and Cream you can guarantee your customer quality and satisfaction.

REINDEER Condensed **MILK**

TRURO BRANDS QUALITY

JERSEY Sterilized **CREAM**

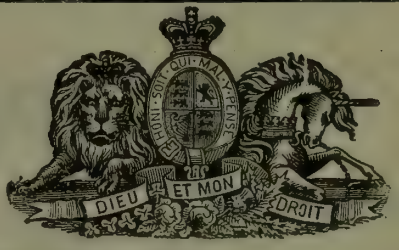
Sweetened.

Unsweetened.

You retain 30% profit

Truro Condensed Milk Co., Ltd., Truro, N.S

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. The public demand will be brisk very shortly.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street
W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf
A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitch-ll's Wharf
R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street
W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue
A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

CEREALS AND CONFECTIONERY

Grain Markets Are Unsteady—Flour Declines in the East—Money Stringency Affects Movements of Wheat.

The advance in oat products prophesied last week has not as yet materialized. Oats are exceedingly scarce in the east and what shipments are arriving are of too inferior a quality to warrant any increase.

Flour has declined in eastern Canada as much as 20 cents per barrel, but this is not general and the market is not at all steady.

Local demand is very fair and considerable export business is being transacted through the chief Canadian and United States ports.

The wheat in store at the head of the lakes is not being brought out with anything like promptness. The movement a year ago was slow, but it improves by contrast with this year's. Despite the fact that the amount of grain received at Port Arthur and Fort William elevators this season has been less than in 1906, stocks in store at the Twin Cities already show an increase of 1,410,000 bushels and the grain is still piling up, this week's amount being 804 000 bushels in excess of the preceding week.

The Western wheat market has had brief periods of recovery, but at the beginning of the week cash wheat sold at three cents under the week before and there have been even further declines during the week. The Western banks still continue to assert that they are supplying all the money needed to move the crop, but those on the spot who ought to know state that this is merely a matter of form.

Receipts of wheat at Winnipeg recently have far outstripped the corresponding totals last year. Inspections on Saturday amount to 454 cars, compared with 199 cars in 1906. The grading returns were: No. 1 hard, 1 car; No. 1 northern, 52 cars; No. 2 northern, 85 cars; No. 3 northern, 164 cars; No. 4 northern, 34 cars; 163 cars of other grades and 15 of winter wheat. Forty-one cars of barley and 27 of oats were inspected.

World's shipments of wheat were 11,416,000 bushels, compared with 11,215,000 bushels last week and 11,000,000 a year ago. This exceeds expectations by about 1,415,000 bushels, but Russian shipments showed a sharp falling off, only amounting to 2,184,000 compared with 3,144,000 last week. Shipments of corn were 2,545,000 bushels last week 2,455,000, last year 4,915,000.

MONTREAL.

FLOUR—There has been a decline in prices of 20c a barrel. The market is quiet. There is a fair local demand, and a certain amount of export trade continues to be done through New York and St. John, local navigation being practically closed for the season.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		5 90
Glenora		5 30
Manitoba spring wheat patents		5 90
" strong bakers		5 30
Five Roses		5 90

ROLLED OATS—The market in rolled oats is very brisk, and prices continue firm. It is becoming very difficult to obtain oats fit for milling purposes. There are very few offerings. Some small Western firms report the local market to be slightly easier than last week. No change in prices is noted.

Fine oatmeal, bags		3 40
Standard oatmeal, bags		3 40
Granulated " "		3 45
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags		3 35
" 80-lb. bags		3 10
" bbls		6 90

FEED—There has been a falling off in prices of about $1 per ton. The market is a little easier, and demand continues good.

Ontario bran	22 00	23 00
Ontario shorts	24 00	25 00
Manitoba shorts	25 00	27 00
" bran		22 00
Mouillie, milled	26 00	31 00
" straight grained	27 00	33 00
Mill feed	1 50	1 55

TORONTO.

FLOUR—Prices are still unchanged though the market is generally quiet. A decline on the eastern markets has not been yet felt locally.

Manitoba Wheat.		
60 per cent. patents	5 80	6 20
85 " "	5 50	5 60
Strong bakers	5 40	5 50

Winter Wheat.		
Straight roller	4 90	5 20
Patents	5 20	5 50
Blended	5 25	5 40

CEREALS—The expected advance in rolled oats has not as yet materialized and quotations are even with those of last week. Oats are very scarce and what are coming forward are not of particularly desirable quality.

Rolled wheat in barrels, 100 lbs	3 05	3 25
Rolled oats, in wood, per bbl		6 00
" " in bags, per bag 90 lbs	3 17½	3 25
Oatmeal, standard and granulated, per bbl		7 00
" " " " in bags, 98 lbs		3 58

CANADIAN PRODUCE IN ENGLAND

Favorable Reports Regarding Recent Arrivals of Cheese, Eggs, Apples, Etc., in England.

P. B. MacNamara, Canadian Trade Commissioner in Manchester, in a recent report to the Department of Trade and Commerce, says that he is advised by Manchester commission merchants that Canadian cheese is arriving this year in much better condition than usual. "The market for Canadian eggs and bacon is particularly profitable to Canadian shippers at present," says Mr. MacNamara. "Apples and other fruit shipped to England this fall are arriving in particularly good condition and are commanding unusually high prices."

THE OLDEST MILL IN CANADA
POT AND PEARL BARLEY
CALEDONIA MILLS
John MacKay Limited - - - - - Bowmanville, Ont.

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM
High Quality and Absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

TRADE CONDITIONS IN NOVA SCOTIA

Farmers Discuss Produce Prices—Potato Imports Late in Arriving—Large Shipments of Salt and Dried Fish.

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Nov. 11.

The grocery markets are very steady here at the present time and trade be very good considering the high price of all food products. Prices of flour are very firm, but there is a feeling among some of the trade that there will be no further increase, at least for some time to come. Collections are generally good, considering the condition of the money markets.

* * *

Very few cargoes of potatoes from Prince Edward Island have been marketed so far this season. The importation of potatoes this year are later than usual. Most of the potatoes now on the market are Nova Scotia grown, and they are quoted at 50c per bushel.

* * *

There is no change in the butter markets, last week's high prices still prevailing. Some large tubs of dairy butter marketed during the week sold from 25c to 26c per pound.

* * *

Fresh eggs are very scarce and the price is high. The receipts are very light for the season. On the market on Saturday fresh eggs sold from 40 to 45c per dozen, something unusual at this time of year. The existing conditions are hard to understand. The weather has been very favorable for the hens laying, and the receipts should be larger. The only explanation is that the farmers are killing off their poultry earlier this season than usual.

* * *

The fruit steamer Jacona, which arrived here last week from Mediterranean ports, landed about 16,000 packages of raisins, grapes, nuts, figs and wine.

A meeting of some of the leading agriculturalists of Yarmouth county, was held at Yarmouth last week, when a spirited debate was carried on for upwards of two hours. One of the topics under discussion was the relative prices of farm produce in comparison with wages, and the prices of other commodities. Many of the speakers alluded to the fact that every class of artisan except the farmers, had formed unions for mutual protection. Following up the line of debate, a committee was appointed to draw up some resolutions, which would be laid before a future meeting. The action of the farmers is awaited with considerable interest.

* * *

Activity continues in the apple markets, high grade stock commanding good prices on the local markets. Large shipments are still being made to the European ports.

* * *

The receipts of dry and pickled fish at this port are now very heavy. Among the arrivals last week were the schooner Plekoma, from the Canadian Labrador, with 1,100 qtls. cod ; Alice E., from the same place, with 300 qtls. cod ; the Reliance, from Boutitier's Cove, with 65 barrels pickled herring, and the Rising Sun, from Prospect, with 55 barrels of herring. The steamer Rosemary, from Port Monton, had 200 barrels of herring; the schooner Werra, from Bay St. George, Newfoundland, had 938 barrels of herring, and 162 qtls. of cod. The schooner St. Patrick brought 200 qtls. cod and 39 barrels of herring from Larry's River; the Annie May, from May Bay, had 50 barrels of herring, and 30 qtls. of cod; and the steamer Acadia brought 600 packages of dry and pickled fish from La Have.

Permanently Perfect !

The trouble with most crackers is that they don't keep fresh very long. They get soggy. But

MOONEY'S Perfection Cream Sodas

are as fresh, crisp and tasty when your customer gets down to the last row in the package as they were when they left the oven.

Isn't this a selling point worth your while looking into ?

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS **COCOA**

COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents :
C.E. Colson & Son, Montreal
D. Masson & Co., ,,
A. P Tippet & Co., ,,

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

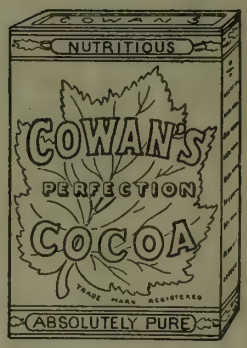
The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL, CAN

COWAN'S

Cocoa and Chocolate

is absolutely Pure!



But that isn't all! Without in the least degree affecting its absolute purity, we have given Cowan's Cocoa and Chocolate a flavor which is both the envy and the despair of other manufacturers. That's why "once a Cowan customer, always a Cowan customer," has come about.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CANADA:
No better
Country

MOTT'S:
No better
Chocolate

Mott's

"Diamond" and "Elite" brands of

Chocolate

For perfection, purity, uniform quality and working results have no equal in Canada.

You are in business in Canada, use and support Canadian made goods.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

FOR SALE

A GROCERY BUSINESS NETTING OVER $5,000.00 PER ANNUM

This is one of the very best opportunities of its kind in Montreal.

The owner is retiring on account of illness. He has built up a remarkably successful business—the best in Point St. Charles. He is the owner also of the buildings, and that offer is one of the very few good ones which sometimes occur.

We are prepared to give figures which will satisfy the most skeptical that there is a fortune in this opportunity. It is a very well-known business, and will greatly surprise anyone interested, when they know which one it is. There is a liquor license in connection with same, and is certainly situated in the best part of Point St. Charles. Apply to

THE HENRY SMITH PROMOTION CO.
Bank of Ottawa Building. Tel. M. 1360.
MONTREAL.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

WHEN SELLING COCOANUT

why not push

WHITE MOSS

Canada's First and Old Reliable Brand?

There is Profit in it and Satisfaction, too.

The Canadian Cocoanut Co. 613-619 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS.
WINNIPEG J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY

Just What You Want For Christmas Trade

You need a first-class line of biscuits. The kind that are **distinctly different**—Something tasty, artistic, of quality. Must be nicely wrapped. We have what you want.

Pernot's Biscuits

¼ lb., ½ lb., 1 lb., 2 lb., 4 lb., 9 lb., air-tight tins—all sizes to suit all fanciers. These are really something fine (manufactured at Dijon, France) and a trial convinces.

If you do not know them drop us a card. That only costs you **one cent** and it may mean **much** for you.

Leon Fontanel & Co.

4-6 St. James St., MONTREAL

20 Reamur St., Paris (France)

Milk is Scarce

FUSSELL'S

BUTTERFLY BRAND

Condensed Milk

Red Butterfly

Evaporated Cream

Silver Butterfly Brand

Unsweetened Milk

White Butterfly Brand

Thick, Rich Cream

Golden Butterfly Brand

Can Be Shipped Prompt from Europe

Prepared in the Highlands of Norway and Austria

TEN GOLD MEDALS AWARDED

Contractors to the British, German and Norwegian Governments

FUSSELL & CO.

LIMITED

LONDON, ENG.

CABLE ADDRESS: "Fussellato," London. A.B.C. 4th and 5th editions.

Or Particulars and Prices of the Agents,

JOHN W. BICKLE & GREENING
HAMILTON

CARMAN, ESCOTT & CO.
WINNIPEG

NOMINATIONS FOR D. C. T. A.

Officers Next Year Will Include Prominent Members of Grocery Trade.

The Dominion Commercial Travelers' Association held a meeting for nomination of officers for the ensuing year, in Montreal, on Saturday evening, November 9. The nominations are as follows.

President—W. J. Egan, of W. R. Brock Co., Limited; Geo. A. Mann, of J. L. Cassidy & Co.; R. C. Wilkins, of R. C. Wilkins & Co. Vice-president—J. B. Giles, of Drummond, McCall Co.; S. Mathewson, of Mathewson's Sons. Treasurer—Max Murdock. S. J. Carter was nominated, but withdrew. Directors, to take the place of the five retiring directors—L. W. Anderson, of Greenshields, Limited; Hugh Glassford, and J. A. Dawson, of Lyman-Knox; P. M. Lemaitre, of the Salem Co.; A. O. Thibeau, of Menzie Wall Paper Co.;

S. J. Mathewson.

Chas. Petrie, of Hart & Adair; F. N. Picquart, S. D. Stuart and E. Duckett, of A. McDougall.

It was decided to close the poll December 13 at 5 p.m.

In business afterwards discussed it was decided to hold a dinner as usual and a dinner committee of eighteen members was appointed.

About seventy-five members were present, and throughout the liveliest interest was shown.

Several of these nominees are prominent in the grocery trade in Montreal. S. J. Mathewson, one of the candidates for vice-president, is one of Montreal's leading wholesale grocers and has innumerable friends, in the grocery trade and other business lines, who will give him the warmest support in the race for the vice-presidency.

"S. J.," as he is known to his confreres in the grocery trade, entered upon his business career when he was but 15 years of age, and from the very first he aimed at success. He entered the employ of his father, the late J. A. Mathewson, and eight years later, at 23, he was given a partnership. That was in 1884. Since that time he has been continually connected with the old house of Mathewson.

There are few men in Montreal who can give him pointers on the grocery business. He has made it a life-study, and has a surprisingly intimate knowledge of the various lines handled by the firm.

Mr. Mathewson is a booster of the most optimistic kind. He is native-born, and thinks there is no place like Canada. By the same token he is a fighter in the cause of right, and a thorough believer in the square deal. Charitably inclined, few know of his donations to good causes, but he has a host of friends among the unknown to society, the unfortunates who have not been blessed with health and the ability to earn their own living.

If Mr. Mathewson is not elected it will be no fault of his. As he said himself: "The boys want me to run. I will. I am in the field, and I am there to stay."

He has been 26 years an active member of the association.

R. C. Wilkins, nominated for the presidency, has been 26 years a member of the association and has served two years as director, and has been twice elected by acclamation as treasurer which office he now holds.

He is well-known to the travelers and business men of Canada from ocean to ocean; is a member of the Montreal Board of Trade, and a member of the executive council of the Canadian Manufacturers' Association.

Mr. Mathewson, having retired from active traveling, can give the time necessary to the affairs of this important association. Last year his firm gave $1,000 to the hospital fund, which donation aided greatly in the endowment of a travelers' cot in both the General and Notre Dame Hospitals. He is a member of the Montreal Board of Trade.

NEW CROP BROOM CORN.

The new crop of broom corn has just arrived in Canada and all brooms are now being made from the new season's corn. Brooms of all kinds will be held very firm this year, as all old stocks were exhausted and several factories were forced to close down for lack of material. There is no chance of brooms being any lower in price, and merchants should order early for fall and winter trade, as factories will soon be unable to make prompt deliveries unless orders are placed in advance.

Chausse & Co., Montreal, have opened a branch office in Ottawa at 49 Anglesea Square, where wants of customers in Ottawa and district will in future be looked after.

TALK may sell inferior goods once but QUALITY holds trade and confidence—

The inimitable quality of "the original and genuine"

Lea & Perrins'

Worcestershire Sauce

is the grocer's best asset for family trade in table condiments.

Stick to the "only original and genuine"

J. M. DOUGLAS & CO., MONTREAL

Established 1857 **Canadian Agents.**

Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.

E.W.GILLETT COMPANY LIMITED
CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

APPLE EXPORTERS

The fruit merchants of Great Britain would do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR?

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

FRUITS, VEGETABLES AND FISH

New Oranges and Lemons Arriving—Good Demand for Hot-house Vegetables —Fresh Arrivals Keep Fish Markets Active.

With the disappearance of almost all lines of Canadian green fruits from the markets, foreign goods are being demanded much more strongly. Porto Rican and Florida oranges are arriving in quantity and the quality is pretty good. New crop Messina lemons have also arrived and though they are in most cases rather green, the quality is generally good.

Even with the season's high prices for produce the public is demanding seasonable green stuff, and in the absence of Canadian truck, considerable American goods are being brought in. California celery and hothouse lettuce and cucumbers are selling well at fancy prices.

Regular late fall business keeps the fish markets active. Two or three lines of lake fish are out of season, but, peculiar to say, are still being offered. Haddock continues exceedingly scarce, but cod is coming forward in somewhat larger quantities.

MONTREAL.

GREEN FRUITS—Porto Rico sweet oranges are arriving. These are the only sweet oranges now on the market, as the season for Floridas is somewhat later. This is the first season Porto Ricos have been offered on the local market. The quality is very good, being considered in every respect equal to first-class Floridas. They are being quoted at $4.75 per box. The season for Canadian grapes is practically over. Generally speaking, this year's fruit is superior in quality to last year's especially Spanish grapes, which are very fine. The market continues steady in feeling.

Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 25
Cocoanuts, per bag		4 00
Lemons	3 75	4 00
Porto Rico oranges, box		4 75
Jamaica oranges, bbl		5 00
Nassau grape fruit, box	4 50	5 00
Florida grape fruit, box		7 00
California grapes, crate		3 00
Almeira Grapes, keg	4 00	6 50
Cape Cod cranberries, bbl	9 00	12 00
Nova Scotia cranberries, bbl		10 50
Apples, fameuse, bbl	3 50	4 50
" other fall varieties, bbl	3 25	5 00
Canadian grapes, basket	40	0 75

VEGETABLES—Domestic tomatoes are finished, and their place is being filled by imported goods from California. Potatoes continue very scarce, especially the best quality. The New Brunswick crop, on which the local market largely depends, is very unsatisfactory. An advance in prices is anticipated. There is a very limited demand for mushrooms. The cabbage crop has been very abundant, and the vegetables of excellent quality. On the whole the market continues steady, and rather quiet, owing to high prices and the scarcity of money, which is affecting all business.

Parsley, per doz. bunches	0 10	0 15
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
Turnips, bag		0 75
Celery, doz	0 25	0 75
Water cress, large bunches, per doz		0 75
Radishes, doz	0 10	0 15
Spinach, per box		0 50
Green peppers, bag		1 00
Boston hot house cucumbers, doz		1 50
Potatoes, per bag	0 75	0 80
Sweet Potatoes bbl	3 75	4 00
Sweet Potatoes, basket	1 75	2 00
Beets bag		0 75
Carrots, bag		0 75
Tomatoes, box, 30 lbs		1 25
Corn, doz	0 15	0 20
Spanish onions, small crates	0 65	0 75
" " large crates	2 00	2 25
Canadian onions, lb	0 01½	0 01¾
Boston lettuce, per doz		1 00
Mushrooms, per lb	1 00	1 25
Horse radish, per lb		0 20

FISH—The season for fresh salmon is over, and frozen stock is taking its place. A considerable quantity of bullheads are coming in. Haddies continue firm owing to the scarcity of haddock. There is an active demand for all kinds of salted and pickled fish, especially for green cod and salt herrings. The demand for oysters is good, supplies continuing light.

Fresh and Frozen Fish.

Haddock, express, per lb	0 05½	0 06
Halibut, express, per lb	0 08	0 10
Mackerel, " "	0 09	0 10
Dore, " "	0 08	0 10
Pike, lb		0 08
Market cod, lb	0 04	0 04½
Steak cod, lb	0 06	0 07
Whitefish, lb	0 07	0 10
B.C. salmon, lb	0 08½	0 10
No. 1 Smelts, lb		0 08
Dressed bullheads, lb		0 10
Smoked and Salted—		
New haddies, boxes, per lb	0 07½	0 08
Smoked herring, per small box		0 15
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 06	0 08
Boneless fish, 20-lb. boxes, bricks		0 06
Boneless fish, 25-lb., boxes, per lb		0 05
Shredded cod, 2 doz., per case		1 80
St. John bloaters box		1 00
Oysters—		
Standards, bulk, per imp. gal	1 40	1 50
Standards, Imp. qt. tins, sealed		0 40
Selects, bulk, gal	1 60	1 70
Malpeques, bbl	10 00	14 00
Caraquets, bbl	6 00	9 00
Paper pails, 100, pint size	0 80	1 10
" 100, quart size	1 00	1 50
Pickled fish—		
No. 1 Labrador herring, per bbl		6 00
" " per half bbl		3 25
No. 1 N.S. herring, half bbls		2 75
" " bbls		5 25
No. 1 Mackerel, pails	1 80	2 00
No. 1 sea trout, 100 lb. kegs		6 00
No 1 sea trout, 200 lb. bbls		11 00
No. 1 Green cod, per 200 lbs		7 50
Small " " " "		6 00
Large " " " "	8 00	8 50
No. 1 Green haddock, per 200 lbs		6 00
Labrador Salmon, ½-bbls	7 00	7 50
Salt sardines, bbl		5 00
" ½ bbl		3 00
No. 1 salt eels, lb	0 07½	0 08

TORONTO.

GREEN FRUITS—The market is a little brisker this week, with an encouraging demand. Several lines of new crop fruit are creating considerable interest. New Messina lemons are on the market in considerable quantity and though arrivals are rather green, the quality is generally pretty good. Floriday oranges are also arriving well and are selling pretty freely. A good supply of Canadian grapes, probably the last of the season, was on the market early in the week, but the quality was not particularly inviting. Apple prices continue firm.

Oranges, Jamaicas, per bbl		5 00
" Florida's new	4 00	4 50
Lemons, California, 240, 300, 360, 420	4 75	5 00
" Verdillis 300's 360's		3 00
" Messinas, new crop	3 75	4 50
Grape fruit, 54's 80's, 96's		4 50
Apples, spies per bbl	3 00	3 50
" greenings, per bbl	2 50	3 00
" culverts	2 00	2 50
" Fall pippins	2 00	2 50
" snows	2 50	3 00
Bananas, Jamaica firsts, per bunch	1 65	1 75

Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
Grapes Canadian	0 20	0 25
Quinces, per basket	0 50	0 60
Cranberries per bbl	11 50	12 50
Almeria grapes, per keg	5 50	7 00

VEGETABLES—A firm potato market brought prices up a notch during the week and both New Brunswicks and Ontarios are quoted about five cents higher. New Brunswick arrivals continue to be of irregular quality. California celery, which looks exceedingly crisp and tasty, is just coming on the market and Boston lettuce and hothouse cucumbers are being supplied in some quantities for the class of trade that cares to pay high prices. The market generally is fairly active.

New Brunswick Delawares, per bag		0 95
New potatoes, Canadian, per bshl	0 90	0 95
Sweet potatoes (Jersey), per bbl	3 00	4 00
Onions, Spanish, per case	2 40	2 50
Beets, per bag	0 75	1 00
Carrots, Canadian, per bag	0 50	0 60
Cauliflower, per doz		1 50
Parsley, per doz		0 25
Egg plant, per basket		0 30
Celery, Canadian, per doz	0 35	0 40
" california, per doz		0 75
Lettuce, imported "		1 35
Cucumbers, imported, per doz		1 40

FISH—Shipments from both British Columbia and Atlantic ports are arriving in quantity, with quality good. Lake fish show a small falling off. Cod, which has not been plentiful enough to quote for several weeks, is procurable again, though the supply is still scanty. Business in all lines of dried fish is particularly good.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, fresh caught, per lb	0 07	0 08
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 10
Trout, fresh, per lb		0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl	5 00	5 50
Halibut, fresh caught		0 10
Shredded cod, per lb		0 08
Shredded cod, per doz		0 95
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 09
Oysters, per gal	1 80	1 85
Shell oysters, blue points, per 100		1 50
Bloaters box		1 50
Kippered Herring		1 75

EARLY CLOSING IN EDMONTON.

Troubles Among the Grocers Over—Municipal By-law Involves City Council.

Edmonton is in turmoil just now over an early-closing by-law. The history of the by-law and the present situation are given in the following article from our correspondent in that town:

After a chequered life of four or five months the early-closing by-law has at last been repealed by the city council, as it was feared that it was not legal. The Retail Clerks' Protective Association will take up the matter with the other unions in the city in an endeavor to have the by-law passed again and there will likely be interesting times in the city shortly.

The city had an early-closing by-law in force last year and everything was progressing satisfactorily until the police summoned an offender for keeping open after 6.30, the prescribed hour for closing. Dr. C. H. Stuart Wade, the magistrate who heard the case, dismissed it, holding that the by-law was

NEW RIPE LEMONS

Our ***"Home Guard Brand"*** is the very top notch in quality.

"Just as good as Home Guard" is often heard.

FIRST NAVEL ORANGES

Our First Car for season arrives Wednesday.

CALIFORNIA CELERY

We are now receiving regular cars. Stock large and handsome.

WHITE & CO., Limited

HAMILTON
32 and 34 YORK STREET.

TORONTO
Cor. FRONT and CHURCH
(THE BUSY CORNER.)

Tracuzzi Says:—

"You will find I pack my "St. Nicholas" with the quality others use to **TOP** their Boxes."

A word to the wise—'Nuf sed.

W. B. STRINGER & CO., Sole Agents, TORONTO

Our First Car

FANCY ALMERIA GRAPES

is here

Prime Quality, long-keeping Handsome Fruit

NEW FIGS

Celebrated "CAMEL" brand, A. Hamparzum's Packing, Finest Quality.

3, 5, and 7 Crowns, 10-lb. boxes.

FIRST NEW DATES

Due this week

We would be pleased to have your orders.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Almeria Grapes

Splendid crop with a dry season is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your Dominion. C. & F. rates to all points.

For closest market rates apply to

ANDREW WATSON
91 Place d'Youville, - Montreal

STUART WATSON & CO.
P.O Box 144, - WINNIPEG

Proprietors,

FREDK. FISHER & SONS
Green Fruit Experts
"St. Magnus" House,
LONDON, - ENGLAND

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

null and void. The city was without an early-closing by-law after that and the merchants closed their stores any old time they chose. When the new council was elected for this year they passed another early-closing by-law. This was in force for about a month until a case was tried and thrown out as the by-law had not been properly advertized. Once more the council set to work and in spite of the opposition of some of the aldermen and ratepayers, succeeded in finally passing the by-law. Two or three cases of violation of this by-law were brought up before Police Magistrate Cowan and fines of $10 and costs imposed. The cases were promptly appealed to the Supreme Court.

During this time there has been a strong agitation among the east-end store-keepers against this early-closing by-law. These were, for the most part, some of the smaller merchants in the city who did much of their business in the evening with workingmen. They presented several petitions to the council to have the by-law rescinded and this persistent agitation on the part of these merchants resulted in its repeal. The aldermen held that it was not good policy to insist upon the operation of a by-law when there was doubt as to its legality or when a large number of the ratepayers were opposed to it. As Mayor Griesbach said when the matter was under discussion: "The unanimity of the council in repealing the by-law was created by grave doubts as to whether this by-law would stand the test of a judicial decision." With the by-law repealed, the council would have a clean slate next year for preparing another by-law if the people desired it.

As to whether there should be an early-closing by-law in the city there is a division of opinion among the citizens. Jasper Avenue merchants, and indeed, all of the merchants who do an extensive business, are in favor of such a by-law, as the retail merchants would then be all on the same basis. Those merchants, however, who are located on the side streets or on the outskirts of the city, are bitterly opposed to such a by-law and state that they will do all in their power to prevent the enforcement of such a law. They argue that a man has a perfect right to keep his place of business open after six o'clock if he wishes. It might be a hardship on the clerks, but as one alderman put it: "They have their remedy for injustice along this line by forming an association or union for their protection." If such an association were formed and came to the council asking for certain hours of labor, the aldermen would be in favor of fixing these hours, providing the by-law of the association did not prohibit a clerk from working after hours if he wished.

The clerks, however, are not viewing the action of the council in repealing the early-closing by-law with equanimity and are determined to do all in their power to have the by-law passed again. They have recently formed a Retail Clerks' Protective Association and they are only waiting until they receive their charter when they will take prompt action in the matter. They intend then to appeal to the council, to their employers, and to the citizens generally to have an early-closing by-law passed and enforced, and if their efforts are not successful they will probably enlist the sympathy of the union men in the city and call a general strike.

It is hardly probable that anything further will be done this year in the matter. November is already well under way and the term of office of the present city council is drawing to a close. The municipal elections take place early in December and probably one of the first questions that will confront the council of 1908 will be the early-closing question.

Jamaica Oranges
Fine goods, $5.00 per barrel.

Cranberries
Carload fancy stuff just arrived.

The Dawson Commission Co.
Toronto
Consignments of Farm Produce Solicited

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

J.V DE YBARRONDO & Co
Successors to James Violett & Co
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^a ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &^a
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

ATLANTIC FISH COMPANIES

NOVA SCOTIA LIMITED

PACKERS OF PURE FISH PRODUCTS

"HALIFAX" - - "ACADIA"
"ATLANTIC" - "BLUE NOSE"

BRANDS OF

Prepared Boneless Codfish

EVERYTHING IN ATLANTIC SEA FOODS
SOLD BY LEADING GROCERS FROM ATLANTIC TO PACIFIC

There isn't a cleaner, nor an easier line to handle at this season of the year.

Quality and Satisfaction

is what you get in every can of

BRUNSWICK BRAND GOODS

We have now New Pack of

CLAMS and SCALLOPS

We guarantee every can

Connors Bros., Limited

Black's Harbour, N.B.

MONEY IN IT !

There is money to be made by every grocer who handles our

Pure Apple Juice

for drinking purposes. The quickest and most constant seller of its kind ever put on the market.

Write and Ask Us

about it, and about our other customer-pleasing lines.

The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE - - ONTARIO

New Smoked Fish

Grocers, we wish to call your attention to these lines:

Finnan Haddies
Yarmouth Bloaters
St. John Bloaters
Kippered Herring

All fresh cured stock, received daily.

Orders filled promptly. All other kinds in season.

Write for Prices.

P. O. Box 659. Long Distance Telephones.

LEONARD BROS.

20-26 Youville Square
MONTREAL
St. John N.B., Grand River, Gaspe

Good Cans Carry Out The Idea of Quality

You, packers of meats and canned goods, endeavor to instil into the mind of the trade and the public, the quality of your goods.

If your cans are indifferently made, and of poor material, your goods will quickly show it.

Material and workmanship count for more to-day than ever before. You cannot afford to use cans poorly made or of poor material.

Our cans give you every satisfaction We make all varieties.

Give us a trial order.

ACME CAN WORKS
Montreal

WE MAKE A FEATURE OF

Telephone and Telegraph Orders

FRESH, FROZEN, SALT, SMOKED

FISH and OYSTERS

A Trial Order Will Prove the Quality of Our Goods

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors **76 Colborne St. TORONTO**

F. T. JAMES, - Manager

TRADE NEWS OF NEW BRUNSWICK

Cereals Have Dropped in Price—Produce Markets Generally Dull—Large Grain Shipments From West.

St. John, N.B., Nov. 11, 1907.

The feature of the grocery markets during the past week was the decline in the price of all grades of flour. Ontarios dropped 15 cents on Thursday and on Friday Manitobas went off 20 cents. The advance in all grades seems to have been stopped, and it is probable that prices will not go any higher. The decline will have a tendency to frighten buyers, the local jobbers think, and it came at a very inopportune time as all the wholesalers have been carrying pretty heavy stocks. If it had held off for a while it would have suited them much better, but as one merchant remarked, "We can't always have it the way we want it."

* * *

With the marketing of the new crop the price of oats is beginning to go down, but middlings have advanced considerably in price. Cornmeal has dropped 15 cents, beans are slightly lower, lard is easier, compound being half a cent lower than last quotations.

* * *

In the provision and country produce lines, the market is dull. While the price has not advanced, beef is not so plentiful and pork is a little higher. Notwithstanding the large quantities being shipped in, the price of potatoes keeps up. Butter and eggs are steady, though fancy prices are asked for first-class stock.

* * *

Owing to the large trade being done in the province in partridges this fall, an agitation is on foot to have a law passed prohibiting their sale.

* * *

Indications point to large shipments of grain this season through the I.C.R. and C.P.R. elevators. Over 300,000 bushels are now on their way to the C.P.R. elevator and advices of more than 100,000 bushels for the I.C.R. have been received. A Montreal despatch under date of Nov. 7, says:

"A striking feature of the fall wheat movement on the C.P.R. is the increase in the all-rail shipments to the seaboard. As a general rule, little wheat is shipped to the coast for transportation to the Old Country until the close of navigation. Possibly, owing to the lateness of the harvest, and the consequent rush of wheat, for any kind of transportation eastward, whether by lake or rail, the shipments by rail have this year started weeks earlier than usual and are already assuming considerable proportions. Already the Canadian Pacific has shipped no less than 321,000 bushels of wheat by the all-rail route from the west over the north shore section through to West St. John, whence it will be loaded on the Atlantic boats for shipment to Liverpool.

"It is expected that owing to the short wheat shipping season on the lakes this year an unusually large proportion of the western wheat crop will find its way to St. John by rail."

An important change was announced at St. Stephen last week. Ganong Bros. have disposed of their retail confectionery and cigar business to Hill Grimmer, V. V. Vanstone and others, and will retire from this field of their activities. The new firm are fitting up the store formerly occupied by Grimmer Bros., grain and feed merchants. Grimmer Bros. have disposed of their business to Thos. R. Speedy, who will carry it on in the store adjoining.

* * *

The cheese and butter factory at Salisbury owned by A. E. Brown was destroyed by fire on Nov. 6. The factory was unoccupied and the fire is supposed to have originated from a chimney, as men were about the building clearing up the place. The factory has been closed two or three weeks. There was $1,500 insurance on the factory.

* * *

Father Burke, Captain Read, M.P.P., and J. E. B. McCready, of P. E. Island, addressed a largely attended meeting of the Moncton Board of Trade Friday night, Nov. 8, on the tunnel project between the mainland and P. E. Island. The Island speakers strongly urged the scheme and asked the co-operation of Moncton as being particularly interested.

The following resolution was unanimously adopted: "That the Moncton Board of Trade expresses its appreciation of the act of the gentlemen from P. E. Island in coming to Moncton and addressing this board upon a subject of so great interest and such vital importance to the mainland, and that we do express our hearty sympathy with and promise our energetic support to the project of construction of a tunnel between the Island and mainland."

* * *

The Donaldson line steamer Alcides arrived in port Nov. 5, after occupying more than seventeen days on the trip from Glasgow. Included in her cargo were 231 barrels and 1,266 bags of sugar.

* * *

Henry Estabrooks, a general storekeeper, of Upper Gagetown, was assaulted and seriously injured by a drunken Indian on Tuesday night, Nov. 5. Mr. Estabrooks caught the redskin breaking into his premises and was injured while attempting to drive him away.

NEWS OF THE ANCIENT COLONY.

Lobsters are away up in price. Never in the history of the colony have they been so high as now. They are worth in St. John's, $17.50 per case of four dozen one-pound tins.

* * *

Bowering Bros., St. John's, are increasing their grocery department by taking in the store next to them. Over the store their general offices will be extended, giving more office room, which with the firm's largely increasing business, is needed. Their offices will be furnished with the most up-to-date appliances obtainable.

There promises in quite a number of outports to be a coal famine this fall. Coal cannot be obtained even in Sydney.

* * *

P. Templeman, the merchant prince of Bonavista, was a heavy loser by the late gale, losing seven schooners and a lot of merchandise. His fine schooner, Mandamus, was lost on the French shore and the report was current that the crew and Mr. Templeman's eldest son had perished, but all hands got safely ashore.

* * *

Joseph Morris, Trinity, lost a fine schooner in the recent gale. All hands perished, fourteen in number—all married men but one—leaving a large number of widows and fatherless children. A public subscription was started for their relief and over $2,000 subscribed. It was doubly sad when taken into consideration that these hardy sons of the colony were returning home from their summer work on the Labrador, with a full cargo, to get within a short distance of home and then perish.

* * *

C. F. Bishop, of Burin, is in the city settling up his fall business. Mr. Bishop is one of the largest dealers on the west coast.

* * *

J. Burgess, of Burin, left by Thursday's express for Lunenburg, N.S., to purchase a large schooner for the bank fishery. Mr. Burgess is a large exporter of fish and is branching out in the business.

* * *

M. F. O'Toole, of Conception Harbor, Conception Bay, has all his schooners home from the Labrador fishery. Mr. O'Toole is one of the few who have done well on the Labrador this year.

* * *

Fred. Linfield, the well known merchant of Twillingate, is in St. John's attending to business for the fall trade.

* * *

Dave Osmond, of Morton's Harbor, is in the city. Mr. Osmond's schooner, the Pauline, which went ashore in the recent severe gale, is also here. Fortunately little damage was done to this fine schooner.

* * *

Flour has taken quite a rise the past week, best grades now selling at $6.80 per barrel. T. & M. Winter recently received a large shipment of Five Roses, Volunteer and Olivette flour. This well-known firm is handling more flour this year than ever.

* * *

W. A. Outerbridge, of Harvey & Co., St. John's, left by steamer a few days ago for England. He is expected to be away about six weeks.

* * *

Harry Crowe has the store privileges of the large lumber and pulp company that will be erected at Bishop's Falls by the F. R. Reid Co., of London, England. This company will do a large pulp and paper business and will employ a large number of men.

* * *

The apples that are arriving in Newfoundland from the Annapolis valley are not equal in quality to those received last year.

Answer the Call, and Make More Money!

Almost every grocer has some call for tobacco. Why not encourage it by handling

"T. & B."

the most fragrant and saleable tobacco on the market? T. & B. always smokes cool. It never clogs a pipe or bites the tongue.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

A Smoker Appreciates a Good Cigar

To educate the smoker to buy the best should be the aim of the grocer. To supply the best he should stock

ROYAL SPORT AND HOGEN-MOGEN CIGARS

These are leaders in their class, and guarantee satisfaction to the smoker and profits to the grocer.

Address us

Sherbrooke Cigar Co. - - Sherbrooke, Que.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

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THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

TOBACCO TRUST UPHELD.

Interesting Decision on Vexed Question by U.S. Supreme Court.

The following item from a recent issue of the New York Herald will be read with interest by members of the trade generally:

In dismissing the appeal of John A. Locker, in his suit to have the American Tobacco Company declared a combination in restraint of trade because it and its agents had refused to sell goods to him, the Appellate Division of the Supreme Court, Second Department, declared that a so-called "trust" as organized to-day cannot be considered a combination or conspiracy within the meaning of the State Anti-trust law unless it is shown that by separate corporate acts the individual corporations controlled by the parent company have conspired to violate the law.

Judge Gaynor, one of the most prominent justices, connected with the case, in writing the supplementary opinion, says:

"The American Tobacco Company, like any corporation or person, may lawfully refuse to sell its goods to the plaintiffs or to any one, for any reason or no reason—at all events, unless it has such a monopoly that sufficient tobacco goods can be got of no one else, which is not alleged. That one corporation or person owns all or a majority of the stock of several corporations does not legally combine them. The notion that several corporations with a common dominant stockholder are thereby legally united and free to act together in restraint of trade is a false one. This complaint is lacking in any allegation of a combination of the corporations alleged, to refuse to sell goods to the plaintiffs."

Mr. Locker, the plaintiff, alleged that when the American Tobacco Company failed to buy his business it ordered the Metropolitan Tobacco Company, one of its constituent companies, to refuse to sell him any more of the American Company's products.

NEWFOUNDLAND NOTES.

The increase in the price of whale oil in Europe has been the reason for the large shipments of these goods that have been rushed forward from this country of late. Large stocks were held in Glasgow, but these have now disappeared and the whale factories over here will in consequence show a good profit this year.

T. C. McClure, representing Armours, Limited, was in St. John's last week, and left with a big batch of orders.

* * *

The new Newfoundland Bank is a certainty, so those interested say. Outport merchants are already writing in for shares. It is understood that the Government will give it their support, which means the saving of thousands of dollars a year to the colony. Those interested are the progressive men of the colony.

F. McNamara, the wholesale merchant, has just received a large shipment of black, and mixed, and rolled oats, which he is making special prices on.

* * *

T. & M. Winter received by the last Montreal Dobell steamer the largest consignment of Gillett's goods ever shipped at one time to this country.

* * *

Rothwell & Bowring are making a specialty of "Union" Gluten Feed, which is meeting with a good sale. The manager of this well-known firm, Geo. Williams, is very popular with the trade of the colony.

* * *

The Clerks' Association has been formed among the retail clerks in St. John's for the improvement of their condition and to settle any differences that may arise between employer and employes. Sir E. P. Morris and Mayor Gibbs have taken quite an interest in the formation of the association. There is no trouble between the employers and the clerks, but the formation of the association is mainly for better acquaintance among the clerks.

* * *

Fresh codfish in tins is meeting with a large sale on both sides of the Atlantic. H. J. Earle, of Togo & Twillingate, has recently erected a large plant for putting up these goods. Shipments have already been made to New York, Boston and other American cities, and to England, Spain and other foreign countries. It is a splendid article and will, without doubt, be a great seller.

* * *

The potato crop of the colony is a dead failure this year. Turnips and cabbage are very good. The weather has been so wet the entire summer that a large quantity of hay has been spoiled. Imported hay is selling in St. John's at $30 per ton.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them
D. McDOUGALL & CO., Glasgow, Scot.

JOS. COTE
Importer and Wholesale Tobacconist
Established in 1887
Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes. Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.
Warehouse: 119 St. Andrew Street.
Office and Sample Room: 188 St. Paul St., Phone 1272
Branch: "EL SERGEANT GIGAR STORE," 179 St. Joseph St.
Phone 2097 - - QUEBEC

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Handled by all the Wholesale Trade

Knowledge Is Power

THE SUCCESSFUL GROCER is the man who takes an interest in life outside the grocery business. He is the man who is capable of applying general knowledge, whether gained from reading or otherwise, to his business. It is his capacity to apply this general knowledge to his business that puts him in the **REALLY SUCCESSFUL CLASS.**

How is the average grocer to acquire a general knowledge of affairs? He has not the time necessary to search all the various magazines and periodicals for what interests him. Must he trust to one or two publications and miss the many which do not come his way?

NO. There is a method by which he can procure the interesting, timely and instructive articles appearing in every publication, both on this side of the Atlantic and the other.

The Editorial Department of

THE BUSY MAN'S MAGAZINE

carefully ransacks these hundreds of publications, and culls the **choicest** and the **best** appearing in each of them. The readers of the Busy Man's get the Cream of Hundreds for the price of one. Every article is **select.** No turning over a dozen pages to get one good one; every page is interesting. All articles not reproduced are classified under suitable headings, so that any reader can see at a glance what the magazines of the month contain in his line.

A review of the latest books is given in each issue.

This many-in-one magazine will cost you only $2 per year, if you are a subscriber to Canadian Grocer, $1.50. You cannot afford to do without it.

The following opinions of its regular readers prove its value:

"I consider The Busy Man's Magazine the best I have yet come in contact with." Henry Wilson, Toronto.

"It is the most interesting publication of its kind I have ever subscribed to." G. F. Haworth, Toronto.

"There is no better printed in the world to-day for busy men." B. W. Petch, Regina, Sask.

"Your magazine is the best I have ever had the privilege of perusing." S. W. Wynn, Yorkton.

"We would not like to miss the future copies of The Busy Man's Magazine." Ingersoll Packing Co., Ingersoll.

"I am pleased to say that each number is becoming more valuable and interesting." A. B. Musselman, Berlin.

"I am more than pleased with my investment in The Busy Man's Magazine, believing it to be the best magazine I have had the pleasure of perusing." A. B. Burrell, Amigari.

"I have been delighted with the Busy Man's Magazine. The articles are well chosen, are concise and ably written. For a busy man I know of no other magazine that will compare with it." Geo. Anderson, Toronto.

"The articles in The Busy Man's Magazine are just what we want, short and so well written that a busy man can afford time to read them and feel benefitted for the short time given to each article." Wm. Thoburn, Almonte.

Have your subscription commence with our Christmas number, which will off the press in a few days.

Write us to-day.

THE BUSY MAN'S MAGAZINE
TORONTO

BRUSHES THAT BRING BUSINESS!

There is a big advantage, Mr Grocer, in handling a line of brooms and brushes that actually build your business.

BOECKH'S BRUSHES and BROOMS

have behind them the united strength of long years of successful brush manufacture. Our factory is the largest and best manned of its kind in Canada. Every piece of material used is carefully inspected, and is selected because it is the highest grade obtainable. This perfect material is made into brushes and brooms by the aid of the best workmanship and of the latest and most scientific brush making machinery.

UNITED FACTORIES, Limited

TORONTO LONDON NEWMARKET MONTREAL

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY, Montreal

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

"They'll transform your store and transform your business, too."

"WALKER BIN" FIXTURES

A large Western Departmental Store writes:

"THEY (WALKER BINS) ARE SPLENDID SILENT SALESMEN; OUR GROCERY BUSINESS HAS INCREASED OVER 50 p.c. SINCE WE INSTALLED THEM. WE CONSIDER THE MONEY PUT INTO THEM TO BE A SPLENDID INVESTMENT."

Write for Illustrated Catalogue.

The Walker Bin & Store Fixture Co. Limited

BERLIN ONT.

Representatives:

Manitoba—Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,

77 Front Street East, Toronto

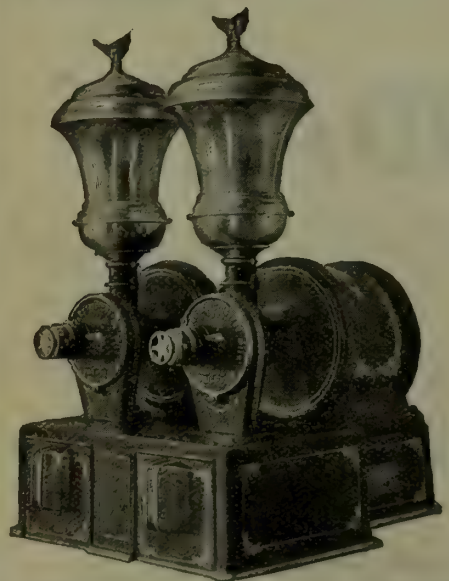
Twine, Paper Bags and Jute Goods.

Phone Main 5548

COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

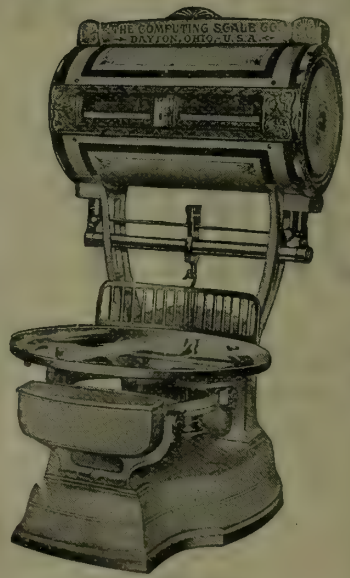
Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

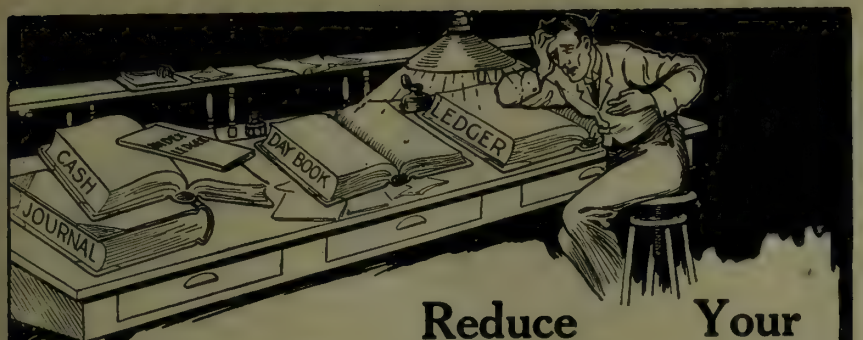
The Dayton

Over 210,000 Scales sold. Are you one of the users?

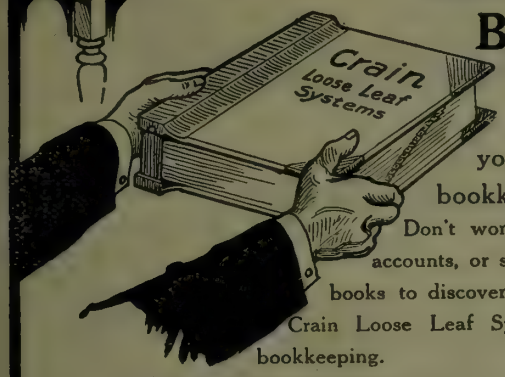
Pays for itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.



Reduce Your Bookkeeping



Break away from the fetters which have bound you to the "old regime" of bookkeeping.

Don't work overtime to get out the accounts, or search vainly through a pile of books to discover a mistake. Install a modern Crain Loose Leaf System. It will reduce your bookkeeping.

Handy Self Indexed Ledger with all live accounts instead of a bulky bound one half full of dead or closed accounts. The work is simplified. The accounts are always up to date.

Write and tell us what is the nature of your business and we will show you how to improve your office system.

Crain

LOOSE LEAF SYSTEMS

THE ROLLA L. CRAIN CO., Limited, - Ottawa.

Branches: TORONTO, MONTREAL, WINNIPEG.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

IF you want to buy or sell a business, write, John New, Toronto.

SITUATIONS VACANT.

MANAGER wanted for Northwest to take charge of business of Ontario manufacturer, established there for some years; stock carried; must have good executive ability, be willing to work and competent to handle travellers and office help to best advantage; also furnish satisfactory security communications confidential. Address, stating age, references and salary expected, Box 167, CANADIAN GROCER. [46]

EXPERIENCED salesmen wanted by January 1st by well-established Ontario manufacturers, in line allied to grocery trade, for following territory, viz., Ontario, Manitoba and Alberta; must be reliable, energetic, hard workers, and able to sell and retain the best trade; communications confidential. Address, stating age, references and salary expected. Box 166, CANADIAN GROCER. [46]

SITUATIONS WANTED.

ABILITY with experience—Capable, energetic and tactful, Englishman, 31 years, single, desires management, good disciplinarian, smart salesman, competitive window-dresser, Canadian experience. Taylor, 47 Colborne St., Oshawa, Ont. [45]

MISCELLANEOUS.

WANT BUTCHERS to know I have the best meat cure. The quickest process, the finest and best flavor. Write for circulars. Address F. P. Bixler, Fremont, Ohio.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The Everall Monthly Account System

For the Grocer

Complete. $10.00. Only 100 at this price. Get busy and secure one. Send for catalogue and testimonials.

The Ontario Office Specialties Company

Phone Main 7128 **126 Adelaide E., Toronto**

QUIT LOSING!

It's easily done. Keep tab on all goods sold by installing our

"Duplex" Counter Check Book

Then you will know where the goods have gone and where the money should come from.

SUPPLEMENT YOUR MEMORY

The Carter-Crume Company, Limited

Toronto

UPTON'S

Jams, Jellies, Marmalade

are made by Canadians for Canadians

Canadian fruit is second to none, no matter in what part of the world it is grown. Sugar refined in Canada from the raw cane has a higher standard of purity than any other.

UPTON'S

UPTON'S

Our name on the label is the grocer's safeguard. During all the years we have been in business we have stood behind every bottle of our products—we are doing so to-day—and will ever do so.

YOU ARE PROTECTED

when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction; because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade on Canadian lines.

When you ask your jobber for Upton's Jams, Jellies or Marmalade be wary of the "just as good"; insist and you can get the real thing.

The Upton Company, Limited, Hamilton, Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 15, 1907.

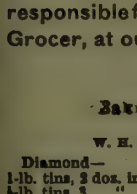
Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	5 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 [illegible]
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
12a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoas—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼ lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Condensed cocoa cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" " "	0 19
London Pearl per lb	0 24
Special quotations for Cocoa in bbls., kegs, etc	

Chocolate—	
Queen's Dessert, ¼-lb. cake, 12-lb. boxes per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes, lb.	0 40
Vanilla, ¼-lb., 12-lb. boxes per lb.	0 35
Parisian 8s, per lb	0 30

The following sweetened for household purposes:

Royal Navy ¼'s, ½'s, 12 lb. boxes per lb.	0 33
Diamond, ¼, 7's, boxes per lb	0 28
Perfection, 2 c. size, 2 doz. in case per doz	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz	1 75

Chocolate—	
Marble buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels 5-lb. box	0 35
" " 2's, 5-lb. boxes lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 [illegible]
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ¼'s, 14-lb. boxes	....
" ½'s, 12 lb. boxes	....

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

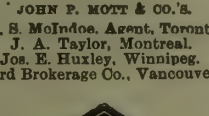
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c.	tins,	4	doz. to case	per doz.,	$ .90
¼	"	4	" "	"	2.40
½	"	2	" "	"	4.75
1	"	1	" "	"	9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



	Per
Elite, ¼'s (for cooking)	$0 32
Prepared cocoa, ¼'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 40
" " " ½'s	0 38
" No. 1 chocolate, ¼'s	0 32
" Navy " ¼'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s	0 24
" Confectioner's chocolate, .21c. to	0 31
Sweet Chocolate liquors..21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 47
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb screw cap cans, 10 cans in case,	42c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42 .
6 lb boxes, 12 boxes in case, 1-5-lb. tins	43c.
12-lb. boxes, 6 boxes in case,	45c.

Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.	38c.
6 lb. bxs. 12 bxs. in case, ¼-lb. pkgs.	38 .

Milk chocolate—	
50 5-cent pieces to box, per box	$1.75

Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins	30c.
6-lb bxs.. 12bxs. in case, ¼-lb pkgs.	30c.

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	26c.
6-lb. " 12 " " ½-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
¼ and ½ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk— In 15 boxes.	15 lb. pails and 10, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 25	1 35
"Challenge" brand (4 doz.)	4 30	1 10
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 [illegible]
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 [illegible]
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON

	retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 [illegible]
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 30
" " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec	
Rio No. 1	0

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4	doz.	per doz.		1 75
10 " "	4	"	"		3 00
Rep. quarts,	1	"	"		6 50
Imp. "	1	"	"		9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

$0 00 to $3 00 books	3 cents each
4 00 "	4 " "
10 00 "	5½ " "
15 00 "	6½ " "
20 00 "	7½ " "
25 00 "	8 " "
50 00 "	12 " "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities
for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Grey Nun Street, MONTREAL

Borden's Brands

Bring Business

Their "Eagle Brand" Condensed Milk "Peerless Brand" Evaporated Cream.

Your customers want them, sell them. See that they're Borden's.

(Unsweetened)

27 Front St. East, TORONTO

WM. H. DUNN, Agent

394-396 St. Paul St., MONTREAL

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

		Per case.
Bottles	1-oz., case of 2 doz	$3 20
"	2 " " 1 "	3 00
"	4 " " 1 "	4 50
"	20 " " ½ "	4 75
"	30 " " 1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
6 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case.per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails..... "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
6, 7, 14 and 30-lb. pails, per lb...	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½	20-lb. tins	2 08
½-bbls.	0 10½	Cases 3-lb. "	0 11½
Tubs, 60 lbs	0 10½	" 5-lb. "	0 11½
20-lb. Pails	2 18	" 10-lb. "	11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks.....	0 75
Dulce large cent sticks, 100 in box...	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F.,	½-lb. tins.....per doz.	$1 80
"	½-lb. tins ..... "	2 50
	1-lb. tins ..... "	5 00
Durham	4-lb. jar.....per jar.	0 75
"	1-lb. jar..... "	0 25
F. D	½-lb. tins.....per doz.	0 85
"	1-lb. tins..... "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins.....per lb.	$0 35
¼-lb. tins..... "	0 33
1-lb. tins..... "	0 32½
4-lb. jars.....per jar	1 20
1-lb. jars ..... "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins..... .....per lb.	25
¼-lb. tins..... "	0 23
1-lb. tins ..... "	0 22½
4-lb. jars.....per jar	0 70
1-lb. jars..... "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 80 1-lb. and 80 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {80 1-lb. " {80 ½-lb. " }.....	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	3 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20
" black..... "	15 30
Oriole soap..... "	10 20
Glorioia soap..... "	12 00
Straw hat polish..... "	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED.

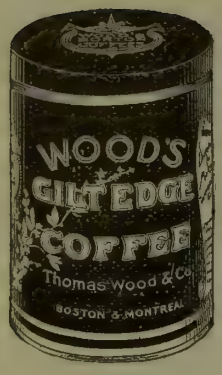
Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 5-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box	1 50 to 3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons. boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 5 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60

IT'S THERE



Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—1-lb. packages, boxes 40 lb	0 6½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb	0 07½
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb	0 07½

SAN TOY STARCH.

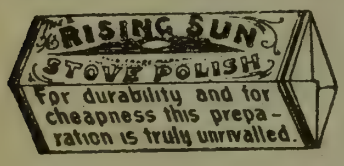
pkges, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb	0 07
" 3-lb. cartons, 36 lb	0 07
" 200-lb. bbl	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb	0 08
Argon Gloss, 1-lb. packages, 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 8-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03⅝ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 70 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03⅝ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 45 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 35	0 50
Gold Label, 1's	0 44	0 60

LIPTON'S TEA

Thos. J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

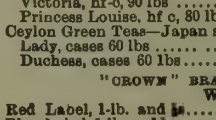
Blue Label, 1's	$0 19	$0 25
Blue Label, ½'s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ¼'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan 1s	0 19	0 25



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 22	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

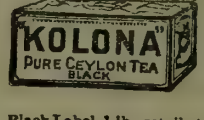
Cases, each 60 1-lb	$0 35
" " 80 ½-lb	0 35
" " 30 1-lb	0 35
" " 120 ½-lb	0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs,. ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 28	0 30
" " ½ lbs	0 21	0 26
" " 1 lb	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 15c	$0 20
" " ½-lb., " "	0 21
Blue Label, retail at 30c	0 24
Green Label, " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb " at	....
" AA " 40 "	....
Blue Jay, basket fired Japan, 70 lbs	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 30-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
"Condor" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets

Green Label, ⅛s, ¼s and 1s 60-lb. cases	retail, 0 20 at 0 25
Grey Label, ⅛s, ¼s and 1s, 60-lb. cases	retail, 28 at 0 30

"Condor" Ceylon black tea in lead packets

Yellow Label, ⅛s and 1s, 60-lb. cases	retail 0 26 at 0 35
Blue Label, ⅛s, ¼s and 1s, 50-lb. cases	retail 0 30 at 0 40
Red Label, ⅛s, ¼s and 1s, 50-lb. cases	retail 0 34 at 0 50
White Label, ⅛s, ¼s and 1s, 50-lb. cases	retail 0 40 at 0 60

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1	per lb. 0 35
No. 2	" 0 30
No. 3	" 0 25
No. 4	" 0 22
No. 5	" 0 18

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 48
" Amber, 8s. and 3s	0 60
" Ivy, 7s	0 50
" Rosebud, 7s	0 51
Chewing—Currency, 12s. and 6½s	0 48
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 56
" Stag, 10 oz	0 45
" Bobs, 6s. and 12s	0 45
" " 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s	0 48
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00
Cut tobaccos.	
Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 [illegible]
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 [illegible]

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 25½
Condor, pure distilled	0 30
Black Swan	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3 "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 80
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony, per doz	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 15
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single.
5 gross loose, per case	0 55	0 57
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 [illegible]

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

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Special Fancy Quality

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4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

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Agents: Rose & Laflamme
Montreal and Toronto

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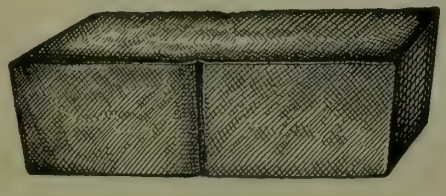

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LIMITED
MONTREAL

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 22, 1907. NO. 47.

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in Grocery Stores—

Robinsons' Patent Barley

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"Crown" Brand Table Syrup

Made from Corn

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2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls. Kegs and Pails

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MONTREAL

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Peels

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Unvarying Quality

Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

Apr 22.

Arthur P. Tippet & Co.

Sole Canadian Agents

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Grocery Brokers and Agents.
Established 1885.

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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

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EVAPORATED APPLES
BARBADOES MOLASSES
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DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
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STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
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(Continued on page 4.)

Getting Ready for Christmas Trade

We have the best assorted and most complete stock of Fancy English and French Goods in the trade.

Glace Cherries, Crystalized Cherries and Assorted Fruits

in fancy 1-lb. boxes.

Glace Cherries, bulk boxes 8¼ lbs. Fancy Assorted Fruits, boxes 5 lbs.

We are quoting very low prices on the above lines.

NOW IS THE TIME TO PLACE YOUR ORDERS FOR

New Salmon

"ANCHOR" Fancy and "GOLD MEDAL" Sockeye

"SNOWSHOE" Fancy Cohoe "BIG HORN" Humpback

Our prices are right.

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WHOLESALE GROCERS
IMPORTERS, Etc.

TORONTO

The Popularity of Blue Ribbon Tea

Glammis, Nov. 8th 1907

Dear Sirs.

Yes, send on the tea ordered. I don't expect to get it less than others, would rather you had done so without so much delay.

Yours truly,

W. J. McKeeman

On receipt of a Mail order from the party who wrote the above postal card, we advised him before shipping his goods, that our prices for low grades had been advanced on 1st November, and awaited his instructions.

We think the reply speaks for itself.

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Manufacturers' Agents—Continued.

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T. A.—Scottish, Liverpool.

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This space $15 per year

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come from using "Majestic" furniture polishes. When applied according to directions the result is a brilliant lustre—none of those smeared surfaces so common to many so-called polishes.

Free from grit and dirt, "Majestic" furniture polish is all a furniture polish should be.

Write for samples and prices. 72

MAJESTIC POLISHES, Limited
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The Bloomfield Packing Co.

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Why? Because, unlike sellers of other teas, we never want you to keep a pound of "SALADA" in stock if you desire to get rid of it. It costs you in interest and insurance 10 per cent yearly to carry tea

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There is an assurance about "CAMP" Coffee—an assurance of ease. It's easy to buy; easy to sell; easy to recommend to customers who want a really good, economical, quickly-made Coffee. "CAMP" has earned the right to stand at ease. Its reputation is good all the world over.

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Manufactured by
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A delightful surprise to your most pernicity customers is a bottle of

STERLING BRAND PICKLES

Pure, scrupulously, carefully made, and of best grown Canadian vegetables. The customer who buys these goods never grumbles.

Buy from your jobber or order direct from the manufacturer.

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In 2, 3, 5 and 10-lb. cans
Put up solely by

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Shelled Almonds

Valencias and Jordans

Cluster Raisins

From Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME

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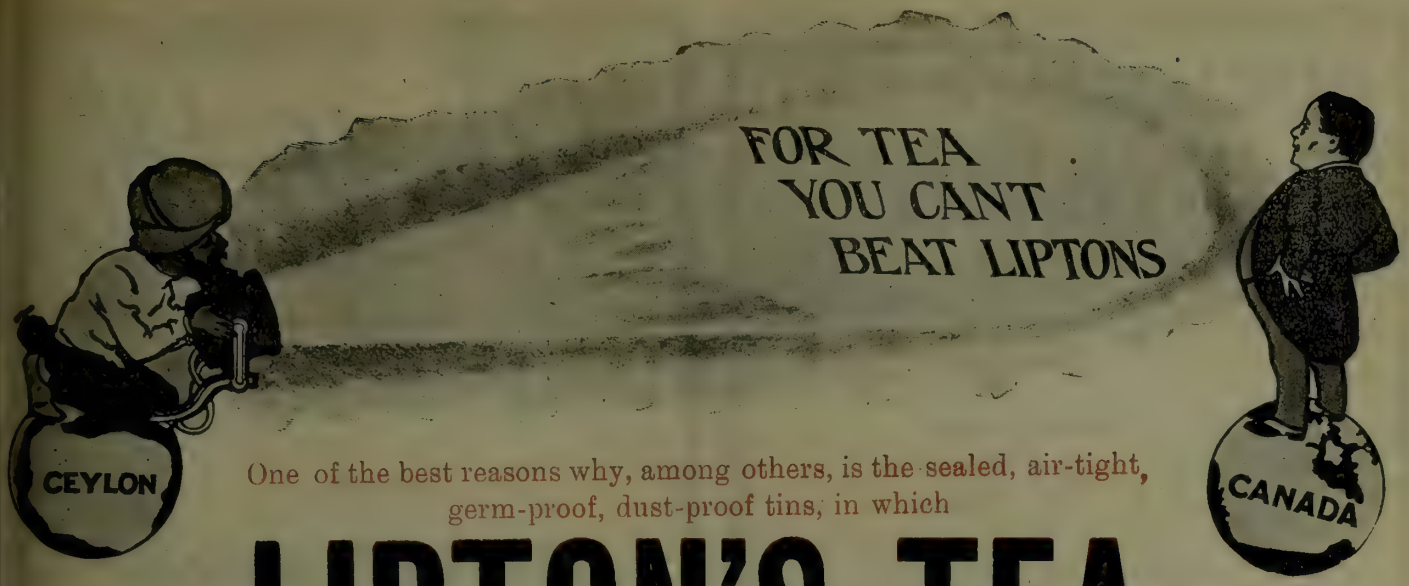

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Write now for information!

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LIMITED
BELLEVILLE - - ONTARIO

New Grenoble Walnuts
New Shelled Almonds
New Raisins and other Dried Fruits

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and PARADISE

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The choicest growths from the most favored Districts in Greece.

We have new selected **Valencias** in stock.

W. H. GILLARD & CO.

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HAMILTON

Branch House—Sault Ste. Marie

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

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ARTHUR NELSON, Manager.

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Bonded and other Warehouse Facilities.

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Competition has resulted in shaving profits pretty close on some lines of groceries. Consequently you can't afford to cut them very much closer. To get new business and keep old customers QUALITY is undoubtedly the best method. People nowadays want quality, and are willing to pay for it. Especially so in Canned Goods.

Old Homestead
Brand
Canned Fruits and Vegetables

is the brand for the Quality demand. Old Homestead Brand is nothing but the perfect preservation in cans of ripe, delicious, perfectly sound fruits and vegetables. No foreign substance —no speck of adulteration or dirt—not one atom of anything injurious to human health ever gets into an Old Homestead can. That's why Old Homestead is Supreme—the brand of brands for the high-class, paying trade.

Is Old Homestead one of your lines?

The Old Homestead Canning Co.
Picton, Ontario

E. NICHOLSON

CODES.
ABC. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901

D. H. BAIN

CABLE ADDRESS
NICHOLSON, WINNIPEG
CALGARY
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EDMONTON BRANCH: NICHOLSON & BAIN
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We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

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The Pickle with the Home-Made Flavor

We are offering a Sweet Mustard Pickle in bottle and bulk of excellent quality which has been pronounced by connoisseurs to be one of the finest Mustard Pickles ever offered to the Canadian trade.

Try a small lot, and your sales of Mustard Pickles will astonish you

PACKED BY

The Lea Pickling & Preserving Co.
Limited

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New Seeded Raisins

California, 16-oz. Packages

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

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The Salt
that's all Salt

If your Wholesale Grocer is not quoting "Empire Salt," write us for prices on straight or assorted carload lots. We manufacture all grades of salt.

Our large production and approved modern machinery and appliances, used in the process of manufacture, insure prompt service and the highest standard of quality.

Satisfaction Guaranteed

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STOVE POLISH

In use every day, therefore you get a daily chance to please your customer if you supply

"JAMES DOME" LEAD

The finest Stove Polish in the world. Clean to handle, Gives a lasting, brilliant shine.

W. G. A. LAMBE & CO., Canadian Agents.

The Proof Is Indisputable Fact!

We indulge in no flight of fancy—overlook no small detail of strict truth—when we declare that

E. D. S. Brand
JAMS and JELLIES

are absolutely without a peer for Purity and Flavor. Government documents, obtainable by anyone, prove beyond the shadow of a doubt that this famous brand is the leader of leaders. You are sure of a customer's lasting trade if you sell him E. D. S. Brand.

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You always Satisfy Customers with Bee Brand

These Jelly Powders are certainly the best value ever offered, and housewives show their appreciation by steady purchases.

Six Flavors for 25 cents

Strawberry	***Raspberry***
Lemon	***Cherry***
Pineapple	***Nutto***

Others if you desire them

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Makers

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Pure Food is Essential to Good Health

Wagstaffe's Fine Old English Mince Meat

Guaranteed absolutely Pure.
The finest made in Canada.

Wagstaffe Limited

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HAMILTON, CANADA

Buy Herbs Now

Do not leave the buying of your herbs until the last minute. See our traveller and his samples.

Sage, Savory, Mint, Thyme, Marjoram, etc.

In ¼-lb. air-tight tins, and in bulk. All guaranteed superior herbs.

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20½ Front St. E., Toronto — Phone Main 3171

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

JAPAN TEAS

are the best, and cannot be imitated for their distinct character and delicate aroma. Prices remain unchanged with rather a stronger tendency. The season is now closing and mail just received brings advices of shipment to me of a few parcels of desirable teas, being my last for the season.

SHAW T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Goods that Sell and Satisfy

Greig's White Swan Blend Coffee
Greig's White Swan Jelly Powders
Greig's White Swan Spices
Greig's White Swan Baking Powder
Greig's White Swan Flavoring Extracts
Greig's White Swan Cocoanut
Greig's White Swan Cream of Tartar
Greig's White Swan Flaked Wheat
Greig's White Swan Rolled Oats
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Greig's White Swan Wheat Kernels
Greig's White Swan Graham Flour
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THE ROBERT GREIG CO., LIMITED
White Swan Mills, - Toronto

Forty Samples "Pride of Canada" Government Analyzed—All Genuine

The Federal Government Inspectors collected from different parts of Canada over forty samples of our famous **"PRIDE OF CANADA"** Maple Syrup and **"PRIDE OF CANADA"** Maple Sugar.

On being analyzed at Ottawa by the Government, it was found that they were **100% PURE.**

This is a unique record for a manufacturer of Maple Goods and should convince you of the truth of our oft-repeated statement that "Pride of Canada" signifies highest purity and quality.

Maple Tree Producers' Association,
Waterloo, P.Q.

Mr. Grocer—

Your aim is big profit and satisfied customers. In the Coffee line you get both when you sell

TRADE

KAISER Malted Health COFFEE

MARK

Guaranteed 100 per cent. more healthy and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 pounds in box.

Order from your jobber.

THE KAISER MANUFACTURING CO.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Allison Coupon Books

Eliminate the Non-essentials

Many a business man is so loaded down with details that his really important problems can receive only secondary consideration.

This condition is overcome in any mercantile house by the adoption of the **Allison Coupon** system. With it, accounts are kept better and more accurately, at about one-tenth the usual cost.

THE PLAN

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO

Canadian Agents

Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. **No blister, no hair gone.** $2.00 per bottle, delivered. Book 8-C free. **ABSORBINE, JR.,** for mankind, $1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

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Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

Make Your Unused Funds

bear interest at the highest current rates. Amounts of $1.00 and upwards are received in the SAVINGS DEPARTMENT of THE METROPOLITAN BANK. Interest is allowed from date of deposit, and compounded every 3 months. No delay in withdrawal.

ALL DEPARTMENTS OF BANKING ARE CONDUCTED WITH ABSOLUTE SATISFACTION AND SECURITY.

The Metropolitan Bank

Capital Paid Up: $1,000,000.00
Reserve Fund and Undivided Profits: $1,183,713.23

British America Assurance Company

A. D. 1833

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CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
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WINDSOR HOTEL
HAMILTON, BERMUDA
This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

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QUEEN'S PARK HOTEL
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This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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The most popular hotel in
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WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
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Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

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HALIFAX, N.S.

HOTEL IMPERIAL Large Sample Rooms
Steam Heated and Gas Lit
GEO. W. WEBSTER, Prop., Swift Current, Sask.

VICTORIA LODGE
HAMILTON, BERMUDA
Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 Closes in May.

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JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

TEA;
Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description.
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
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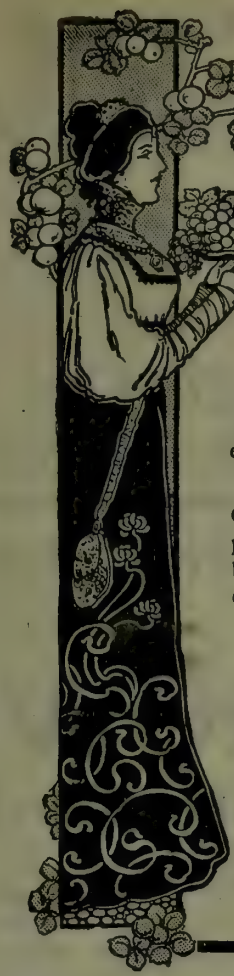

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From 25 to 49 Raisins.

Why you should purchase

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Count the number of RAISINS in a pound of other brands, then count ROWLEY'S and you will find they run the above number of RAISINS in a pound less than other packers best grades. You might as well purchase S. BODI BRAND Selected Valencias at less money and get the same fruit as other packers use for their finest brands.

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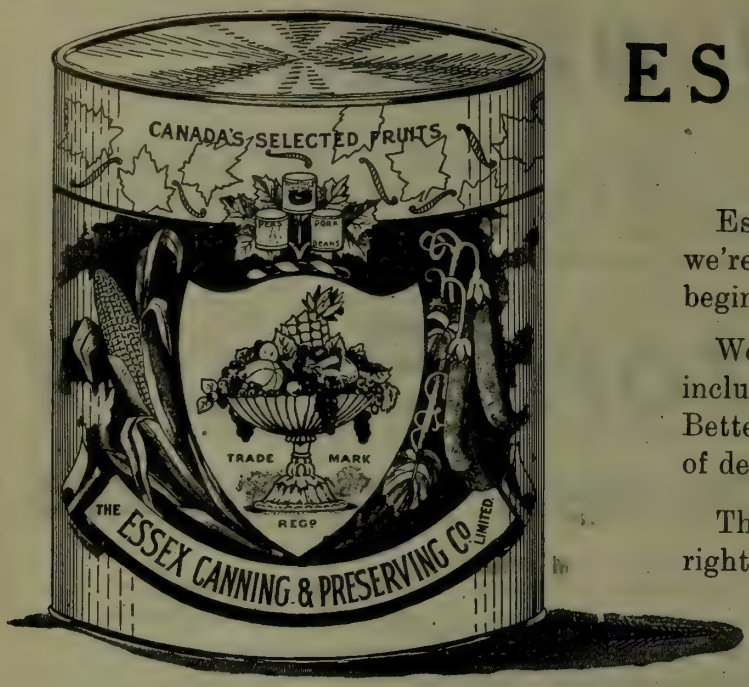

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Our advertising, combined with the unquestioned superiority of 2 in 1, has succeeded in making it the standard shoe polish. It will pay you to push it hard because the profit is good to begin with, and 2 in 1 makes the "come again" customer.

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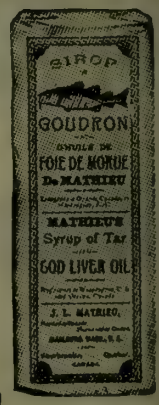

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We have a full range, goods unsurpassed, prices right.

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Significant Facts

Sealshipt Oysters were the only oysters admitted to the the Cleveland Pure Food Show, this season. Why?

The Sealshipt Oyster booth attracted more attention than any other at that show. Why?

Sealshipt Oysters were bought for examination by one of the city Meat inspectors. This was done at the request of one of our competitors. Why?

The analysis of the sample of Sealshipt Oysters showed that they were free from any trace of preservatives. Why?

The answer in each case is plain—Sealshipt Oysters are PURE FOOD packed in a sanitary way, absolutely free from preservatives and affording customers not only purity and quality, but unequalled delicacy of flavor.

The Pure Food Inspector is abroad in the land. Be on the safe side. Be ready for him. Handle Sealshipt Oysters only, and you may welcome his coming.

To responsible dealers we will gladly mail catalogue and give full particulars of the Sealshipt System. In your letter give us the following information:

From whom do you buy at present? Average sales per week? Price you sell per pint? Quart? Size used? Do you ADVERTISE?

NATIONAL OYSTER CARRIER COMPANY,
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Affiliated Oyster Shippers in all the Great Oyster Districts.

HESITATION COSTS MONEY!

If you will require cans of any kind, for any purpose, do not delay in ordering. We are rapidly being booked up, but if you

Order Acme Cans Now

we will take care of your commands. We make everything in Fruit, Vegetable, Coffee, Spice, Syrup, Key-opening, Baking Powder and Meat Cans.

SEND ORDERS TO

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Ontario's Fruit and Flowers

Provincial Horticultural Exhibition in Massey Hall Attracts Wide Interest—An Incentive to the Fruit-Growing Industry—Some Particular Features.

Representing, as it does, lines of industry of rapidly increasing importance the Ontario Horticultural Exhibition, which was held in Massey Hall, Toronto, from Tuesday to Saturday, November 12 to 16, commands the interest of all Canadians.

The exhibition sprang from the old Chrysanthemum Show, which had been a feature of the fall season in Toronto for many years, but with the infusion of wider interests and under government control, it has come to be perhaps the most comprehensive annual representation of Ontario horticultural and agricultural products. To what an extent the exhibition has developed in prestige may be seen from mention of the following organizations under whose management it is now held: Ontario Vegetable Growers' Association, Ontario Fruit Growers' Association, Ontario Bee Keepers' Association, Toronto Horticultural Society, Toronto Gardeners' and Florists' Association, Toronto Agricultural Society, and the Ontario Department of Agriculture. How it has developed from the standpoint of exhibits may be judged by the fact that this year's exhibition more than filled the two immense floors of Massey Hall, and it has been suggested that a larger building must be secured.

Horticultural Exhibition. —The Floral Department.

Magnificent Apple Display.

Naturally, the practical interest was centred, to a great extent, on the display of Ontario apples. The Province has, roughly speaking, about seven million apple trees of bearing age from these an average annual harvest of twelve million barrels is gathered. One of the aims of the Government in recent years has been to bring together at the Exhibition an adequate representation of the apples grown in each Ontario county, and these exhibits were, without doubt, one of the most interesting features this year. These county collections, grouped together as they were, showed, for instance, how an apple which reaches early maturity and is, perhaps, larger in Southern Ontario than the same species in a northern county, will not stand shipment, and, consequently, will not command so high an export price as the fruit grown in the latter section. This year eighteen counties sent displays of apples, and this feature of county representation was much more complete than ever before.

Another feature in which this year's Show surpassed last, is the progress shown in the packing of fruit for export. Packers seem to be rapidly recognizing the fact that export fruit must be stowed away in the most scientific and latest devised manner to stand the "misery," as fruit men appropriately call the incidents of shipment, and to arrive in satisfactory condition in the foreign markets. This is evidenced in improved boxes and barrels, and in the adoption of proven methods. The display of packed apples, both in boxes and barrels, was very large.

A large exhibit of Ontario vegetables, showing the many varieties and the excellent quality produced in the Province, was also shown.

Another feature more largely developed this year was evidenced in displays of fruit of various varieties exhibited by agricultural or horticultural societies or fruit growers' associations in table space, limited to thirty feet. There were four entries in this class, the honors being carried off by the St. Catharines Cold Storage & Growers' Association.

The earlier summer fruits were displayed in alcohol and each of the Government's experimental stations showed the various varieties grown in its vicinity. Algoma, too, had a worthy exhibit of hardy fruits.

One feature, which was of particular interest to lady visitors, was the exhibit of the Woman's Institute. This was arranged with the idea of demonstrating in how many and various ways the apple might be prepared. Canned apples, pickled apples, apple marmalade and various other apple preparations were shown and described.

Ontario Apples—County Exhibits on Plates—Methods of Box Packing.

British Columbia Fruit.

In connection with the exhibit of boxed fruit a shipment of apples and

pears from Chilliwack, B.C., attracted a great deal of favorable comment. The exhibit was forwarded by Cawley & Paisley, a Chilliwack real estate firm, with the ostensible purpose of inducing Easterners to move to the West by showing the possibilities of British Columbia's products. The exhibit included twelve of the varieties of apples which are ordinarily grown in Ontario, and two of the best varieties of pears. As regards size, the Western fruit was, perhaps, larger than any of the same varieties shown from Ontario, and in a test as to quality conducted by several of the leading fruit growers of the Province during the Exhibition, it stood well up with the local varieties. The exhibit was a revelation to many Ontario fruit men.

The Flower Show.

The main floor of Massey Hall contained bloom to the value of $1,000. The major part of this was in chrysanthemums, and the magnificent and gorgeous banks of these splendid blooms placed on the steps of the large platform, as may be seen in the accompanying photograph, were a delightful sight. One point which shows the progress in methods of floriculture during the year is evidenced in the fact that the largest bloom this year measured twenty-six and a half inches, which is four inches larger than last year's best, and seven inches better than the year before. One plant which contained twenty-five different varieties, was a rather interesting peculiarity. The fact that the show is a week later this year than usual, allowed more satisfactory time for the maturity of the chrysanthemum blooms, and, as a result, the quality was notably more uniform through all classes than it has been heretofore.

To Be Exhibited Elsewhere.

A good representation of the best of the fruit, sixty-six boxes in all, of apples and pears, has been purchased by the Government and is to be shipped to England and exhibited in competition with fruit from the other colonies at the Royal Horticultural Show, which is to be held in Kew Gardens, in London, in December. This is the first year the Government has made such an exhibit.

A smaller shipment, this containing several cases of honey, as well as the Ontario fruit, is being forwarded direct to King Edward VII., and a similar shipment is being sent to Earl Grey.

Society Conventions.

In connection with the exhibition several conventions were held by the various societies interested in its management.

The Ontario Fruit Growers' Association, to which a great deal of the credit for the development of the apple industry in the province must be given, met on Wednesday and Thursday. The program included a series of addresses, among which might be mentioned several of particular importance. Alex. McNeill, chief of the fruit division, Ottawa, spoke on "The Place of the Fall Apple in Future Planting." "Market Conditions in Great Britain" were discussed by J. A. Ruddick, dairy and cold storage commissioner, Ottawa. J. L. Hilborn, of Leamington, spoke on "Express Rates in Relation to the Fruit Industry," and H. Dawson, Toronto, discussed "The Necessity for an Improved Fruit Market and Terminal Facilities in Toronto."

The Beekeepers' Association of Ontario met during the three days of the fair and discussed questions of particular interest to that industry.

The Ontario Horticultural Association also held their second annual convention in the city hall on Thursday and Friday, November 14th and 15th, and listened to a series of addresses relating to floriculture and the development of the society.

The programme of the convention of the Ontario Vegetable Growers Association, which was held on November 14th and 15th, contained several addresses of interest, but one on "The Vegetable Canning Industry," by T. B. Revett, B. S.A., of Toronto, who has for some time been making a careful examination of facts and statistics in connection with the Ontario canning factories, attracted a good deal of comment. Mr. Revett's paper claimed that, regarding tomatoes particularly, the estimates of the canners regarding the amount of product from a bushel of raw fruit are unreasonably low, and thus the growers are being paid too little for their product. This has been borne out by experiments at the Ontario Agricultural College, at Guelph, during the present season.

ALEX. McNEILL,

Chief of Fruit Division, Ottawa, one of the moving spirits in the Horticultural Exhibition.

These conventions, with the exhibition itself, attracted a great many of the leading horticulturists and fruit growers of Ontario to the city last week.

Exhibit of Apples and Pears from Chilliwack, B.C.

Excellent Honey Exhibit.

The exhibit of honey, while not large, was of exceedingly good quality. The exhibit, indeed, made such an impression on one gentleman who came here from the United States to deliver an address at the Beekeeper's Convention, that he hesitated about giving the address. The three varieties of honey commonly produced here were shown, together with the wax product in various forms.

Notes of the Exhibition.

There were not many evidences of the small apples the fruit growers prophesied a little earlier in the season.

It remains a significant fact, however, that the best commercial apple is not the one which takes the prizes at the fairs.

The display of apples on plates was purchased by Eugene Moore, fruit broker, Toronto.

During the last days of the exhibition cards bearing the inscription, "Sold to T. Eaton & Co." were very evident around the different sections. This company purchased the entire display of apples and pears packed in boxes or barrels.

Over the exhibit of the Biggs Fruit Company, of Burlington, was a large placard bearing the words, "Let greater Canada be known by her fruits." The company were taking orders for boxes of apples of a particularly high grade, which they ship to England and Europe as Christmas presents.

The exhibits of decorated dining tables which was one of the most interesting features of the exhibition a year ago, did not at all measure up to the standard then set. This is a feature which would repay encouragement.

The musical programmes rendered during the afternoons and evenings of the exhibition were a most attractive feature.

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THE SITUATION IN THE WEST.

By this time the country at large is more or less familiar with the effort being made to relieve the situation with regard to money to facilitate crop movement. On Tuesday, Nov. 12, an order-in-council was passed at Ottawa. by which the Dominion Government came to the relief of the bankers, and made it possible for the banks carrying large grain accounts to obtain any amount necessary to further extend lines of credit in order to help in the movement of as much wheat as possible before the close of navigation.

The action of the Government was prompt and decisive, once the facts were placed before the Minister of Finance and when the news was wired from Ottawa there was a general expectation that the tension would be relieved and movement of wheat from the head of the lakes would increase rapidly. Such, however, has not been the case, up to closing of market to-day, Saturday. The banks are standing on a silly matter of punctillio and will not accept the relief offered and the situation is really no better from the standpoint of crop movement than it was a week ago, and a whole week of open water has been lost.

In the meantime conditions have materially changed and there is not the demand for low grade wheat that there was two weeks ago, or more properly speaking, there is not the demand at high prices, and this alone is costing the farmers of the west millions.

The bank managers still stand pat and declare they are furnishing all the money required for legitimate trading, though every day's market and almost every elevator point in the country gives the flattest kind of denial to their statement, while the meagre shipments from Fort William and the empty boats making bids at low rates for cargoes add their testimony.

Wholesale houses are flooded with letters that state that cars of wheat are loaded, shipped and the out-turns received, but they can get no money. Others write, there are three, four, five and six elevators at our point, (as the case may be) but none of them are buying. They claim it is because they cannot get money.

The present situation is without parallel in the western grain trade, and every man that has been up against it this year, be he farmer, elevator man, or commission merchant, will earnestly pray that he may never see it like again. Meantime, the wheat continues to pour into Fort William in a never-ending stream, 2,569,480 bushels having passed inspection during the present week. Of this wheat only about 45 per cent. was of contract grade, while there was 10,871 bushels of "no grade;" 285,690 of feed; 139,170 of "feed tough:" 177,420 of No. 5 and 119,940 bushels of No. 6 wheat. It is doubtful if the outward shipments for the week have totalled a million bushels.

The keeping qualities of this low grade in its present condition are absolutely nil, and it is a very unsafe proposition to handle, and dealers and banks alike must see from 6 to 8 cents a bushel margin before they can touch it, for the simple reason that more than one car, leaving an elevator point apparently quite dry, has graded "feed tough" when it reached Winnipeg, and by the time it got to Fort William was heated.

The Saskatchewan Government have taken a hand in securing cars for the movement of the low grade wheat, and getting it to Ontario as feed, and the railway companies have promised all possible aid in the matter of cars. Sir Thomas Shaughnessy has stated that for the movement of western wheat Winnipeg is to have eighteen additional locomotives in a few days.

Charles Castle, the Winnipeg warehouse commissioner, who was summoned east to give information to the Finance Minister as to the actual conditions in the west, while in the east arranged for a thorough test of the low grade wheats, to see what can be done to make them keep so that they can be exported after May first next year. If it is found that this can be done at a shrinkage of not more than 10 per cent. it will mean a saving of from three to four million dollars to the west, as without the guarantee of keeping, the banks will not advance a dollar on any low grade that may be held for shipment after May first. The samples that have been sent are Nos. 5, 6 and feed. Communications from the British markets show that very considerable quantities of even our lowest grade wheat can be used by millers for manufacturing flour to be used for sizing and glazing in the cotton and kindred trades.

At the moment the only other thing that occupies anything like relative importance with wheat in the western mind is the proposed new freight tariff, which will be found under a separate head.

BETTER HOTEL REGULATION.

The indifferent hotel accommodation provided in all parts of Canada is being well illustrated just now when the country is unprecedentedly crowded with commercial travelers. The matter is making itself evident in several ways. It came out the other day in a petition forwarded to the Provincial Government from the Canadian Travelers' Association, which, referring to municipalities where a local option by-law has been passed, begs that before the act goes into force it shall be the duty of the community to show the Government that ample accommodation for man and beast will be provided. In case the community fails to do so, the petition requests that the by-law shall not be put into effect, but that the Government shall step in and take charge, making such provision as may be necessary for proper accommodation, either by continuing the licenses or in some other way.

The petition seems to be based on the understanding that proper accommodation is furnished in communities where licenses are in operation. The travelers themselves know that very frequently this is not the case. It might well have requested the Government to provide for satisfactory accommodation in all communities.

It is a generally admitted fact that in districts such as are referred to in the petition, hotel accommodation is provided merely as an adjunct to the liquor selling business, in a good many cases simply because the Government requires it. In such cases the accommodation is anything but satisfactory, and in a good many Canadian communities sanitary conditions exist in connection with the hotels that the local Boards of Health would not tolerate in a private property. The travelers know this better than anyone else, and they suffer from week to week and from year to year because such conditions are allowed to exist.

When considering the petition from the Travelers' Association, the Government should consider the advisability of providing for satisfactory hotel accommodation in all communities frequented by travelers, whether they are under the control of a local option by-law or not.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

BARRIE.

The little snow flurries did not seem to mar the attendance of Saturday's market, the farmers and townspeople turning out in large numbers. Young chickens were very plentiful, but were not up to the standard, being small and poor. The farmers here seem to be getting their fowl in early on account of the great cost of feeding this year. Geese were very plentiful and were extra fine for this season. Some very fine turkeys were brought in and found a very ready market. Butter was in evidence everywhere, but found no rush sale as the consumer is buying very sparingly, owing to the high prices and consequently the prices have become easier. About twenty loads of apples, mixed varieties, sold very well, being a good size and sample. A few loads of potatoes arrived, but were bought up very quickly by the various merchants, there seeming to be a great demand for this line. Butter sold at 27c to 28c, eggs 25c to 27c, chickens from 5c to 8c, ducks 8c, geese 8c to 9c, turkeys 12c to 12½c, apples, Spys, $2, other varieties $1.25 to $1.50. Potatoes sold at 75c to 80c.

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J. F. Brown, who for some years has conducted a carriage factory here, has sold out and moved to Toronto, where he intends starting a grocery store.

* * *

J. J. Brown, H. B. Myers and Wm. Bothwell were among the crowd that attended the Fruit and Flower Show at Massey Hall, Toronto, last week. They all speak very highly of the show, particularly of the vegetables.

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George Copegeorges is fitting up a magnificent candy kitchen in Bothwell's Block this week.

* * *

Over $45,000 worth of clover seed has been shipped from Beeton district this fall. Not so bad for a poor season.

* * *

Piles of hay, valued at $3,000, were burned just below Bradford Marsh last week. Incendiarism is suspected.

BELLEVILLE.

Local grocers are in quite an excited state these days. They have good reason to be, if the proposed raising of the tolls on the Bay of Quinte bridge, the only artery which connects the rich county of Prince Edward with this city, should materialize. This is one of the longest bridges in Ontario—600 yards—and spans the Bay of Quinte. It was built about seventeen years ago at a cost of $120,000, of which Belleville contributed $30,000 and the township of Ameliasburg $20,000. Through the foreclosure of a mortgage the bridge finally came into the possession of the present owner, Dr. Sprague, of this city, at a cost of $72,000. The present move upon the part of the bridge company to increase the tolls has no doubt been largely induced by the judgment of the courts lately, sustaining the action of Ameliasburg in assessing the bridge, rendering the structure liable for taxes. An increase of tolls would largely assist the owners in paying these taxes.

A meeting of the Board of Trade of this city was held on Nov. 7, which was called specially to consider the bridge matter. Nearly all the merchants expressed the belief that if the amendments to the present charter for which the owners were applying to the government, came into effect, they would seriously affect the trade of the city as well as increase the price of produce on our market. It was pointed out that if the rates were raised, it would drive the people of Prince Edward to Picton, Trenton and other places, which they could reach without paying toll. It has never been disputed that the lower the tariff the more frequent the people of Prince Edward would come to Belleville. At the meeting of the Board of Trade a lot of warm discussion took place. It appeared to be the unanimous opinion that the proper course to pursue was for the city of Belleville and township of Ameliasburg to raise a certain amount of money and petition the government to pay the balance and make the bridge free. This was strongly advocated by ex-Mayor Graham, H. Corby, ex-M.P. Col. Lazier and many of the prominent merchants. A committee was finally appointed to act with a committee from the city council, to see the owners and find out on what terms they will sell.

AN INQUIRY FROM FRANCE.

The following note from our Ingersoll correspondent will bear out our assertions regarding The Grocer's wide circulation:

"Readers of The Grocer will remember a picture of the interior of the store of A. Beattie & Co., which recently appeared in its columns. Among the mail which the firm of A. Beattie & Co. received a few days ago was a letter bearing a foreign post mark. On opening the letter, imagine the surprise of the manager when the first thing to meet his gaze was the picture of the store, which had been clipped from The Grocer. The letter was from an enterprising firm in France who were desirous of establishing business relations with A. Beattie & Co. with whom they had been placed in communication through The Grocer. This is a point which should not be overlooked by advertisers and intending advertisers. The fact suggests a world-wide circulation, and the attention that some firms devote to their advertising policy."

LONDON.

The local Retail Grocers' Association appears to have taken on fresh vigor. The regular meeting last Wednesday night was the best attended of any yet held, and the members present entered into the discussions with an earnestness that proves they are beginning to realize that the organization is serving an important purpose and may be made of even more value to the trade. In the absence of President Harry Ranahan, who is recuperating with friends in Chicago, Vice-President Shaw presided, and the discussions were of especial interest.

* * *

Local biscuit manufacturers having advanced the price half a cent a pound, owing, it is said, to the high price of new material, the Retail Grocers' Association at its meeting last week decided to put up retail prices from one to three cents a pound.

* * *

It is said that the make of cheese in Western Ontario this year will probably not be more than half that of last season.

* * *

The Western Dairymen's Association has determined to seek legislation requiring all cheese and butter makers to hold certificates before being allowed to take charge of factories or creameries.

* * *

Johnston Bros., leading local bakers, are making arrangements to handle their rapidly increasing business. They propose to erect an addition to the old building of about 75 by 132 feet, three storeys in height. The new building will cost in the neighborhood of $20,000.

* * *

The cigar manufacturers of London held a meeting recently to discuss the advisability of advancing prices, and a joint meeting with the Montreal manufacturers will shortly be held to further consider the matter.

* * *

John McLean, formerly of the firm of McCutcheon & Co., has purchased the Liddicoatt grocery business on Dundas street east.

* * *

Thos. McCormick, of the retail grocery firm of A. McCormick & Sons,

Richmond street, was married last week to Miss O'Dell. The ceremony took place at the residence of the bride's parents, Nilestown.

KINGSTON.

"I tell you boys," said Jim, the grocer, on the market square last week, "it costs more to run a grocery now than it did twenty-five years ago. Then we used to tie up sugar in straw wrapping paper or make our bags by hand. Now the paper is in rolls and bags are used by the million. People used to bring their baskets and carry off their tea, sugar, etc. Now you have to send off at a moment's notice or get called down by a harsh voice coming along on a wire, through a hole in a box hanging up in your store. No brown jugs come for syrup and molasses any more. No, you have to put it in paper pails or sell them a tin. All this means more work and less profit.

* * *

"Merchants send clerks around after orders—a very bad system, in my mind—encouraging the credit system that every merchant should try to discourage and aim at getting his business on a cash basis and avoid the worry that kills by looking after books and accounts. How much nicer to see your drawer full of money than to look at a big book full of accounts, many not worth the paper they are written on. Yes, a dollar in your pocket is worth ten in your ledger."

The present day fixtures are a big item of expense and lots of merchants buy new fangled things they cannot pay for. They are simply talked into the purchase by men who are schooled in arguments that knock out any opposition they meet from their victims.

Some of these travelers and their circulars and mail matter have become a nuisance to merchants, robbing them of time that should be used to look after cleanliness in their stores.

Labor saving devices are all right if you can see your way clear to pay for them, but it is a mistake for a man with limited capital and with a stock of less than $1,000 to buy a cash register at $300 and a lot of silent salesmen, oil tanks, cheese cutters, meat cutters, etc.

They are all nice things to have, but one needs a good start and lots of capital for the interest on them is a salary in itself.

* * *

The wise prophets say that man is the architect of his own fortune, but from the way some clerks act it looks as though they were laying poor foundations. Too gay, too extravagant in dress, going to operas, smoking expensive cigars, etc., etc. They are either spending all their salary or spending someone else's cash. Should these few words fall under the eyes of any such, I hope they will right about face. They will be richer every way in the end.

* * *

A short time ago a gentleman introduced a friend to a grocer and said he was a competent clerk, a good window dresser and stockkeeper. The young man (married, by the way), looked shrewd, sharp and his general makeup showed symptoms of a valuable man for some grocer. The young man said he worked for So-and-So, in the northwest. The merchant wrote the firm on the quiet and got this answer: "He was a nice boy ten or twelve years ago but later on we found him anything but reliable in the acts he committed. Well, I guess he won't come back to this frigid climate again."

Young man, remember this: The theft of cash or candies or anything which costs your boss money, is an awful mistake on your part. Don't do it, not even in a small way. Live within your means, for a slip will follow you around the globe. You might as well have "thief" printed on your back. Be honest and upright. Do not take any short cuts.

* * *

You don't need a cash register to catch a dishonest clerk. Rumor does it. The public watch him and say So-and-So is going it fast. Must be spending more than he is earning. Rumor tells the boss and off he goes with no recommend to aid him in getting another job. Think of what it all means.

MONTREAL.

Retail grocers here are clearing ground for their holiday displays. A few already have some of their new goods in, but the majority are cleaning up, preparatory to the incoming of new lines and new supplies of old goods.

* * *

A rather paradoxical result of the "financial condition" is that in one sense it will be beneficial to the grocery trade here. This is the way one grocer, who caters largely to Montreal's "four hundred," put it: "Formerly a large number of my customers spent the Christmas season at various winter resorts on the Mediterranean and elsewhere, and consequently they required little or nothing here; but this year quite an appreciable percentage of these will be here during the holiday season, which will mean something in the way of regular trade for us."

* * *

However shallow or deep the "tight money situation" may be, the retail grocers are evidently not going to let it prevent them from making enticing holiday displays. Some of the leading ones are ordering largely in fancy biscuits and confectionery. The reason they give is that their customers have been so long used to good living, especially during the holiday season, that they will not make a change until they are obliged to do so, and that condition has not yet arrived.

* * *

A representative of The Grocer called on Walter Paul, one of Montreal's veteran and most successful grocers, and one who knows the business from its smallest details to its largest problems. Mr. Paul spoke of the effect the telephone has had on the grocery business. "In the first place," he said, "the telephone is the enemy to good salesmanship in clerks." When asked how that resulted, he explained that in houses where the ordering was left to the servants, everything was transacted over the phone, the clerk merely putting down what was asked for, and when at regular intervals the bills are sent, payment was usually made by cheque. Thus from one year's end to the other, the people to whom the goods were sent were very seldom seen. Under these conditions, clerks get out of the way of speaking to customers about new lines of goods, which is a vital point in good salesmanship.

Another somewhat unexpected result of the use of the telephone is that, from the grocer's point of view, it is very expensive. Mr. Paul said: "At the present day very nearly all my customers have the telephone. They order a few things at a time, just as they find they need them; with the result that in the course of a day one person will often order half a dozen separate times, which means that the delivery wagons are never done going. If the customer had to come to the store to order a list would be made, and everything attended to at one time. However," added Mr. Paul, laughingly, "we are so wedded to the telephone that if it is out of order for a single day, we are demoralized."

* * *

The Fraser, Viger Co., another retail grocery, catering to the aristocratic trade, have some of their new goods in already, and are busy preparing space in which to display the special holiday lines.

* * *

John Mines, a grocer in Point St. Charles, had quite an exciting experience with two "crooks," who tried to induce him to play poker. The result was that after a scuffle, one of the crooks escaped, while the other got a pair of black eyes, was arrested and fined into the bargain. This is the second time Mr. Mines has had trouble of this kind. The first time was in 1906, when he was assaulted and robbed of $30.

RICHMOND, QUEBEC.

A member of The Canadian Grocer staff happened to be in Richmond for a couple of hours last week and made use of the time in calling upon a few of the progressive grocers of that enterprising little town. Richmond is quite a grocery centre. There must be fifteen or twenty grocery and general stores in the place, catering to the wants of a population of 2,500 or more.

* * *

Strangely enough, there are no manufacturing concerns in Richmond. The population is such as would lead one to believe that one or more concerns turned out goods there. It is chiefly upon the farmers and railway men that the merchants depend for their trade. The town is a G.T.R. division centre and a large number of employes live there. The country around the place is suitable for agricultural purposes, and the farmers deal largely in the town.

* * *

MacRae Bros. do as good a grocery business as any firm. Like practically all the other grocery stores, their place of business in on the main street. The store is a large one, and the stock carried is complete. They do a nice hardware business also. Mr. MacRae chatted interestingly with The Grocer on general grocery topics. He said they found times rather quiet as compared to other

seasons owing to the stringency of the money market. The Eastern Townships are affected like all other sections of Canada. "Still," said he, "a man with money can do the business, and we are not behind the rest in this respect."

* * *

Jameson's store is a busy place also. and Mr. Jameson is a man who knows the grocery business. He has given considerable thought to the credit system and expressed himself as being in favor of taking reasonable risks in the matter of selling to new people, particularly since the retailer in the country has to do so more frequently than his city brother. "Yes," he said in answer to a query, "we find the tight money market affects us here. It is a peculiar fact, too, that the farmers are very anxious these days to get our money for their produce instead of accepting the usual exchange. And by the same token they pay us when they are ready. But they are good for their accounts and we have no fears as to 'final payment.'"

* * *

Most of the grocers here close at six every evening, except Tuesdays and Saturdays.

* * *

McKee Bros. are the nearest approach to a jobbing house. They handle flour, provisions and oil in large quantities, doing a nice trade in the Townships within a radius of twenty miles.

STRATFORD.

The excellent weather tempted a large number of farmers to the city on Saturday from the surrounding country, with the result that the market was well attended. Fowl was particularly plentiful, chickens, ducks and geese being found on every side. The prices remain on about the same level as the past few weeks. Eggs were selling at 30c per dozen, and butter brought from 28c to 30c per pound. There was a large quantity of beef on the market, as well as the usual supply of garden vegetables. And just while poultry is being mentioned, one or two of the grocers complain that the farmers are bringing to the city an inferior quality. It would appear that the fowl are not sufficiently fed, and certainly they look skinny enough, the breast bone protruding like a miniature mountain. And the whole facts of the matter are that flour and grain demand good prices and the farmers are selling all their surplus grain and starving their fowl.

* * *

Does it pay to go after the trade of the children, or more particularly those children who go to school and who pass the grocery store three and four times a day? It does. How is it that in other lines of business the merchants are keen enough to attract the younger generation to their stores by offering them blotters, etc., while the grocers, as a rule, are content to let matters slip along in the same old way, without paying any attention, or at least very little, to the children. The chief reason why other merchants, boots and shoes, for instance, offer blotters or cards to the school children is because they want to get them in the habit of coming to their stores. Children know how to appreciate kindness, and if the grocer is kind to them they will return to him again, and in most cases they will have a certain amout of influence with their mothers and will get them interested in your store. What better means of advertising do you want? It pays to go after the trade of the children.

* * *

Do grocers ever stop to think how best the business can be benefitted and prospered? No doubt they do. But did it ever strike you that if you have a good article for sale it is only right that you should push the sale of it. Indeed it becomes a moral obligation to see that the article is properly noticed, or that it is properly advertised. Many a good article has been practically lost to the world because its merits were never adequately made known to the customer or to the public. The fault is not altogether with the article, but rather with the manner of handling it, and selling it. Give the article you want to sell some display room.

NEWCASTLE, N.B.

As in other places all along the line, the rapid increase in cost of food is the prevailing topic among all classes, especially the working men, whose wages are increasing somewhat, but not as fast as the cost of living.

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There is serious talk of a co-operative store for Newcastle next spring, along lines similar to those of Glace Bay, Dominion and Sydney, in Nova Scotia.

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Eggs here are 30 cents a dozen, and extremely scarce at that. Butter retails at 30 cents, whereas last year at this time it was not more than 24c or 25c. Beef retails at 11c and 12c a pound and upwards. Milk has been six cents a quart all summer, and some dealers are charging seven cents this fall. Hay for cattle is bringing $16 a ton.

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Some dealers claim that oatmeal has gone up about $1 a barrel lately, and wheat flour has increased about the same. Bread retails at 8 cents a loaf.

* * *

Much of the potato crop along the Miramichi this year was a failure, rot setting in, and early frost damaging the yield a great deal. Much of the hay on low lands was left unharvested because of wet weather. Buckwheat was largely a failure, and some of the oats failed to ripen. Oats have climbed to over 60 cents a bushel.

* * *

A peculiar complaint comes from Harcourt, a village on the main I.C.R., 42 miles south. Moose meat has been sold so cheaply in that place this summer that the local butchers were nearly put out of business.

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Frank Hachey, general merchant, of Rogersville, 22 miles south of Newcastle, has made an assignment to Sheriff O'Brien, of Northumberland county.

WOODSTOCK.

A peculiar condition exists in regard to the Woodstock market, and for the present at least, that institution is being boycotted by a great majority of the farmers and their wives from the district, who formerly brought all their produce here, and are taking it to Ingersoll and Brantford and Stratford and St. Thomas now. The trouble started when the city council amended the regulations governing the market, making it compulsory that all fowl offered for sale have the head and crops removed, be dry picked instead of scalded, and be sold by weight. There was immediately a storm of protest, and the farmers got together and passed a resolution that they bring no more fowl here until the amendment was rescinded. Nobody expected that they would live up to the resolution, but last Saturday there were less than a dozen chickens on the market, and many homes were without fowl for the Sunday dinner. Indirectly it helped the grocers and butchers, for the city has not the power, or at any rate does not exercise it if it has, to regulate the sale of fowl anywhere but on the market, so some of the people who would have bought on the market went to the stores. But, in another way, the regulation hits the grocers and all other dealers here very severely, for it undoubtedly kept scores of farmers away from the city who went to other places and took their trade with them. Woodstock cannot afford this. and the new regulation has aroused a good deal of indignation among the citizens and the farmers, and very few apparently are supporting the city council in their action. The farmers can get along without their city brethren, but the city people will find it more difficult to get along without the farmers. Farmers have just now more money than anybody else to spend, and the merchants are in a position where they need the money and the custom.

* * *

Wm. Kirkpatrick, of Burgessville, has clearly demonstrated that because a merchant is in a rural village, is no reason why he should not advertise and get as much business through the medium of newspaper publicity as his brother-dealer in the city. Mr. Kirkpatrick has a typical village store, and sells everything from needles to binder twine. He began a systematic newspaper campaign, using a medium with a wide circulation for the purpose, and the results he secured were really astonishing. People came from miles around to patronize him, and the advertising paid for itself in very short order. It was not unusual on week days to see from half a dozen to a dozen rigs tied up in front of the store, and the proprietor and his clerks were rushed to death. Other general dealers throughout Oxford country are showing their enterprise by advertising, and it is safe to say that they will not regret taking such a step, which shows that they are alive to their advantages.

* * *

Woodstock is feeling the effects of the prevailing scarcity of money, and the situation is as serious as it can become without interfering to an alarming extent with business operations. A few days ago, the Canada Furniture Manufacturers, one of the largest industries of the city, laid off sixty men, and the

remainder are working only eight hours per day, instead of the accustomed ten. In fact, most of the local manufacturing establishments are working short time, and also in most of them occasional hands are being dropped off. The situation has led the city council to decide to lay over the proposed by-law for a new city hall, which was to have been voted upon at the coming elections, for another year, as it was felt that it would be submitting it to certain defeat to ask the people to sanction an expenditure of over sixty thousand dollars at the present time. The scarcity of money re-acts on all kinds of dealers, grocers especially, for when the people haven't got money, it is certain that they cannot spend it. What is spent is pretty much for actual necessities, and luxuries are not on the lists of many people just now. Most households where the men are wage-earners are finding it absolutely necessary to cut down living expenses in proportion as their incomes have been cut.

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It is very nice to talk about cash business, and the theory is a beautiful one, but in times like the present, it is difficult to carry the theory into practice on all occasions. Perhaps a man has been a good customer for years, and has paid cash or paid accounts promptly when rendered. Now, he is out of work for the time being, or is on short time and short pay. He comes along and wants something for running his house, says he hasn't the money just then to pay for them. What are you going to do about it? There is an important problem involved. Perhaps the business man is just as hard up as the buyer, and needs the money badly to meet his obligations, yet if he refuses the man credit he offends a good customer likely for all time, and the man's trade goes to his rival. Local dealers are running up against these problems every day now, and do not find them easy to answer. They are living in hopes that present conditions will not last very long, and meanwhile have to deal with each case as it comes along, and can lay down no hard and fast rule by which to guide themselves.

* * *

Two little occurrences in this city during the past few days show that honesty is not all extinct in this world, despite pessimistic utterances of those who look only on the dark side of things though sometimes that same honesty takes a long time to make itself visible. One day last week a well dressed stranger walked into the Hotel Oxford, and paid the clerk seventy-five cents on a nine-year-old debt. He said that nine years ago he stayed at the hotel over night and had his breakfast. He was dead broke and skipped out without settling. He said the incident weighed on his conscience all these years, and he took the first opportunity of coming back to the hotel and paying the old debt personally. Then he left the hotel, without revealing his identity. The other was more remarkable still. A woman entered the customs office, and insisted on paying the duty on a dress worth $30 which she smuggled into this country thirty years ago. She said her conscience had given her no peace since that time, and insisted upon paying $30, but the officer would only accept $10.50, which was the duty calculated at the present tariff rate.

INGERSOLL.

The attendance at the Ingersoll market was swelled on Saturday to almost double its ordinary proportions under conditions of a most peculiar nature. Among the vendors were a large number from the Woodstock district, who had previously been marketing their produce in that city. On the preceding Saturday, however, many of the women marketers there became dissatisfied with new regulations governing the manner in which fowl should be placed before the public. The result was that the women held a conference, and the announcement was afterwards made that their decision was to boycott the market. That they were sincere in their stand was evidenced by the large number who journeyed here with their produce. The scene within the market building was anything but typical of the Ingersoll market. Every available inch of space allotted to vendors was occupied and poultry was piled high, while butter and eggs were conspicuous in quantities that made one wonder at the prices being so high. But notwithstanding the abundance of offerings, there was no decline in the prices. The determination of the women in regard to their stand on the boycott plan, was equally strong in regard to maintaining present prices. All along the line on either side of the building it seemed as though their prices were strictly according to "schedule." One price to everybody was the motto, and the purchasers were disappointed, as about the only way in which they benefitted was in the advantage of having larger displays from which to make their selections.

* * *

This is what might be appropriately termed the preparation period with merchants. There has been a slight falling off in trade activities, which is always anticipated at this season. Christmas deliveries are being made and the enterprising grocers are wrestling with the details incidental to the big rush. The stock on the shelves is being replenished, and a touch given the store here and there by way of beautification. Many grocers attach a great deal of importance to having their stores harmonize with the various seasons, and if there is any virtue in this contention it should be apparent at the Christmas season. Christmas is a synonym for joyousness, and the store that has a cheerful and seasonable aspect will undoubtedly attract greater attention than the one which has the appearance of being left to take care of itself. Nuts and fruits are conspicuous among the new deliveries, and these are already being displayed by the grocers in a manner that is suggestive of the Christmas season.

What it is hoped is the high water mark for creamery butter has been reached. It is now selling at 35 cents per pound retail, and even at this exorbitant figure is not to be had in any thing like plentiful quantities. The supply of fresh eggs is also very limited. On the market on Saturday 28 cents per dozen was the ruling price, but since then the price has advanced to 30 cents at the stores.

* * *

The Town Council has taken the first step in the direction of distributing Niagara power. The conditions here are somewhat different to those in other municipalities. It is contended that the Ingersoll Electric Light & Power Co. have a perpetual and exclusive franchise, and that it would be folly for the corporation to enter into a contract with the Hydro-Electric Power Commission without having first acquired the present plant or made some arrangement with the company to distribute the power. Some time ago when the question of the purchase of the public utilities was before the Council, the Electric Light Co. submitted $55,000 as the price they wanted for their plant. Anxious to make progress in regard to bringing cheap power here, the Council has referred the matter of Niagara power to a special committee, instructing them to procure the service of an electrical engineer to furnish them with a valuation of the local plant. It has been pointed out that in the event of the Council and the company not being unable to make an amicable settlement that the matter be decided by arbitration.

PEMBROKE.

Meat was the principal article on the market here again on Saturday, and prices were away down. Poultry, too, made a fair show with prices fairly reasonable, excepting turkeys, which took a jump of 2c a pound, bringing the price up to 20c. There was a trifle more butter brought in, but 30c per lb. was still asked, while eggs brought 30c and 32c. Potatoes took a step higher, and now sell for 90c and $1 a bag. Turnips were offered at 40c a bag, and parsnips at 80c. Cabbages sold at 60c a dozen. Other vegetables were scarce and price high. This will probably be about the last market at which vegetables will be offered, as the weather has been rather cold and there is the danger of goods being badly frozen. Apples this year that have been imported fall badly short of those of previous years, the No. 1 of some varieties being little, if any, better than No. 2. A few baskets of grapes were imported and sold at 35c and 40c, these being about the last of the season.

* * *

Some of the grocers are beginning to display their fruits for the Xmas trade, and some very fine Valencia raisins are being shown in trays.

* * *

I was rather surprised to hear from your Montreal correspondent that in such a large city there was no retail grocers' union, as among so many there should be a really strong body. I was at one time connected with the National Association of Grocers' Assistants, in the Old Country, and can testify to the good done there by amalgamation. Next year, through the efforts of their General Secretary, the firm of Goodall, Backhouse & Co. have offered the splen-

did prize of a fully fitted up store, to the value of £300, or $1,440, open to the member of the above society who proves on examination to be the best all-round man with the greatest knowledge of his trade. Besides this, technical classes have been started in nearly all the large business centres, open to members and non-members, for a small fee. Nor has the social side been neglected. Concerts and dinners are of frequent occurrence, at which mny always be found some prominent member of the Wholesale or Retail Merchants' Association. Added to this, a sick and out of employment, and old age pension is connected, to which a member may subscribe if he desires. Your clerk readers will see from this how great a benefit such a union would be to them. Although the society was received at first with distrust by the employers, they have been quick to recognize the advantages both to themselves and the men in their employ, because they are always able to apply to the branch secretaries to obtain proficient men from among the members of the society. I should like to see the formation of a union, with branches all over the Dominion.

LONDON.

Messrs. Graves and Slate, representing the Heinz Pickling Works, of Pittsburg, Pa., appeared before a special meeting of the Board of Trade one day this week for the purpose of obtaining information regarding the advantages London offers for the establishing of a branch concern here. Several members of the county council were also in attendance. The delegates seek information as to available sites for a factory and also for a farm suitable for raising vegetables about ten acres in extent.

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The scarcity of fodder is inducing farmers to sell their cattle at sacrifice prices rather than feed them.

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Several local dairy men have raised the price of milk to seven cents per quart, the highest on record locally.

* * *

Produce dealers report a great scarcity of fresh eggs. There is, however, a good supply of packed eggs in the storehouses.

GUELPH.

Representatives of the canning factory which it is proposed to start in Ontario, were in the city this week again. They had another conference and looked at some of the sites, but have not decided to locate at present.

* * *

Those new 2½-lb. boxes of sodas to sell at 25c. and 30c. are much better than a 3-lb. box that we have to change odd cents for, such as 27c. and 32c.

Geo. Williams, who has one of the finest grocery and baking businesses in Ontario, returned to the city from the west to-day. He looks fine and enjoyed his trip immensely and also met many old friends. But he saw no place that suits him like Guelph. By the way, at his store at present, is displayed in one of his handsome windows a great variety of California fruits and vegetables, for which his store is noted. They are very tastefully set out and reflect credit on the window dresser.

* * *

Choice hothouse tomatoes at $2 per basket, before the common tomatoes are done, is something unusual in this city.

The shops have all got going again and business in the grocery line has already begun to feel it. This was quite noticeable on the market Saturday by the crowds of both buyers and sellers.

It was reported last week that flour had dropped 20c. a hundred, but it turned out to be only a report.

(Additional correspondence on Page 40)

TRAVELER GOES SOUTH.

Chas. Newman, city traveler for the Davidson & Hay, Limited, left on Tuesday for Port Orange, Florida. Mr. Newman has been with this firm for eleven years, and has made a host of friends among business men in the city. Latterly he has been pluckily fighting against poor health, and his trip to Florida is an effort to regain health. Mrs. Newman and the family are still in the city, but will join Mr. Newman in their new home shortly.

On Saturday afternoon the employes of Davidson & Hay, while giving Mr. Newman a little send-off, showed their good wishes by presenting him with a traveling bag, a tobacco pouch and pipe. In making the presentation, Lieut.-Col. Davidson spoke of Mr. Newman's good record with the firm. Mr. Geo. Moffat wil fill Mr. Newman's position.

Belleville merchants are concerned over the prospect of increased tolls on the Bay of Quinte Bridge.

Montreal grocers are benefiting in an indirect way from the financial stringency.

The Stratford correspondent thinks it well worth while to get the children's trade.

Saskatoon wheat is being demanded for flour.

Local farmers have boycotted Woodstock's market, as a result of amended regulations.

Ingersoll market benefitted from the amended regulations recently applied to the market in Woodstock.

TRAVELER'S SAD LOSS.

The sympathy of members of the trade is being extended to J. H. Boyd, traveler for the Red Rose Tea Co., who lost his wife last week. Mrs. Boyd, nee Miss Nina Smith, was a Toronto young lady whose home was at 48 Yorkville avenue, and was of particularly bright disposition. The young couple were married about a year ago, and have been particularly happy in their home in Hamilton. The matter has come as a very serious blow to the young husband, whose happiness has been wrapped up in his home.

OUR TRADE WITH MEXICO.

Canadian Commissioner Addresses Toronto Board of Trade.

In an address before the Board of Trade last Thursday, A. W. Donly, Canadian commercial agent in Mexico, showed that immense opportunities existed for the development of Canadian trade in that country.

After dealing briefly with some misconceptions in regard to Mexico, Mr. Donly said that its population was about 13,000,000, and its foreign trade was worth about $300,000,000 a year, or half that of Canada. About 75 per cent. of the people were "peons" or peasants, who received low wages and whose purchasing power was low. But the rest of the population was about equal in purchasing power per capita to the people of Canada. About 70 per cent. of the Mexican trade was now in the hands of the United States.

The Mexican Government and people generally are very friendly to Canada and this, with the recent subsidization of the Canada-Mexico steamship lines on both Atlantic and Pacific would seem to offer particularly good opportunities to Canadian exporters.

Mexico's resources are varied. She could sell us hemp, sisal, sugar, tobacco, oranges, bananas, cocoanuts and other tropical fruits. Her credit is particularly good and the country's finances are in excellent shape and although in some cases payments might be a little slow, returns would be sure. There are scarcely half the number of failures there that we have in Canada. Canada could advantageously sell to Mexico railway ties, pulp, barley for malting purposes, potatoes, apples, cattle for breeding, fish, agricultural implements, plumbers' supplies and other things.

In discussing why Canadian trade has not developed with greater rapidity Mr. Donly said that while Canadian and United States prices are about even, the United States manufacturer gives a 70 per cent. discount, while Canadians stick to a reduction of 40 per cent. The Statesers, too, send their drummers right into the country, and conduct a decidedly more aggressive campaign.

In conclusion, Mr. Donly advised the Canadian manufacturer to take a trip to the republic before opening up a business campaign. He said further that our business men who wished to develop the trade should have good local agents, should advertise in good mediums, and should be particularly careful about packing.

Speaking to The Grocer after his address, Mr. Donly said that the great trouble was that the greater part of the Mexican goods which come to Canada were bought through American firms who have developed the business there. The oranges and coffees and vanilla beans which come to Canadian markets from Mexico come via New York firms and Canada gets no credit for this business. Canadians must stand on their own feet.

J. E. Richards, the well-known Markdale merchant, had the pleasing experience the other day of shooting a good sized deer in the vicinity of the town. This is Mr. Richard's first deer, and he is as pleased as Punch over his success.

A NEW CHRISTMAS WINDOW

How to Work Up An Attractive Snow Scene—An Idea Which Any Grocer Can Readily Carry Out.

Christmas time is rapidly rolling round and in a few weeks most grocers will be so busy with holiday trade that they will have no time to devote to anything out of the ordinary. Now is the time to plan Christmas window display.

Here's an idea which should provide for a very attractive window which could be used in various ways and which may be inexpensively built up from materials every grocer has around his store. It is a representation of a snow scene and should be particularly applicable all over Canada.

Take large sheets of pasteboard sufficient to a little more than cover the flooring of the window; the reason why the pasteboard is required in sufficient quantity to more than cover the flooring is because it is proposed to moisten the board with a large sponge or brush in order that it may become pliable, so that while it remains in a moist state it can be readily shaped into the semblance of miniature hill and dale with a background of snow-covered mountain peaks.

The moistening of the pasteboard causes it to shrink, also the forming of a sheet up into a high mountain peak greatly reduces the space it will cover in the window, all of which you should take into consideration.

Care should be taken that in moistening the pasteboard it does not become too wet. If this occurs no damage will result, aside from an unnecessary delay (waiting for it to partially dry out again) before it is capable of retaining the desired forms in which it is to be moulded.

The board, while drying, is apt to expand at the base, and therefore should be pressed back to shape whenever this occurs until it is sufficiently dry to retain its shape, and when perfectly dry it will be found to become quite rigid and immovable, thus greatly helping to maintain the symmetry of the vista.

Everything must be in perfect harmony. Assuming that the mountains have already been created out of the pasteboard, the next thing is not to wait for the snow storm, but rather to take a brush and liberal supply of flour paste and besmear a small section of the mountain or valley at a time, having near at hand a supply of granulated sugar, powdered sugar or salt, which sprinkle on top of the paste while it is still moist. It is only necessary to apply the paste in sections where one is engaged in the work. If two are employed, one can apply the paste, while the other follows with the application of the sugar or salt, and for this reason it is far better that two persons should undertake this part of the work, as it will save time and add to the neatness of the "fall of snow."

Ice palaces, castles, forts, houses, bridges, etc., can be readily made by utilizing loaf or lump sugar as building blocks with which to construct any of the above.

The window can be still further improved by placing here and there toy trees upon the mountain sides, and in the valley toy trains of cars, highly colored, houses, etc., all of which would be in marked contrast to the white background and tend to enliven the window. Sticks of candy may be utilized to build fences and even buildings and various other ideas which suit particular cases will arise as the window develops.

This window will prove not only a trade winner by day, but at night, under artificial light, the display will also stand out brilliantly and the sparkling sugar will glisten like real snow.

PRIZE CHRISTMAS WINDOWS.

As in former years, The Canadian Grocer again offers prizes for a Christmas window-dressing competition. This year, however, on the suggestion of one of our readers in a country district, the competition will provide for two classes, as follows:

CLASS I.—Open to grocers and grocery clerks in city stores.

CLASS II.—Open to grocers and grocery clerks in stores in country districts.

The division has been made because it was thought that those who will enter under Class II. had not the same opportunities nor materials so conveniently at hand as those engaged in retailing in the city.

Two cash prizes are offered in each class, 1st, $7, 2nd $3. The photographs will be judged by a competent authority in the trade. Photographs for competition will be received up to December 31st.

If you have a first-class Christmas window, and every grocer ought to have one, have it photographed, and send it on to us with a description of it and the name of the man who dressed it. The result will be announced early in the new year.

STORE DECORATION.

There is just as much difference between two stores as there is between two persons. A store has a personality. It pleases or displeases, attracts or repels. Since this is the case, it is well worth while considering how we can make the personality of the shop pleasing and attractive. There are just as many different elements in the personality of a shop as there are in that of a being. In the limits of one short article it would be impossible to treat satisfactorily of all of these elements. We will consider only one of them, the interior decoration of the shop, which is one of the most important and fundamental.

The retailer is frequently so engrossed with his duties that he fails to realize the importance of having his shop correctly decorated. In decorating, as in dress, it is always preferable to avoid extremes. Simplicity should invariably be the keynote of every scheme. It not only shows much better taste, but it also shows a keen appreciation of the value of appropriate decoration as a direct aid to business, for the plainer and simpler the background, the greater is the opportunity to set off effectively the various articles of men's wear in an attractive display. Where the decorations are elaborate, the attention of the customer will invariably be diverted to some extent, and the goods will not so strongly impress him.

In general, when considering the decorative scheme of the shop, the color chosen for the side wall controls the colors to be used on the ceiling and on the floor. Starting always with the coolr of the side wall as the basis, the tones of color become lighter in the border, frieze, and cornice, or any of them, or up to the centre of the ceiling, where the lightest tones should be, to make the shop look brighter and give the ceiling the effect of greater altitude. As the tones of color should get lighter toward the centre of the ceiling, so also they should get darker toward the centre of the floor.

In decorative color schemes, as in all color schemes, there are always two methods of choosing colors, either color schemes of contrast or color schemes of analogy. In a color scheme of contrast we find such colors as green and red, or blue and orange. Whenever we find a color scheme done in harmony of analogy, such related colors are used as yellow, green, and blue, or, perhaps, blue, violet, and red; or orange, yellow and red.—Storekeeper.

WINDOWS REFLECT THE MAN.

Show me the store with tastefully dressed windows, always clean and brightly lighted, writes T. S. Fettinger, and I will show you a store that is aggressively managed, up-to-date, well stocked with seasonable goods, and run on a plan that is almost bound to make head.

Show me a store with slovenly windows, ill dressed, seldom changed, poorly lighted, and I will show you a store that is lazily managed, if managed at all, equipped with poor stocks, and pursuing methods that lead to failure and extinction.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Green Fruits—Firm.
Beans—Easier.

Montreal, Nov. 21, 1907.

Whatever may be the amount of truth contained in financial crisis reports, certain it is that two at least of the largest wholesale grocers here are on the point of refusing further orders, from sheer lack of force to handle the goods. There have been few decided changes since last week. There has been a decline in the price of camphor. Ceylon is playing an important part in the camphor market. There has been a sharp advance in sardines, owing to the fact that the catch has been almost nil, and stocks are very low. Demand continues good, especially for French sardines. These have advanced from 50c to $1 per case. Norwegian sardines have also advanced 50c per case. One firm here contracted for 300 cases of sardines, and they will not receive a single case. Pot barley has firmed up somewhat, and is now quoted at $6.50 per bbl., and $3.25 per bag. Some lines of biscuits have advanced about ½c, and demand is very brisk, especially for the higher quality goods. One line of cocoa has fallen off 4c per pound. One of the largest grocery firms in Montreal has decided not to ship by freight from this date at their own risk, any more goods damageable by frost. In consequence, light wines, all goods in vinegar, mineral water, cheese, extracts of malt, ales, bitters, stouts, aerated waters, and such lines, will be shipped by express. Export trade is practically ended. On the whole, however, reports show that this year's trade compares very favorably to date with last year's, both in volume and collections.

SUGAR—There continues a brisk demand for immediate consumption, as was noticeable last week. No speculation is being done. Generally speaking, the market continues featureless.

Granulated, bbls	$4 40
" 4-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" " 25 lbs	5 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" 50-lb. boxes	4 80
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES—There is no stock of sugar syrup on the market. Molasses continues firm at unchanged prices. On the whole, the market is steady.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Prices for all grades continue firm, and no falling off is expected. Low grades in Japans and blacks are very scarce, and consequently prices are extremely high.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20½
India—Pekoe Souchongs	0 16½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingauey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—There is a firmer feeling in coffees. Reports say that there has been a slight advance in prices in the English market. Locally prices remain unchanged.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio. No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—The stringency in the money situation has not affected the volume of holiday orders. Arrivals are mostly being taken up immediately. The local market is firm for prompt deliveries, but these are very hard to obtain, owing to the disorganized state of shipping facilities. The situation in the prune market is expected to be very firm, as there are only 15,000,000 lbs. of prunes this year, against 185,000,000 lbs. last year. There has been an advance in Valencia raisins. Currants are a little easier in the New York market, but continue unchanged here. The first of the new crop Grenoble walnuts have reached New York, and small lots are being forwarded here. Prices quoted are from 14c to 15c. The new crop shelled walnuts are now due in New York. This will place them on the local market much earlier than was anticipated. Prices quoted in advance are from 25c to 26c.

Currants—		
Filiatras, uncleaned, barrels	0 07¾	0 08
Fine Filiatras, per lb., in cases		0 07½
" " cleaned		0 07½
" " in 1-lb. cartons		0 08
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 06½	0 07
Three crown		0 06
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs. " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 07
Selected, per lb		0 07½
Layers, "		0 08
Dates—		
Hallowees, per lb	0 05½	0 06
Sairs, per lb	0 04½	0 05
Packages "	0 05½	0 06½
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ⅛s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		0 13
Choice seeded, 1-lb. pkgs	0 12	0 10½
Loose muscatels 3 crown	0 10½	0 11
" " 4 crown	0 11½	0 13

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 09½
" " " 50-60s	0 09
" " " 60-70s	0 08½
" " " 0- 0s	70 08½
" " " 90-100s	0 07½

SPICES—Cream of tartar is very much firmer this week. Peppers generally continue firm, while there has been a decline of 1c per lb. on Singapore black pepper, whole, which is now quoted at from 13c to 15c. Ginger, cloves and nutmegs continue firm.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 53

RICE AND TAPIOCA—There has been no further news either to confirm or deny the Indian famine reports. As a result buyers are simply watching developments, and the rice market remains unchanged. There have been some new arrivals of tapioca on the local market, and better deliveries are being made. The primary markets are fluctuating considerably in a small way, but there has been no decided change. On the local market prices remain unchanged.

B rice, in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 7½	0 08

BEANS—The bean situation is a little easier this week, owing to more offerings from the west. Peas, especially the higher grades, are scarce. The crop this year is far short of last year's, and the primary markets are already nearly exhausted. High prices are anticipated.

Choice prime beans	2 00	2 10
Soup peas, whole, bag 2 bushel	2 50	2 60

EVAPORATED APPLES—The market is in a state of stagnation. New crop apples are quoted at easier prices, with practically no demand. The supply will be very short this year because of the high price of green apples in barrels. Very small lots of dried apples are coming in, and these are not nearly up to last year's in quality.

Evaporated apples	0 10	0 10½

MAPLE PRODUCTS—There is very little stock in the market; syrups, especially, are short. The demand for sugar continues strong. No change in prices.

Pure maple syrup, bulk, per lb	0 07	0 08½
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 08½
Beauce County per lb	0 09	0 09½

CANNED GOODS

MONTREAL—No further information has been received from the canners regarding shortage. The market is slightly firmer in feeling. On the whole, the situation remains unchanged.

TORONTO—There has been a rumor among the trade during the week of a movement which would affect canned

goods' prices, but this could not be definitely confirmed. Under the prevailing conditions of short supply, it seems scarcely probable that any such movement is possible. As a matter of fact, those who know say that several firms are oversold in the lines of tomatoes and corn, in which there seems to have been the greatest shortage. The greater part of the canners' stocks of vegetables appears to have been already sold, though various firms say they are holding on to small lots. Under these conditions deliveries are anything but brisk.

ONTARIO MARKETS.

POINTERS—

Sugar—Steady.
Beans—Easier.
Evaporated Apples—Lower.
Collections—Somewhat stiffer.

Toronto, November, 22nd 1907.

Business generally continues good and Christmas buying is well on the way. Mediterranean fruits have arrived in considerable quantities and are being rapidly distributed.

Though prices in several lines of groceries have eased slightly during the week, wholesale houses generally seem to be adopting a somewhat more conservative policy, probably because collections are to a slight extent less satisfactory. Business houses do not anticipate any trouble, but they are exercising care to provide against a possible contingency.

TEAS—Stocks held locally, particularly of low grades, are small, and supplies are very difficult to obtain at the ruling prices.

The season for Indians is practically closed in Canada by the end of the year, and no further supplies can be expected from that source till June. In Ceylons there is no close season, but shipments diminish considerably during the winter months. These facts, coupled with the knowledge that there are practically no reserves to draw on, lead to the conclusion among those interested in seeing a decline that there will be no relief for at least six months.

All low-priced package teas are being sold at a loss under present prices, and there is a strong probability of a number of packers discontinuing the sale of the 25-cent package.

Japans have been on a higher level than any other teas during the season, but as the season's shipments are practically over, and very small stocks are held locally, there can be no material change for six months.

It seems to be the general opinion in the trade that just now the retailer will consult the best interests of both himself and his customers by encouraging the sale of higher priced teas. A package at 30 or 35 cents will prove more satisfactory in the end by furnishing the customer something better than rubbish and providing for a reasonable profit to the grocer.

COFFEE—The stationary position of Brazilian markets, which, owing to the enormous quantity exported, virtually controls the market, would seem to tend towards higher prices. The United States, however, which is a very heavy consumer, is troubled by monetary conditions not favorable to free import, and as this is felt to a lesser degree in Europe, prices are on a slightly more favorable basis for buyers. It is considered probable that these relaxed conditions will shortly lead to another upward tendency.

SUGAR—The Ontario market remains steady with no appreciable change. The slump in American business appears to have been quite serious, but none of the trouble has been felt on this side of the border.

Paris lumps, in 50-lb. boxes	5 15
" in 100-lb. "	4 85 5 05
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 50
Acadia granulated	4 45
Berlin granulated	4 40
Phœnix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 "	4 20
No. 1 "	4 10

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS—There is no change in prices and not a great deal of business is passing.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35

DRIED FRUITS—Deliveries are being made pretty generally and new arrivals are going out very fast. A mail advice from Petras to a local broker, regarding currants, says that stocks have been well cleared out up to date. Shipments are considerably below last year. Indications are that the whole crop will be run off at good prices.

Valencia raisins continue fairly steady at the advance noted last week.

	Per case
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 80
Barrels	0 03½
Half Barrels	0 03½
Quarter "	0 03½
Pails, 38½ lbs. each	1 75
" 25 " "	1 25

Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

	Per lb		Per lb.
Prunes, Santa Clara—			
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s	0 06½	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		

Figs—	
Elemes, per lb	0 08 0 15
Tapnets, "	0 03½ 0 03½
Bag Figs	0 04½ 0 05

Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—	
Sultana	0 12½0 lb
" Fancy	
" Extra fancy	
Valencias, new	0 06½ 0 07
Seeded, 1-lb packets, fancy	0 12
" 16 oz. packets, choice	0 11½
" 12 oz. " "	0 09

Dates—			
Hallowees	0 06	Fards choicest	0 09
Sairs	0 05½	" choice	0 08½
Domestic evaporated apples			0 09 0 09½

NUTS—New crop Grenoble walnuts came into the local market in quantity this week and in very satisfactory quality. The wet weather has delayed shipments of all shelled walnuts and the market is to some extent firmer.

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—An advance in cream of tartar was noted during the week. This was due to the floods in southern France interfering with the process of manufacture. The advance will likely be greater.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cinnamon	0 35
Nutmeg	0 30 0 75
Cloves, whole	0 30 0 50
Cream of tartar	0 22 0 25
Allspice	0 16
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 60
" ground	0 25 0 50

RICE AND TAPIOCA—Tapioca continues easier. Some supplies which were shipped to local houses from Pencing are of very questionable quality and cannot be satisfactory.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 35 0 36
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 07½ 0 07½
Carolina rice	0 10
Tapioca, medium pearl	0 07

BEANS—The supply is more plentiful this week, the market being filled by parties which have been holding considerable quantities. As a result prices have dropped about 20 cents all round.

Beans, hand picked, per bush	1 90 2 00
" prime No. 1 "	1 80 1 90
" Lima, per lb	0 07

EVAPORATED APPLES—The market is considerably easier this week. Some firms which have been holding stocks in anticipation of advances have begun to unload and this has had an immediate effect on prices. Demand is quite brisk, for supplies are being rushed to the lumber camps before the close of navigation.

Evaporated apples	0 08 0 09

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Nov. 21, 1907.)

Although general business in the West as in the East, is adversely affected by the money stringency, the Winnipeg wholesalers have no complaint to make of a shortage of orders. Merchants are of business compares favorably with the of busines compares favorably with the corresponding months last year.

New currants and raisins are on the market, and prices will be noted below. These are among the few lines in which advances have not been made. The oatmeal market continues very firm, and no declines are expected, although the high prices have very appreciably curtailed the sales.

CANNED GOODS—Prices are unchanged. The demand is far from active, owing to the high prices charged.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red, pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
4½-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
2 " " "	1 90
3 " " "	2 50
1 " Chili " "	2 50
2 " " "	1 90
3 " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's, "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¼'s, "	2 90
" " 1's, "	4 00
Salmon —	
Sockeyes, No. 1, per case	7 65
Cohoes, "	5 75

SUGAR—

Montreal and B C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
B C. qunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2 's " "	5 05
" hard pressed lump, 25's, per cwt	6 15
" " " half bbls., per cwt	5 90
" icing	5 80
" bar sugar	5 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—

All lines of corn syrups have been advanced recently, Kairomel syrups being marked up about 25 cents per case last week. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—

Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz,, per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails.,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS—

New currants and raisins are on the market and prices will be noted below. For December shipment, the new seeded raisins are being offered at ½ cent less than quoted prices. Trenor's Valencia raisins wil be about 5 cents per box cheaper when the next shipment arrives, about the middle of December. We quote:

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs).	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " 14's	1 15
" " layers " 28's	2 25
" " " 14's	1 20
California raisins, choice seeded in ¼-lb. packages per package	0 09½
" " fancy seeded in ¼-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 [illegible]
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 05½
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 [illegible]
Nectarines, choice	0 16

NUTS—

The market is firm with no notable changes.

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 2[illegible]
Brazils, per lb	0 5

CEREALS—

Oatmeal is still firm and in view of the discouraging reports received as to the grading of the oat crop, no decline is likely. We quote:

Rolled oats, 80 lb sacks, per 80 lbs	3 25
" 40 " " 80	3 30
" 20 " " 80	3 40
" 8 " " 80	3 70
Granulated oatmeal, per sack	3 [illegible]
Standard, per sack	3 55
Cornmeal, 49's, per sack	0 95
Pot Barley, per sack	2 8[illegible]
Pearl " "	3 85
Pearl " per ½ sack	1 95
Split Peas, per sack	2 75

BUTTER—

Offerings of dairy butter are larger and the market is reported a little easier. For choice No. 1, the price is about 24c, delivered in Winnipeg; No. 2, 20c to 22c; No. 3, 17c to 18c. One large house has stopped buying dairy butter and the market is accordingly narrowed.

In creamery, the market is unsettled. There is very little Manitoba creamery offering. Sales are reported by one creamery as high as 35 cents per lb., but there is not much to be marketed at that high price. The butter at that price is, of course, extra fancy. Some sales of Manitoba creamery have been made as low as 25 cents. Large quantities have been brought in from the east and there is a fair supply in town. The average price to the trade is 30c to 32c per lb.

EGGS—

The market is reported weaker, owing to lower prices in the U. S. markets. The average price paid for eggs delivered in Winnipeg is 24c, Offerings are light.

CHANGE IN POSTAL RATES.

Preparatory to the annual Christmas rush of mail matter, the Post Office Department directs attention to the fact that the public can now send to Great Britain and all parts of the British Empire letters weighing up to one ounce for two cents. Since 1898 the rate has been two cents for every half ounce. This recent change makes the rate conform with that in use for domestic correspondence.

CORRESPONDENCE

CHATHAM.

Though grocers in other towns may indulge in a pessimistic outlook, those in Chatham certainly do not. Enquiry as to the general tone of business in the city elicited responses which were most encouraging. Local grocers are doing a good business, and thus far, every month is at least equal to, if not in advance of the same month the preceding year. Where business men are affected, it is merely by local conditions.

* * *

Harry A. Andrew, of the Liverpool House, has made a further advance in the direction of early closing. Beginning with Monday, November 18th, the store closed every evening at 6.15, Saturday and evenings before holidays excepted. Hitherto, Mr. Andrew has made a practice of closing at 7 o'clock sharp. After looking into the matter very carefully, however, he decided on this further advance, which he anticipates will be better for all concerned—employer, employees and general public.

* * *

The regular meeting of the Retail Merchants' Association here recently was well attended. In addition to the transaction of general business, manager Jas. Simon, of the Canadian Bank of Commerce, delivered an interesting address on banking in its relation to business. The executive intend to make such addresses a regular feature of future meetings. Incidentally, the local branch received a pat on the back from Provincial Secretary E. M. Trowern, of Toronto, who congratulated Chatham on the active interest being taken in association work.

The proposed annual banquet was strongly favored. Messrs. Stone, Westman, Anderson and Poile, being appointed to make arrangements. January 14 was suggested as an appropriate date. Mr. Spencer Stone suggested, with a smile, that the grocers' section provide provisions.

* * *

With reference to the sale of new goods by auctioneers on the market, something definite has at last evolved. Secretary Winter Stein interviewed the mayor, the mayor referred him to the city solicitor, and the latter stated that nothing could be done till the licenses expired; but that a clause prohibiting the auctioning off of new goods might be inserted in next year's licenses. The present licenses, however, don't expire till September, 1908. The association intends to keep pegging away.

* * *

Transgression of the rule prohibiting members from advertising in programs was brought to the notice of the association. Four members advertised in the programme of the Collegiate Institute annual sports recently. The association administered some mild reproof, the comment being made that as the transgressors lost more than anybody else, they could be safely left to their own reflections. A member of a leading hardware firm confirmed the statement. "The ad. cost me $2," he said, "and the only return I received was an invitation to loan them a coil of rope. It cost me $2 more to put the rope into such shape that I could sell it."

President Cowan stated that, since the association's rule was passed, the practice of soliciting program advertising and of selling tickets had fallen off perceptibly, and was to all indications rapidly dying out.

* * *

The grocery firm of Ruttan & Lindsay, Wallaceburg, has been dissolved. Mr. Noble Lindsay has disposed of his interests to his partner, Mr. Ruttan, and will embark in business at Charlemont, where he has purchased the general store of Johiel Walker, the transfer taking place November 15.

* * *

As forecasted some time ago, bean prices have slackened. They now range from $1.30 to $1.50. the latter being the price for choice hand-picked. The drop is the result of increased deliveries, due to the high prices offered and the favorable weather conditions for bringing in the beans. A large section of the growers seem to have regarded the prices offered as too good to be passed by, and to have considered that a bird in the hand was worth two in the bush.

* * *

J. R. Palmer will leave Tilbury shortly for this city, to take charge of his new bakery on Patteson Ave. The building, which cost about $5,000, is thoroughly up-to-date. Mr. Palmer will do a wholesale business only.

* * *

A. M. McCormick & Sons, of Pelee Island, have had their fire insurance adjusted and the stock for their new store ordered. A large supply of all lines is being rushed in.

* * *

T. M. Edmondson, Centre St., who has been visiting here for the past six weeks, returned last week to Sudbury, where he is in the butcher business.

* * *

The Hawken Milling Company, of Wallaceburg, are already prepared to buy grain. The machinery is being installed and operations will commence in the near future.

* * *

The potato crop, as far as can be learned, has turned out somewhat better than was expected. Potatoes just now are selling pretty steadily at $1, though a rise is anticipated as soon as farmers commence to resort to their pits.

* * *

Albert Baxter, of Dresden, who recently disposed of his bakery, will leave shortly for British Columbia.

* * *

It is anticipated that the Wallaceburg Sugar Company will begin refining imported raw sugar as soon as the beet campaign is concluded. The company has now six pulp driers in operation, turning out 600 bags of stock food per day. Next year more are to be added.

* * *

The employes of the Kent Canning factory claim the record of the province for labelling and casing goods. On Thursday they put up 1,360 cases, each case containing 24 cans, all labelled by machine in nine hours. The average day's work is about 800 cases.

* * *

Bradley & Sons had a couple of very attractive windows recently. One advertised Red Rose Tea, the display being a fireplace, constructed of tea boxes, the grate being lined with tea paper and containing a pot and sticks, red tissue helping out the illusion of a fire. The mantle above the fireplace was surmounted by a clock, teapot, etc. The big corner window contained a fortress built of canned goods, with cannon—otherwise catsup bottles—peeping defiantly through the embrasures.

SASKATOON.

A brisk trade is being done here and grocers are looking forward for their Christmas stocks, which will be heavier this year than ever. Good butter is not too plentiful, but there is a sufficient supply for immediate consumption, and the outlook for a winter supply is by no means promising. The price has advanced for creamery butter to 40 cents per pound. Eggs are not so scarce, being shipped in from outside points.

* * *

Fruit is now plentiful on the market and continues to arrive in abundance. Grapes form a large percentage of the fruit deliveries and there is a constant supply of Ontario apples. Winter apples are making their appearance. They are of the Ontario varieties. Shipments of California fruit are also being received.

* * *

Wheat is again assuming a normal price. The last two weeks have seen many fluctuations, the price to-day being 3 cents better than a few days ago. That there is a demand for Saskatoon wheat in other western points is now an assured fact. A few weeks ago parties from Edmonton and Prince Albert sampled "Hub" wheat, as they wanted a good article for milling purposes, for the manufacture of high-grade flour. The result has been that the Saskatoon Flour & Milling Co. have entered into a contract to supply Edmonton with 10,000 bushels, and an agreement is pending to supply a Prince Albert firm with a monthly shipment of four or five cars.

* * *

Speers & Paul have vacated the premises occupied by them on Twentieth St., and have moved their stock into their new building on Twenty-second street, which is more commodious.

* * *

John McConnell has moved from Saskatoon to Asquith, where he has opened a bakery and confectionery business.

* * *

G. C. MacDonald, of the City Store, Prince Albert, announces a removal sale. The stock consists of groceries, dry goods, and boots and shoes, and must be reduced before being transferred to the new premises.

* * *

N. H. Russell, Prince Albert, who is the district agent for J. Y. Griffin & Co., has received a carload of bacon, hams, pickled pork and bologna,; also a shipment of eggs, consisting of four hundred and fifty cases.

Beaver Brand Hams and Bacon

"GOVERNMENT INSPECTED"

INGERSOLL PRODUCTS were never in better demand than at present. Every year they are becoming better known. Every month the orders are in excess of the previous period, and the sales consequently larger. Wherever high-class goods, QUALITY GOODS, are consumed you will always find INGERSOLL PRODUCTS to the fore. This trade is built upon the ROCK OF QUALITY, and the proof is the steadily increasing demand. Are you selling INGERSOLL PRODUCTS? If not, try them, and prove our statement. THERE IS NO FINER QUALITY PRODUCED. Send for a trial order and write us for further particulars.

The Ingersoll Packing Company, Limited

PORK PACKERS

Ingersoll, Ontario, Canada

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED.
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

DRIED FRUITS

The fruit trade this Fall has been exceptionally good, and the markets have made a steady advance, thus insuring a profit to early buyers.

The most important advance in the season has been that of Valencias, the market for which went up 6/- in Denia last week and before buyers on this side were aware of it and when most people were looking for a drop at this time of the year. Now we are not going to ask this full advance, but will more than divide with you, and we quote for immediate acceptance as follows :

Monton's Selects 5⅞c. **Trenor's Selects 6c.**
Rowley's " 6¼c. **Rowley's extra choice seedless, at 8c.**

FIGS THAT ARE FIGS

Fancy quality Figs of all kinds are going to be scarce before the turn of the year. You who want the very best quality that comes out of Smyrna will send us an order for the Camel brand which we offer at the following prices :

3 Crown 1¾ inch, 12-lb. boxes 8c. **4 Crown 2 inch, 12-lb. boxes 8½c.**
5 " 2¼ " " 9½c. **6 " 2½ " " 10⅝c.**
7 " 2¾ " " 11¾c. **Umbrella boxes, 3 in. " 13⅝c.**

Boxes, finest Naturals, 28s, 5¾c.
" fancy packed Naturals, 28s, 6½c.
Bags, choice Naturals, 28s, 3¾c.
" fancy Naturals, 28s, 4¾c.

Ludella Tea is the finest that can be produced for the money in any particular quality. Your profit is also assured because we look out for it when making the selling prices.

H. P. ECKARDT & CO.

WHOLESALE GROCERS

Cor. Front and Scott Sts. = TORONTO

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**

Fresh Arrivals This Week

Fancy California Navels
Fancy Sweet Sonora Oranges
Fancy Florida Oranges
Fancy New Lemons
New Grenoble Walnuts.

HUGH WALKER & SON
GUELPH, ONT.

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

A Liberal Education for $2.00

You may feel indifferent when we first call your attention to the special merits of the Busy Man's Magazine.

But an examination of a single copy will make you "Sit up and take Notice." You will not find a dull page in it. Every one of its 140 pages is live, up-to-date reading matter, brim full of good things.

You will become more interested in it than in any other magazine you have ever read; simply because the Busy Man's contains the choicest and most timely articles appearing in the current issues of all other magazines and periodicals.

Those whom we found most difficult to persuade to examine a copy of the Busy Man's are now our most enthusiastic readers. They find the articles helpful and instructive as well as entertaining. The fact that not one per cent of our thousands of readers discontinue their subscriptions is a pretty strong recommendation, but the unsolicited testimony of Busy Man's readers is even more convincing.

Yearly subscription $2.00. Have your subscription commence with our Xmas Number which will be off the press in a few days.

To the subscribers of the Canadian Grocer $1.50. WRITE US TO-DAY.

THE BUSY MAN'S MAGAZINE

Montreal **Toronto** **Winnipeg** **London, Eng.**

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

COOKED MEATS

are just as handy and just as much in demand to-day as during the warm weather. In fact more so, because more of your customers are living in flats and rooms that do not permit of cooking.

We offer you a good line of Cooked Hams, Pork Tongue, Ox Tongue, English Brawn, Head Cheese, Jellied Hocks, Jellied Tenderloins, Bolognas, Frankfurters. Also Fresh Sausage and Pickled Pigs' Feet.

All made under government inspection.

F. W. Fearman Co.
Limited
Hamilton, Ont.

The Pleasure of Business

is the appreciative customer—the man who tells you he's satisfied with the goods. Moreover, besides the pleasure of it, you are sure of the profit. Thus you will do yourself a good turn by placing an order for

CORONA BRAND

HAM AND BACON

It's all in the exquisite flavor! We certainly do know how to cure Ham and Bacon!

We have no retail stores.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

"RYAN BRAND"

provisions are produced with a view to HOLDING, as much as merely GETTING, customers. It doesn't pay us to ship one inferior article. If you become our customer, you will stay right with us, from choice—just as the sale of "Ryan Brand" will create for you the staying, paying customer.

Why not write us about the matter?

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Activity in cheese this week is slight. The season is pretty nearly over at this port. Last vessels are leaving, and already dealers are beginning to plan for the winter. Winter rates, storage, and other such questions are occupying the minds of the trade.

Prices are about the same as they were a week ago. For September cheese holders are asking 13c to 13¼c, sometimes demanding a little more. Later makes are selling at various prices. Some ask as low as 11½c, while others are demanding 12½c. The average price seems to be about 12c.

Dealers are not offering early makes at all freely. Present prices do not pay them. They bought this cheese at pretty good prices and carrying charges have helped to make it more costly. By holding on for a while they will be able to obtain figures which will let them off with some kind of profit.

Demand from England is fairly good, and exports last week show up well, being considerably ahead of those of the previous week, though below the corresponding week last year.

Receipts for the week were 44,685 boxes, against 39,806 boxes previous week, and 47,737 boxes same week last year. Total receipts since May 1 have been 2,017,262 boxes, as compared with 2,277,062 boxes same period, 1906.

Shipments were 49,668 boxes, against 35,262 boxes previous week, and 58,964 boxes for the corresponding week in 1906. Total shipments since May 1 have been 1,912,247 boxes, against, 2,164,626 boxes same period last year.

Good demand for butter is reported by dealers, who continue to transact a satisfactory domestic business. Nothing is being done with the other side. Canada is taking all the butter produced in the country, and firm prices rule everywhere.

Since last week quotations have changed but slightly, and the range might be called almost the same. For September-October make holders are asking 29c, some of them 30c, but later receipts are not so stiff in price. In the trade 27½c, 27¾c and 28c are the prices which are most frequently quoted. Sometimes 28½ cents is obtainable.

Receipts are falling off considerably. With the coming of the really cold weather factories will be closing up, and from now on the make will show an appreciable decrease almost weekly. With a more marked scarcity, and stocks not particularly heavy here, better values will be obtainable. A great many factory owners will close up around the first of the month, while there will be few who will venture to run all during December.

Importations are still arriving. It is mostly Irish factory butter, which is being received, and, as usual, it does not meet with the entire approval of users, particularly since it is scarcely as good as our late fall dairy butter.

So far there has not been a great deal of Siberian butter brought in.

Dairy butter continues exceedingly scarce in western, as well as eastern, Canada. Demand on the part of eastern dealers continues strong, but so great is the call for butter in the west, firms cannot ship to the east in anything like usual quantities. Creamery held by easterners is wanted badly by merchants in the west, who are getting what there is to spare.

Receipts of butter last week amounted to 6,057 packages, against 8,063 previous week, and 6,185 packages same week last year. Total receipts since May 1 amount to 378,898 packages, as against 573,847 packages for the corresponding period in 1906.

Shipments last week amounted to but two packages, against three packages the previous week, and 747 packages same week last year. Total exports since May 1 amount to 66,761 packages, as against 361,165 packages same period, 1906.

THE PROVISION SITUATION

As reported last week, the English market has been in a very unsatisfactory condition, and at latest reports it continues very weak and ragged. This condition made itself felt in a material drop in prices during the week, Danish bacon coming down 5 shillings, and Irish shipments 3 shillings. As yet, however, there has been no material change in the Canadian situation.

The financial stringency which is seriously affecting American packers, does not seem to have had any noticeable effect here. Canadian packers are experiencing no difficulty in securing money enough to conduct business comfortably.

Danish deliveries last week were only moderate, the figures being 36,000. American shipments have been even lighter than previously, aggregating only 11,600. Credit deliveries of Canadian bacon have been moderate.

Prices for Canadian hogs remain at about the same figures as in last report, as follows: F.o.b., country points, $5.50; fed and watered, $5.80, and on cars at factory $5.50.

The New York Journal of Commerce, in its regular weekly review of the American situation, says: "Finances have been the controlling factor in local markets this week. Packers have been the chief sellers of futures at declining prices, both in and out of sympathy with grain, as financial pressure has been greater in this trade than in the grain trade at the West. Packers are all avoiding accumulations of spot stuff. Deliveries are light, owing to continued small receipts of hogs, but the supply has been sufficient to enable the packers to break prices further during the week in their effort to get products to a lower cost of production. Exporters have done little and transfers of cash lard have been made between packers in the West for financial reasons, reports having been continuous for two or three weeks that some of them are compelled to take this course to secure cash to carry on their business, as farmers have demanded cash for their live stock. There has been no other feature of interest or any change in the situation."

MONTREAL.

PROVISIONS—There is an easier feeling in pure lard this week. Compound lard has also shown a tendency to fall away. Smoked meats continue steady and quiet.

Lard, pure, tierces	0 12½	0 12¾
" 56-lb. tubs	0 12½	0 13
" 20-lb. pails, wood	0 14¼	0 14¾
" cases, 10-lb. tins, 60 lbs. in case	0 13	0 13½
" " 5-lb. "	0 13	0 13½
" " 3-lb. "	0 13½	0 13¾
Lard, compound, tierces, per lb.	0 09½	0 11½
" " tubs	0 10¼	0 11¼
" " 20-lb. pails, wood	0 10¼	0 11¼
" " 20-lb. pails, tin	0 09¾	0 10¾
" " cases, 10-lb. tins, 60 lbs. in case	0 10¼	0 11¼
" " " 5-lb. "	0 10¾	0 11¾
" " " 3-lb. "	0 10½	0 12¼
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22 50	23 00
Canadian short cut clear	22 00	24 00
American fat back	23 00	23 50
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	14 00	15 00

BUTTER—The butter market continues slightly easier in feeling. Dairy butter is scarce, under a slightly better demand than for other lines. On the whole the butter situation is satisfactory.

Creamery, choice, boxes	0 27	0 28½
" " pound prints	0 28	0 29
Dairy, tubs		0 25
Fresh large rolls	0 25	0 25½

EGGS—The market in eggs continues firm in price, with active demand. Receipts are more liberal than formerly, although new gathered eggs are scarcely coming in at all.

Selects	0 26½	0 27
No. 1	0 23	0 24
Seconds	0 18	0 20

CHEESE—There are not many offerings in cheese this week, and prices are not very strong. Some dealers are holding stock in anticipation of a brisker market. Prices remain unchanged.

Cheese, old	0 13½	0 14
" new, large		0 13
" " twins		0 13½

HONEY—There continues to be a very fair demand for honey. White clover is almost off the market, as the stocks are very low. There is a more abundant supply of buckwheat, however. Prices continue unchanged.

White clover comb honey	0 14	0 16
Buckwheat, extracted	0 07½	0 09
Clover, strained, bulk	0 11	0 13

TORONTO.

PROVISIONS—The provision market has a steadier tone. No material change in prices has been recorded. Pork products are somewhat dull owing to high prices. Lard is easier. Venison

is being freely offered and is in fair demand.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb	....	0 17½
" pea meal	....	0 15
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	....	0 12
" tubs "	....	0 12½
" pails "	0 12½	0 12½
" compounds, per lb	....	0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	8 00	9 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	4 50	5 50

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CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
Table, Dairy and Cheese Salt,
Fine and Coarse Salt.
Write for Prices.
TORONTO SALT WORKS
Agents for **WINDSOR SALT**

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	8 25	8 75
Veal	0 09	0 10½
Venison	0 09	0 10

BUTTER—The high prices, so unusual at this season, have resulted in weakening the demand. The supply of butter has improved. As a result there has been a drop all round of 1c per pound. No foreign butter is being offered here.

	Per lb.	
Creamery prints	0 29	0 30
Creamery solids	....	0 29
Dairy prints, choice	0 26	0 27
" " ordinary	0 22	0 24
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—The market remains much the same. Demand is still rather dull, consequent on the high prices. Selects are a shade lower.

Eggs, candled	0 22	0 23
" selects	....	0 26
" limed	....	0 23

CHEESE—Business is dull. Prices are easier and have been lowered another point.

Cheese, large	0 13½	0 13¾
" twins	0 13¾	0 14

HONEY—The market is very quiet under the prevailing high prices.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins	....	0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Fowl have become more plentiful. Some choice lots are arriving. Prices are easier.

Live Weight.

Spring chickens, per lb	0 04	0 06
Old fowl	0 03	0 05
Ducks	....	0 06
Geese	....	0 06
Turkeys	....	0 10

Dressed weight.

Spring chickens, per lb	0 09	0 11
Old fowl	0 06	0 07
Ducks	0 08	0 10
Geese	0 08	0 10
Turkeys	0 12	0 14
Squabs, per doz	2 50	3 00

TRADE NOTES.

T. Gaboriault. general storekeeper, of Deleau, Man., is succeeded by H. Desmarais.

Frank Kraemer, Edmonton, Alta., has assigned his grocery business to J. B. Walker.

The assets of J. Sauviat & Cie, general storekeepers, L'Islet, Quebec, have been sold.

The general store of H. V. Landry, Casselman, Ont., was destroyed by fire last week.

H. C. Frymire, grocer, of Toronto Junction, has assigned to John McEachren.

W. C. Christmas, the well-known Montreal grocery broker, was in Toronto on Saturday.

The assets of P. Bertrand, general storekeeper, of Monetville, Ont., were sold during the week.

F. G. Spencer, who has been in the grocery business at Glace Bay, N.S., has made an assignment.

Welsh & Bredin, Owen Sound, Ont., have assigned their bakery and grocery business to H. E. Sampson.

Kent & Brown, Moose Jaw, Sask., have secured the grocery business of Doctor Bros. & Kennedy, Ltd.

BUTTER FROM WHEY.

A New Discovery in the Dairying Industry Promises Considerable Revenue.

In the past the butter fat not utilized in the making of cheese has gone to waste. Incidentally it has contributed largely to the unpleasant odors that emanate from cheese factories. Though used in many localities as a food for hogs, it was practically an economic loss. As far as the cheese industry is concerned it has always been a nuisance.

Within the present year several cheese factories in the Province of Ontario have turned this more or less despised whey into a valuable asset of the cheese industry. A few enterprising cheese men have poured the whey into a separator and have made butter from the fat retained, such excellent butter that samples have taken prizes in competition with home-made and creamery butter.

At a recent meeting of the Peterboro Cheese Board samples of such butter were passed around among the members and pronounced by those present to be equal to that made from cream. It is estimated that approximately four pounds of butter can be obtained from 1,000 pounds of whey.

Plausible as this may seem, serious doubts have arisen among some cheese men as regards its ultimate success. No one appears to question the practicability of the scheme, but rather its real gain. The real issue rests on the amount of butter fat in whey, and on this important fact opinions differ. One critic claiming that the amount of butter fat in whey is 1-10 of 1 per cent. estimates that out of 25,000 pounds of whey there could be manufactured only 25 pounds of butter. In addition, there would be the labor of one man for at least eight hours in passing it through the separator. Then, there would be a depreciation in the value of the separated whey as a food product. On the whole, he concludes, the process would be unprofitable.

Against these views we have the unbiassed opinion of a dairy expert, Frank Herns, chief dairy instructor for western Ontario. According to his estimate, there is an average of over 3 per cent. of butter fat left in whey when it is ready to dip or to be run off the curd in cheese-making. On this basis over three pounds of butter can be manufactured from 1,000 pounds of whey. At the same time, he concludes, that the whey is not injured for feeding purposes. Coming as it does from one having a scientific grasp of the situation, this information is valuable, if not decisive.

That the new process has already attained considerable magnitude is evident from the fact that one cheese maker has written the Ontario Agricultural Department claiming to have realized $1,500 on whey butter this year. With the prevailing high price of butter there seems to be no reason why it should not be a paying proposition.

These facts are most significant. They go to show that the manufacture of so-called "whey butter" is passing out of the experimental stage and obtaining a recognized position in the dairy industry. Not only is this a distinct economic gain, but it will prove eventually a profitable source of revenue.

Clark's Mince Meat

Your customers want the very best Mince Meat on the market for Christmas cooking, and that means **Clark's.**

CLARK'S MINCE MEAT

is scientifically prepared, and is the acme of perfection. Once a customer tries it steady sales will follow.

Hermetically sealed tins, pails, barrels and half barrels.

A one cent postal brings prices.

WM. CLARK - MONTREAL

Manufacturer

The utmost **Cleanliness** and Experienced **Care** is taken to **Cure**

O'MARA'S

Hams and Bacon

Under Government Inspection

JOSEPH O'MARA

Pork Packer, PALMERSTON

Horseshoe Brand HAM AND BACON

never fails to please particular people. We are not bragging. If you place your next order for Ham and Bacon with us, proof positive of our assertion will naturally follow in the increased sales you make to the best kind of customers. Why not place a trial order?

JOHN DUFF & SON

Hamilton, Canada

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. The public demand will be brisk very shortly.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
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R. S. McINDOE - - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
308 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

CEREALS AND CONFECTIONERY

Flour Quotations Recovered, Though Markets Continue Unsteady—Government Helps to Finance Crop Movement—Winnipeg Inspections.

The decline in flour prices on Eastern markets, noted last week, did not last long, for the markets recovered toward the end of the week, and the old basis was established. The mills have orders enough to keep them busy for some weeks yet. Merchants in the interior seem anxious to get in their winter's supply before the close of navigation, and thus orders from the country are generally pretty fair. City trade also is reported good. The demand from European sources has been fairly active and some sales have been made to English account, but this business is not very free, as freight space on Atlantic steamers is very scarce.

It seems likely that the fact that the Government has taken definite steps to assist the four or five banks most interested to finance the movement of the Western wheat crop, will reflect at once in an easier situation. The exact nature of the arrangements made has not been made public, but it is now definitely settled that a good share of the two millions gold reserve of the Treasury which the Government has advanced, will be used for this purpose.

Inspections of wheat at Winnipeg on Saturday were 305 cars, compared with 192 for the corresponding day in 1906. Grading returns were: No. 1 northern, 32 cars; No. 2 northern, 72 cars; No. 3 northern, 70 cars; No. 4 northern, 28 cars: No. 5 northern, 17 cars; No. 6 northern, 13 cars; winter, 12 cars, and other grades, 61 cars. Fifty-eight cars of oats, 32 cars of barley and 12 of flax were also inspected.

Wheat on passage to Europe decreased 1,832,000 bushels during the past week. Corn decreased 2,088,000 bushels.

The visible supply of wheat in Canada and the United States decreased 1,591,000 bushels during the past week, compared with an increase of 923,000 bushels last year. Visible corn increased 54,000 bushels, and last year decreased 834,000 bushels.

MONTREAL.

FLOUR—The flour market has completely recovered from last week's falling off, which was due to the money situation, and not at all to supply and demand. Prices are now steady and no change is anticipated. Demand continues fair.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household,		6 10
Glenora		5 50
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10

ROLLED OATS—There is a good demand for rolled oats. In some quarters a slightly easier feeling in price is reported. On the whole the market is steady, and last week's prices remain unchanged.

Fine oatmeal, bags		3 40
Standard oatmeal, bags		3 40
Granulated " "		3 45
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags		3 35
" 80-lb. bags		3 10
" bbls		6 90

FEED—Bran is up again to its former level. The decline which took place last week was only temporary, and a repetition is not expected. The demand for all kinds of feed continues to be fairly firm.

Ontario bran	22 00	23 00
Ontario shorts	24 00	25 00
Manitoba shorts	25 00	27 00
" bran		23 00
Mouillie, milled	26 00	31 00
" straight grained	27 00	33 00
Mill feed	1 50	1 55

TORONTO.

FLOUR—The local market dropped somewhat in sympathy with the recent slump in Montreal, and as yet has not recovered. Local millers have been able to secure considerable supplies from reserve stores and have not felt very seriously as yet the delay in moving the western wheat crop. The market, however, is very unstable and changes may occur at any time.

Manitoba Wheat.

60 per cent. patents	5 80	6 10
85 " "		5 50
Strong bakers		5 40

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—The market continues about the same as a week ago, with no noticeable change in quotations. Arrivals in western ports are slightly freer, though the quality continues very poor for milling purposes.

Rolled wheat in barrels, 100 lbs	3 05	3 25
Rolled oats, in wood, per bbl		6 60
" " in bags, per bag 90 lbs	3 17½	3 25
Oatmeal, standard and granulated, per bbl		7 00
" " " " in bags, 98 lbs		3 58

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

48 Highest Awards In Europe and Americ

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

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AND WE WILL GET THE MONEY FOR YOU

NAP G. KIROUAC & CO.,

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Importers of Foreign Products.

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Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

GRAHAM FLOUR

Made from carefully selected wheat.

Send for trial lot

A. A. McFALL **BOLTON, ONT.**

TRADE CONDITIONS IN NOVA SCOTIA

Flour Market Recovered Front Recent S lump—High Freight on Ontario Flour —Canning Factory Burned With Large Stock.

(Special Correspondence of The Canadian Grocer)

Halifax, N.S., Nov. 18th, 1907.

The flour markets continue the centre of attraction. Early last week the price dropped 20 cents per barrel, but it has again advanced to the old figure. Some of the jobbers here hold very large stocks, but they are not overly anxious to dispose of their holdings. The high cost of flour is a serious matter for the civic authorities here, as they have to provide for about five thousand barrels annually for use at the City Home When the tenders were opened this year, the figures were so high that the committee declined to accept any of the tenders. The authorities are now buying flour in 200 barrel lots, with the hope that the price will ease off later on.

Business generally is good, and there is considerable activity in many lines, such as produce, etc. Large shipments of potatoes, turnips and oats are now being received here from Prince Edward Island ports. Potatoes as usual are quoted at 45 cents per bushel, but they are expected to go down to 40 cents. They will not likely be less than forty cents this season. Nova Scotia are quoted at 55 cents. There is a good demand all round for potatoes, due it is said, to the shortage of the crop in the United States. Six schooners are now loading at Prince Edward Island ports for the American market. The steamer Dageid, which sailed from Charlottetown last week for St. John, had 6,000 bags of potatoes and oats.

Messrs. Rod. McIsaac and Stephen McPhie, have entered into partnership at Bridgeport, N.B., and are conducting a produce business on Main street. Both are popular young men and will no doubt make a success of their new business.

* * *

Conductor Foster, of the Halifax and South Western Railway, has resigned his position and entered into a partnership with R. S. Trask, of Yarmouth, in his provision and grocery business. The new firm will renovate the premises and extend its business.

* * *

A car load of flour from Chatham, Ont., arrived at Glace Bay last week. The flour weighed 45,000 and the freight on the car amounted to $210. The latter amount is considered to be very high.

* * *

The Portland Packing Company have built a new up-to-date lobster factory at Howard's Cove, Prince Edward Island. The plant will be one of the most complete on the Island.

* * *

The Acadia Creamery and Canning Company's plant at Kingston Station, N.S., was completely destroyed by fire early last week, causing a loss of nine thousand dollars, which was covered by insurance. The plant was complete in every respect and one of the best in the valley. The destruction of the plant at this season of the year, will be severely felt by the owners, as they had a large stock of canned goods on hand. Two cars of canned apples ready for shipment, and 750 barrels of apples, which were to be canned were destroyed. The company also had a large butter business, and canning at a season of the year when this article is scarce, will cause much inconvenience to the customers.

KEEP ON THE MOVE.

Are you actually busy all day long? Busy with business? Busy accomplishing things that count? Judging from past experience a writer in an exchange believes that the average retailer in the small town wastes at least a quarter of his time. He not only wastes the time, but is at the same time firmly convinced that he is the busiest man in the town and does not have half enough time to take care of his business properly.

Many retailers will not only waste a great deal of time between jobs in the store, but will even go outside and play croquet, pitch horse shoes, or waste an hour or two in some other occupation while he has work to do inside, which, if properly cared for, will increase his profits considerably in the course of a year.

Many fail to realize that their time is charging himself up with every minute they take from their business they are cheating that business out of. They are not accustomed to put a price on their own time, even though most of them draw a certain salary from their business each month.

One retailer recently brought himself to realize the value of his own time by charging himself up with every minute thus wasted, at the same rate he allowed himself a salary. It was a great surprise to him the way his salary was thus reduced, and any retailer who will honestly follow up such a plan for a month will see where there is a leak in the business at a very vital point, and once such a leak is found, he is not a shrewd merchant if he does not stop it.

TRADE NOTES.

Dickson & Co., general storekeepers, Glace Bay, N.S., have made an assignment.

Noble Lindsay has secured the general store business of Jahiel Walker, Charlemont, Ont.

The grocery firm of Ruttan & Lindsay, of Wallaceburg, has been dissolved, E. H. Ruttan will continue the business.

More Money

is made by ten grocers who cater to the high-class trade, than is made by a hundred grocers who are not particular about the quality of the goods they sell. The inference is

Quality Counts

That's the reason for the unparalleled popularity of

Mooney's Perfection Cream Sodas

Their success is built upon the foundation of lasting goodness. Are you acquainted with our Profit Story?

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them.

PURITY GUARANTEED

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., ,,
A. P Tippet & Co., ,,

J. & G. COX, Ltd.
Gorgie Mills
EDINBURGH

Bode's

Buster Brown Gum

To assist the grocer in selling **Buster Brown Gum** we have inaugurated a prize competition, giving each boy or girl saving the eleven letters (one letter to each one-cent package) forming the words **B-U-S-T-E-R B-R-O-W-N**, a handsome watch.

This competition has already created a strong demand for this popular brand, and progressive grocers all over Canada are stocking **Buster Brown Gum** to meet this demand, and at the same time reap the large profits obtainable on this brand.

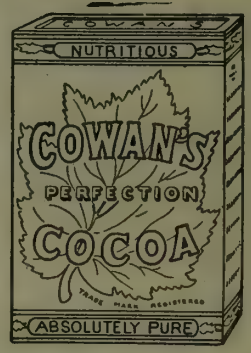
If you are not yet supplied write us. It will pay you. Your competitor will take advantage of this opportunity if you do not.

THE BODE'S GUM CO., LIMITED
MONTREAL

COWAN'S

Cocoa and Chocolate

is absolutely Pure!



But that isn't all! Without in the least degree affecting its absolute purity, we have given Cowan's Cocoa and Chocolate a flavor which is both the envy and the despair of other manufacturers. That's why "once a Cowan customer, always a Cowan customer," has come about.

THE COWAN CO., Limited

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
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Offices:
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It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
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PURITY

CANADA: No better Country

MOTT'S: No better Chocolate

The consumption of imported chocolate is bound to be restricted. Prices are too high.

You are always safe in selling the Canadian housekeeper's favorite

Mott's

"Diamond" and "Elite" brands of

Chocolate

Quality unsurpassed and prices right. Push it.

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:
J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

ARRIVING THIS WEEK

Ex. SS URANIUS

One Million Eight Hundred and
Seventy-five Thousand Sardines

The Original Crossed Fish Brand

of Selected Fish packed in Virgin Pure Olive Oil

These are the FINEST line obtainable.

Ask Your Wholesale Grocer.

W. G. PATRICK & CO., AGENTS

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BUDA

The Flour of Quality

One of the Choicest blended Flours on the market. This Gold Medal Flour is daily bringing new orders to us and increasing the trade of our many customers. It is milled from selected wheat by men with over a half century of intelligent experience in the milling of High Grade Flour.

WILL YOU ORDER TO-DAY?

For lowest prices write or wire

J. B. HARTY

PICTOU, N.S.

Sales Manager for the Maritime Provinces, Province of Quebec, Newfoundland, West Indies.

Car Lots, Assorted or Straight.

Just What You Want For Christmas Trade

You need a first-class line of biscuits. The kind that are **distinctly different**—Something tasty, artistic, of quality. Must be nicely wrapped. We have what you want.

Pernot's Biscuits

¼ lb., ½ lb., 1 lb., 2 lb., 4 lb., 9 lb., air-tight tins—all sizes to suit all fancies. These are really something fine (manufactured at Dijon, France) and a trial convinces.

If you do not know them drop us a card. That only costs you **one cent** and it may mean **much** for you.

Leon Fontanel & Co.

4-6 St. James St., MONTREAL

20 Reamur St., Paris (France)

Milk is Scarce

FUSSELL'S

BUTTERFLY BRAND

Condensed Milk

Red Butterfly

Evaporated Cream

Silver Butterfly Brand

Unsweetened Milk

White Butterfly Brand

Thick, Rich Cream

Golden Butterfly Brand

Can Be Shipped Prompt from Europe

Prepared in the Highlands of Norway and Austria

TEN GOLD MEDALS AWARDED

Contractors to the British, German and Norwegian Governments

FUSSELL & CO.

LIMITED

LONDON, ENG.

CABLE ADDRESS: "Fussellato," London. A.B.C. 4th and 5th editions.

Or Particulars and Prices of the Agents,

JOHN W. BICKLE & GREENING
HAMILTON

CARMAN, ESCOTT & CO.
WINNIPEG

GROCERY NEWS OF NEW BRUNSWICK

General Drop in Prices With Advance of Season — New Assistant Receiver-General—Hog Markets Well Supplied.

Special Correspondence of The Canadian Grocer.

St. John, N.B., Nov. 18.

During the past week there has been a drop in the price of many kinds of groceries. In some cases this is due to the advance of the season, as the new crop is coming in; but the stringency in the money market is also affecting prices in the local market. Manitoba flour remains firm, and Ontarios have returned to the top notch mark reached three weeks ago. Cornmeal shows a tendency to decline. In the country market there is little change in prices, and sales are reported somewhat dull. Lamb has advanced a little, being somewhat scarcer. There is a good supply of all kinds of vegetables.

* * *

The following despatch from Hartland, Carleton county, under date of Nov. 14, will be of interest to provision dealers: "Joseph McGee and H. N. Boyer, buying dressed pork for shipment to Halifax, met with a deadlock in their business this week. They had purchased a large quantity which they were to ship to-day when they received notification that, to comply with a law enacted during the last session of Parliament, hogs dressed for export or interprovincial trade must have the heart, lungs and liver left in the carcass and pass Government inspection. Through ignorance of the law these conditions have not been met and the proposed shipment to Halifax is off for the present. This is a severe blow, not only to shippers, but to the farmers, as the price realized from pork sent to the Halifax market is about $10 per ton more than that in St. John or elsewhere in the Province.

As matters stand now the local market is glutted and the price has fallen from eight and a quarter to six and a half cents, a difference of $35 to the man that has a ton of pork to sell."

* * *

Another Hartland despatch says: "Upwards of 100 carloads of Carleton county's big hay crop go out each week and the business will continue throughout the winter. Ten to twelve dollars per ton is a price easily obtainable by the farmer. Local shippers are getting frequent orders from sections that in ordinary years produced hay to ship. Oats continue firm at 40 to 45 cents. Eggs and butter continue scarce and high—24 cents for either. As yet poultry is not seen in the market, except for local demand."

* * *

The death of Frederick E. Flewelling, aged forty-five, took place Nov. 10, at his residence, 66 Bridge street. Mr. Flewelling had been in failing health throughout the summer, but had been confined to his room but a few days. He was a son of the late Isaac Flewelling and had lived in this city all his years. He conducted a grocery store in Bridge street, and was well and favorably known.

* * *

The much talked of increase in the price of milk has failed to materialize. Several of the largest producers refused to advance the price, and the rest were forced to fall in line. The price remains at 7 cents, though the probability is that there will not be any great supply this winter as farmers say they will not force production owing to high prices of feed.

* * *

Retail grocers report that the Lipton Limerick contest has resulted in a large increase in the demand for Lipton teas.

* * *

The following contracts have been awarded for supplies to the winter port steamers:

Allan Line—Meats and poultry, John McDonald, jr.; fish, Phillips & Co.; vegetables and fruit, F. E. Williams & Co.

C.P.R. Liverpool Line—Meats and poultry, Kane & McGrath; fish, Vanwart Bros.; vegetables, etc., Phillips & Co.; hams and bacon, Slipp & Flewelling.

C.P.R. London & Antwerp Line—Meats and poultry, John McDonald, jr.; fish, P. Smith; vegetables, Phillips & Co.; hams and bacon, Slipp & Flewelling.

C.P.R. Bristol Line—Meats and poultry, John McDonald, jr.; fish, P. Smith; vegetables, Phillips & Co.; hams and bacon, Slipp & Flewelling.

* * *

George Robertson, M.P.P., who some years ago conducted one of the largest wholesale and retail stores in St. John, has been appointed assistant receiver-general for New Brunswick, and entered upon his new duties to-day. Mr. Robertson took an active part in promoting the opening of trade in the West Indies. His many friends all over the Province will extend him congratulations on his appointment.

J. T. McLean, London, has taken over the grocery business of E. L. Liddicoatt.

Joseph Lablanc, of the Marotte, Leblanc Co., has returned to Montreal from New York.

J. D. Bell, Montreal representative of Thos. Bell, Sons & Co., Liverpool, England, has just returned from a short visit to New Brunswick and Nova Scotia.

Henry Adams, of Dienslam & Sons, Ltd., of London, Eng., a noted tea house, was in Toronto for several days recently, with Geo. Musson & Son, the well known local tea brokers.

Hit Out Straight from the Shoulder

When a salesman tells you that such and such a sauce is "as good as"

Lea & Perrins'

Worcestershire Sauce

He deserves to be enlightened—

There is no "just as good as Lea & Perrins'" Sauce—There is only one Lea & Perrins' Sauce—the only original and genuine—

Every jobber sells it—

J. M. DOUGLAS & CO., MONTREAL

Established 1857 **Canadian Agents.**

Royal Yeast Cakes.

Most Perfect Made.

Sold and Used Everywhere.

With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry Hop Yeast.

E.W.GILLETT COMPANY LIMITED
CHICAGO ILL. TORONTO, ONT. LONDON, ENG.

Highest Honors at all Expositions.

ESTABLISHED 1852.

APPLE EXPORTERS

The fruit merchants of Great Britain would do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

FRUITS, VEGETABLES AND FISH

Markets Continue Brisk With Prices Easier on Several Lines—Potatoes Firm and Rising—Fish Prices Slightly Easier.

The fruit markets are quite brisk, in spite of the much-talked-of financial stringency. Buying for Christmas business may account for this to a great extent, but conditions are very encouraging. Imported new crop oranges from Mexico, Jamaica, Florida and Porto Rico are coming in quite freely in good qualities. New crop lemons are also being received. All this new fruit means good demand.

In vegetables recent reports indicate an abundant crop of cabbages, with quality excellent. The onion crop seems to have been affected by late fall rains and is not at all satisfactory. New Brunswick potatoes, which have for some years been considered standard, are not being bought so readily this year, as the quality is not at all regular. Imported truck is scarce and therefore higher in price.

Large supplies of frozen fish have eased the markets slightly, though demand continues brisk. Both Pacific and Atlantic fish are arriving steadily in quantities.

MONTREAL.

GREEN FRUIT—Lemons, oranges, cranberries and Almeria grapes are the market favorites this week. In these lines demand is very brisk. The new crop of lemons is arriving. The quality is very satisfactory, and this year's crop is at least up to the average. There are some very fine quality Cape Cod cranberries in the market. Prices are a little easier than last week. The apple crop has been considerably injured by frost, and prices are firmer. Late Valencia oranges are still on the market, but demand is limited.

Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 25
Cocoanuts, per bag	....	4 00
Lemons	3 00	3 75
Porto Rico oranges, box	....	4 75
Jamaica oranges, bbl	4 00	5 00
Nassau grape fruit, box	4 50	5 00
Florida grape fruit, box	....	7 00
California grapes, crate	2 75	3 00
Almeria Grapes, keg	4 00	5 50
Cape Cod cranberries, bbl	9 00	11 00
Nova Scotia cranberries, bbl	10 00	10 00
Apples Ameuse, bbl	3 50	5 00
" other fall varieties, bbl	3 25	5 00

VEGETABLES—There is a scarcity of celery on the local market, due to slow shipment from the country. The crop of celery this year is very good, both in quantity and quality. The market continues full of very good quality cabbage. It is reported that the country is also full of cabbage, owing to the abundant crop. Turnips are not so plentiful as formerly, and are being quoted at from $10 to $12 per ton. Hothouse cucumbers are scarce on the Boston market, and, as it rules prices here in these goods, there has been a decided firming up this week. There is practically no demand for mushrooms. The wet wether this fall has had an injurious effect on the onion crop, which otherwise would have been very satisfactory. At the time of gathering, onions need sunny weather to properly dry out the lower point, or root end, of the bulb, otherwise they will not keep. Many nice lots are this year defective in not being thoroughly dried.

Parsley, per doz. bunches	0 10	0 15
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Cabbage	0 20	0 35
Turnips, bag	....	0 75
Celery, doz	0 25	1 00
Water cress, large bunches, per doz	....	0 75
Spinach, per box	....	0 50
Green peppers, bag	....	1 00
Boston hot house cucumbers, doz	1 50	1 80
Potatoes, per bag	0 75	1 00
Sweet Potatoes bbl	3 75	4 00
Sweet Potatoes, basket	1 75	2 00
Beets bag	....	0 75
Carrots, bag	....	0 75
Tomatoes, box 30 lbs	....	4 25
Hot house tomatoes, per lb	0 25	0 30
Spanish onions, small crates	0 65	0 75
" " large crates	2 00	2 25
Canadian onions, lb	0 01½	0 02½
Boston lettuce, per doz	....	1 00
Mushrooms, per lb	0 90	1 00
Horse radish, per lb	....	0 20

FISH—There is an easier feeling in cod and haddock owing to the supply being more plentiful. A large supply of frozen fish, including sea herring, halibut, salmon, pike and dore, is now on the market. They are reported to be very nice lines of goods. There is an active demand for salt herring, and prices for green cod are firm, under a brisk demand. The market for shell oysters is not so firm as for oysters in bulk. The demand for the latter is quite strong.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04½	0 05½
Halibut, express, per lb	0 08	0 09
Mackerel, " "	0 09	0 11
Dore, "	....	0 07½
Pike, lb	0 06½	0 07
Market cod, lb	0 04	0 04½
Steak cod, lb	0 06	0 07
Whitefish, lb	....	0 07
Flounders, per lb	....	0 10
Sea trout, lb	....	14
B.C. salmon, lb	0 08½	0 10
No. 1 Smelts, lb	....	0 [illegible]
Dressed Bullheads, lb	0 08	0 10
Smoked and Salted—		
New haddies, boxes, per lb	0 07½	0 09
Kippered Herring, 50 in box	1 10	1 25
Smoked herring, per small box	....	0 16
Yarmouth Bloaters, per box	....	1 25
Prepared and dried—		
Skinless cod, 100 lb. cases	....	5 25
Boneless cod, 20 lb. boxes	0 07	0 08
Boneless fish, 20-lb. boxes, bricks	....	0 06
Boneless fish, 25-lb., boxes, per lb	....	0 05
Shredded cod, 2 doz., per case	....	1 80
St. John bloaters box	....	1 00
Oysters—		
Standards, bulk, per imp. gal	1 40	1 50
Standards, Imp. qt. tins, sealed	....	0 40
Selects, bulk, gal	1 60	1 70
Malpeques, bbl	10 00	15 00
Malpeques, common grades, per bbl	8 00	10 00
Caraquets, bbl	7 00	7 50
Paper pails, 100, pint size	0 80	1 10
" 100, quart size	1 00	1 50
Pickled fish—		
No. 1 Labrador herring, per bbl	....	6 00
" " per half bbl	....	3 25
No. 1 Salt herring, per bbl	....	5 50
" " per half-bbl	....	3 00
No. 1 Mackerel, pails	1 80	2 00
No. 1 sea trout, 100 lb. kegs	....	6 00
No. 1 Green cod, per lb	....	0 03½
Small " " " "	....	0 03½
Large " " " "	....	0 05
Labrador Salmon, ½-bbls	....	7 00
Salt sardines, bbl	....	5 50
" " ½-bbl	....	3 50
No. 1 salt eels, lb	....	0 07½

TORONTO.

GREEN FRUITS—The market is becoming quite brisk. Hard times have but little effect on the fruit situation. The demand for some lines of imported fruits is active. Mexican oranges are in and are well colored for the first arrivals. Navels are beginning to ar-

rive. Small lots of Canadian grapes continue to come in, but the quality is not the best. Apples are firm in spite of their unsatisfactory condition. Cranberries are plentiful and a little easier.

Oranges, Jamaicas, per bbl		5 00
" Florida's, new	4 00	4 50
Oranges, Mexicans, new	2 50	2 75
Lemons, California, 240, 300, 360, 420	4 75	5 00
" Verdillis 300's, 360's		3 00
" Messinas, new crop	3 75	4 00
Grape fruit, 54's 80's, 96's		4 50
Apples, No. 1 winter fruit	3 75	4 50
" No. 2 "	3 25	3 75
" lower grades	2 00	3 00
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
Grapes, Canadian	0 20	0 25
Quinces, per basket	0 50	0 60
Cranberries, per bbl	11 50	12 00
Almeria grapes, per keg	5 50	7 00

VEGETABLES—The feature of the week is the firm potato market. Prices of Ontarios have made another advance and are in sharp demand. Delawares remain unchanged. Judging from the present outlook it seems probable that prices will continue high. California celery is arriving in considerable quantities, and is a good quality. There is a steady demand for onions, beets, carrots, lettuce and parsnips, with a slight stiffening in prices.

New Brunswick Delawares, per bag		0 95
New potatoes, Canadian, per bshl	0 90	1 00
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	0 70	0 75
Beets, per bag	0 75	0 90
Carrots, Canadian, per bag	0 70	0 75
Parsnips, per bag		0 75
Cauliflower, per doz		1 50
Parsley, per doz		0 25
Celery, Canadian, per doz	0 35	0 40
" california, per doz		0 75
Lettuce, imported "		1 35
Cucumbers, imported, per doz		1 40

FISH—The fish market remains steady, with prices practically the same. Regular shipments from both British Columbia and Atlantic ports keep supplies full. Haddock and cod are not up to the mark for quality. Ciscoes are plentiful. There is a slight drop in the price of finnan haddie.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb	0 07	0 08
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 10
Trout, fresh, per lb		0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl	5 00	5 50
Halibut, fresh caught		0 10
Shredded cod, per lb		0 08
Shredded cod, per doz		0 95
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08
Oysters, per gal	1 80	1 85
Shell oysters, blue points, per 100		1 50
Bloaters box		1 50
Kippered Herring		1 75

The photographs used in the article, "Harvesting the Canadian Apple," in a recent issue were furnished by the kindness of McWilliam & Everest, Toronto.

Finlay Coons, of A. Sweet & Co.'s department store at Winchester, Ont., was recently married, and has taken a house in his native town. "Fin." as he is nick-named by his friends, is very popular among the travelers in this section of Ontario. Winchester, a thriving farming and cheese section of eastern Ontario, had the misfortune of losing considerable of its business places by fire a short time ago, as also the hotels, so travelers are a little handicapped at present there by scant accommodation.

LEMONS

Extra Fancy Home Guard Brand

Messina Lemons—

Perfect in quality, color and size.

NEW NUTS

are now arriving—

WALNUTS, PECANS, ALMONDS, Etc.

WHITE & CO., Limited

HAMILTON
32 and 34 YORK STREET.

TORONTO
Cor. FRONT and CHURCH
(THE BUSY CORNER.)

THE STRINGENCY

We all know money is scarce—consequently it behooves every dealer to be particular and get the best value for his money. Moral—Handle only "St. Nicholas," "Home-Guard," "Kicking," or "Puck."

W. B. STRINGER & CO., Sole Agents, TORONTO

Our First Car

FANCY ALMERIA GRAPES

is here

Prime Quality, long-keeping Handsome Fruit

NEW FIGS

Celebrated "CAMEL" brand, A. Hamparzum's Packing, Finest Quality.

3, 5, and 7 Crowns, 10-lb. boxes.

FIRST NEW DATES

Due this week

We would be pleased to have your orders.

HUGH WALKER & SON

Established 1861 **Guelph, Ont.**

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BRONCO BRAND NAVEL ORANGES

Grown on the celebrated Redlands Heights in California

Will appeal to dealers in high quality

No other orange can match their superb delicacy of flavor and exquisite bouquet

First car of season due in Toronto Monday next

White & Co., Ltd.

Toronto

Sole Distributing Agents

BUSINESS CHANCES

Let us put you in touch with the leading grocery and provision men of Canada. We go into every Canadian town and talk to these men fifty-two times a year. We can bring you business. Try an ad. in this column. The Canadian Grocer.

SPANISH FLOODS DELAY RAISINS

Serious Conditions in Malaga Affect Exports of Raisins.

Rose & Laflamme, Montreal, have received advices from the Malaga Chamber of Commerce, which illustrate present conditions in Spain as a result of recent floods and explains the delay in the shipments of Malaga raisins this year.

The report states that over 50,000 people in that country have suffered losses. Of these, 20,000 are left totally destitute, and are depending for the necessaries of life on charity. So far, no reliable estimate of the financial loss has been made. The people of Malaga are living in a state of consternation lest there should be a repetition of the great floods, as the rainy season has set in. Another circumstance which adds to the difficulty of the situation, is the threatened outbreak of an epidemic, due to the germ-laden vapors rising out of the morasses, in which are to be found much organic matter, such as dead animals, and even human bodies in a state of putrefaction.

The Chamber of Commerce, Industry and Navigation of Malaga, is spreading the news through every channel, and at the same time is asking assistance from all quarters.

One of the direct results of the calamity is that the local markets will be kept waiting longer than could have been anticipated for shipments of Malaga raisins.

L. Touzin & Cie., are opening a general store at Lac aux Sables, Quebec.

C. H. Binks, Montreal, has just returned from a trip to the Maritime Provinces.

Zeph. Hebert, of Hudon, Hebert & Co., Montreal, leaves New York Dec. 5th on the steamer La Provence, for a trip to Europe. He will be away three to six months.

Jamaica Oranges
Fine goods, $5.00 per barrel.

Cranberries
Carload fancy stuff just arrived.

The Dawson Commission Co.
Toronto

Consignments of Farm Produce Solicited

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply ***the best at closest prices.***

J. R. CLOGG & CO., *82 St. Antoine St., MONTREAL*

J. V DE YBARRONDO & Co
Successors to James Violett & Co
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^a ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &^a
BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables,

Pure White Wine Vinegar,

Clarets, Brandies and Champagnes.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

FOR SALE

BOOK of formulas and recipes for preserves pickles, sauces, etc., for sale, thorough practical up-to-date methods. Address B.V., GROCER Office, Toronto.

SITUATIONS VACANT.

MANAGER wanted for Northwest to take charge of business of Ontario manufacturer, established there for some years; stock carried; must have good executive ability, be willing to work and competent to handle travellers and office help to best advantage; also furnish satisfactory security communications confidential. Address, stating age, references and salary expected, Box 167, CANADIAN GROCER. [46]

EXPERIENCED salesmen wanted by January 1st by well-established Ontario manufacturers, in line allied to grocery trade, for following territory, viz., Ontario, Manitoba and Alberta; must be reliable, energetic, hard workers, and able to sell and retain the best trade; communications confidential. Address, stating age, references and salary expected, Box 166, CANADIAN GROCER. [46]

SITUATIONS WANTED.

ABILITY with experience—Capable, energetic and tactful, Englishman, 31 years, single, desires management, good disciplinarian, smart salesman, competitive window-dresser, Canadian experience. Taylor, 47 Colborne St., Oshawa, Ont. [45]

MISCELLANEOUS.

WANT BUTCHERS to know I have the best meat cure. The quickest process, the finest and best flavor. Write for circulars. Address F. P. Bixler, Fremont, Ohio.

WANTED.

WANTED—Few more good selling lines of grocery specialties; Toronto and Ontario district Apply box 165, CANADIAN GROCER, Toronto. [48]

Largest Packers of Sea Foods on North Atlantic Coast

Packers of Celebrated

"Halifax"
"Acadia"
"Bluenose"

Brands of

Prepared Boneless Codfish

Packed in clean original packages.

The Trade-Mark of quality on every package

Sold by grocers everywhere from Atlantic to Pacific.

SEND FOR PRICE LISTS

ATLANTIC FISH COMPANIES, Limited

Head Office: LUNENBURG, N.S., Can.

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.

Ingonish, C.B.
Port LaTour, N.S.
Cape Island, N.S.

Agents, Quebec and Ontario:
A. H. BRITTAIN & CO., - MONTREAL

Bay of Islands, Nfld

BRUNSWICK BRAND

¼ Oil Sardines—¾ Mustard Sardines—
Finnan Haddie—Kippered Herring
Herring in Tomato Sauce—
Clams and Scallops

ALL NEW PACK

Connors Bros., Limited

Black's Harbor, N.B.

When selling your customers

SARDINES

it is always good policy to sell

"King Oscar" brand

Sardines

These are the finest selected Norwegian Fish, packed in Pure Olive Oil and are a delight to the customer—Ask your jobber for them.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

NEW SMOKED FISH

Here are a few suggestions it will pay you to look into at once. Our prices will interest you.

FINNAN HADDIE — KIPPERED HERRING
ST. JOHN BLOATERS — YARMOUTH BLOATERS

All fresh cured stock. We are receiving these daily. All other kinds in season.

DO YOU RECEIVE OUR CIRCULAR?

P. O. BOX 659. LONG DISTANCE TELEPHONES.

LEONARD BROS., 20-26 YOUVILLE SQUARE, **MONTREAL**

ST. JOHN, N. B. GRAND RIVER. GASPE.

If you are interested in Fish let us impress on you that we are headquarters for everything in this line. Ask for our regular quotation list and see for yourself the opportunities for good buying. We have a full supply of

FRESH, FROZEN, SALT, SMOKED

FISH and OYSTERS

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors **76 Colborne St. TORONTO**

F. T. JAMES, - Manager

Agents for Ontario:
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS THOS. SYMINGTON & CO. EDINBURGH

RELY ON RETAIL GROCER.

Maconochie Bros., Ltd., London, England, manufacturers of high grade pickles, sauces, marmalades, fish, etc., express their belief that the retail grocer is personally the best medium for advertising the merits of a really good article, claiming that his verbal recommendation will carry more weight with customers than any printed matter can possibly do. To keep their goods prominently before the trade they use the columns of The Canadian Grocer, and this, coupled with the liberal inducements offered to gain the grocers' cooperation has been productive of wonderful results. The goods now being on sale in almost every retail grocery store from coast to coast in Canada, demonstrating that quality and fair prices win the confidence of the consuming public, and that salability and fair profits gain the support of the merchant.

As a measure of reciprocity to grocers who have pushed the sale of their products, Maconochie Bros., some six months ago, inaugurated a wrapper competition, the conditions of which were very simple, viz., to remove the wrappers from the bottles and send them to their Canadian agents, the MacLaren Imperial Cheese Co., Ltd., 69 Front St. E., Toronto, before Dec. 1st. Nine cash prizes, aggregating $250, are offered to the senders of the largest number of wrappers, and the winners will have good reason to congratulate themselves upon any special effort made to thus augment their profits. The result of the competition will be waited for with interest, as there is much speculation as to just how many wrappers will be required to win the first prize of $100. There is certainly a wide diversity of opinion in regard to this, ranging all the way from 100 to 1,000 wrappers.

DRIED FRUITS DELAYED.

Montreal Firms Experiencing Difficulty in Having Goods Forwarded.

A peculiar condition of affairs somewhat alike to the Canadian car shortage question is bothering the wholesale men in Montreal. Dried fruit importers are having great difficulty in getting their shipments through. Wm. C. Christmas, commission merchant, of Montreal, reports that a shipment of dried fruit which left Red Bluff on November 1st, had not reached Chicago on November 9th. The cause of this delay is not a want of cars, but a want of power on the Southern Pacific Railway. A member of one of the large importing firms who has just returned from an extended trip to the Pacific coast, confirms the above statement and adds that he saw hundreds of cars laden with dried fruit with no engines to take them over the Southern Pacific Railway.

Whatever the cause of this condition may be, it is certainly causing the merchants in Montreal much uncertainty regarding their shipments of dried fruits.

W. G. Cochrane, manager of the Montreal branch of the Quaker Oats Co., has gone to take charge of the company's branch at St. John, N.B.

OFFICERS OF WESTERN TRAVELERS.

Northwest Association Holds Nominations at General Meeting in Winnipeg.

The general meeting and nomination of officers of the Northwest Commercial Travelers' Association was held on Saturday, November 9th. in their new building at the corner of Bannatyne and King streets, Winnipeg.

President J. E. McRobie occupied the chair, and after a short address, nominations of officers and directors for the ensuing year were made as follows :— President, Geo. Wilson, by acclamation ; vice-president, A. S. Lock, by acclamation ; treasurer, L. C. MacIntyre, by acclamation, for Winnipeg. Vice-president for Calgary, E. Dogg, B. W. Libby ; vice-president for Edmonton, George Stockand, F. M. Morgan ; vice-president for Regina, P. Cooper, by acclamation ; vice-president for Vancouver, L. D. Birely, by acclamation ; vice-president for Victoria, Herman Erb, by acclamation.

The results will be reported at the annual meeting, which is to be held on December 21st.

It was decided that the new building should be formally opened by a conversazione on Dec. 30, for the travelers and their lady friends, expenses of same to be borne by the association. It was also decided to hold a public reception New Year's day. The president and officers with the club officials be composed as a reception committee. After a full discussion regarding the club, its fees and dues, the meeting then adjourned.

Everything in the line of

SALT

VERRET, STEWART & CO.
LIMITED
MONTREAL

FRUIT

We are now offering the trade, in lots to suit :

Mexican Oranges
Jamaica Oranges and Grape Fruit
Florida Oranges and Grape Fruit
California Winter Nelis Pears
Almeria Grapes, etc.

Send us your orders. Prices always consistent with best quality.

Montreal Fruit Exchange
195 McGill Street - Montreal

WHEN OLD SIR WALTER

did civilization a good turn some centuries ago by introducing my Lady Nicotine, he little dreamt how many Millions of Money would go up in smoke in the 20th century. But so it is, and every grocer ought to be sharing in those millions.

T. & B.

is an unfailing foundation upon which to build your tobacco department. T. & B. smokes cool and fragrant, never clogs a pipe or bites the tongue. Moreover, a smoker soon finds this out, and insists on having T. & B.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Sales Manager Wanted

for leading Canadian Wholesale House, one capable of taking charge of the selling, organization and directing the advertising.

Highest salary will be paid to the right man.

Send applications to the

Canadian Grocer
Toronto

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION

W. H. BEATTY, President.

W. O. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

MONTREAL RETAIL GROCERS MEET.

The regular meeting of the Retail Grocers' Association was held on Thursday, Nov. 7th. As was expected, the attendance was large, despite the bad weather.

The first important question to be dealt with was the financial report. Secretary J. A. Beaudry submitted a detailed statement. This statement is of great importance at the present moment, for on it hinges the whole question of the relation between the retail grocers and the retail merchants. On Nov. 14th there is to be a special meeting of the retail grocers, when Mr. Boileau will put the matter before the members. If the report submitted proves satisfactory; that is, if the grocers think they are getting full value for their fees, the retail grocers and the retail merchants will probably remain united. But if otherwise, it is probable that there will be a separation.

A resolution was passed which may have very far reaching effects on the trade, viz., to petition the Department of Trade and Commerce to create a special bureau, analagous to the Railway Commission, to regulate prices. This step is necessitated by Act 520 of the Criminal Code, and the Co-Operative Bill. These, explained Mr. Beaudry, are directly opposite in their effects. Act 520 prevents merchants from entering into any agreement, whereby competition is lessened, whereas the Co-Operative Bill extends the right of such agreement to include retail grocers, and therefore its effect would be to kill competition.

The next resolution passed by the meeting related to peddlers' and hawkers' licenses. At present a peddler or a hawker has to pay $50 per annum. The meeting expressed itself in favor of having the license fee increased to $200. The reason for this is as follows. Formerly St. Henri and St. Cunegonde were separate from Montreal, and each required all peddlers and hawkers to pay a fee of $100. Now, however, these places are parts of Montreal, and the license fees have in consequence been abolished, leaving only the old Montreal fee of $50 to be paid. The grocers hold that their resolution is really a reduction on the former rates, because, under their resolution, a peddler or hawker can cover the same territory for $200 for which he would have had then to pay $250. On the other hand, they claim that the present fee of $50, covering all parts is inadequately small.

The most practical, perhaps, of all questions came up next for discussion. The creation of a "black list." One of the greatest banes of the retail grocery business is bad pay. And it is to deal with this difficulty that the "black list" is to be organized. The association is proceeding with great care and regularity in order to protect itself against possible legal actions. Each member of the association is furnished with printed forms. Suppose Mr. A—— fails to pay his grocery bill. His grocer fills out one of these forms, notifying him that unless he pays within a certain stated time his name will be sent to the association to be black listed. If Mr. A—— still does not pay, the grocer makes out another form and sends it to the secretary of the association, who in turn informs Mr. A—— that unless he pays his account within a specified time his name will be entered on the black list. If this does not have any effect, the grocer then fills out form No. 3, which he sends to the secretary, who forthwith enters Mr. A—— on the list of bad pays. These lists are sent to all the members, who in turn will refuse credit to every person therein enumerated. There is a form, No. 4, by which the grocer notifies the secretary of the association when Mr. A—— pays, and the secretary then has his name removed from the black list.

The system is very perfect and should have a most salutary effect on that class of trade, which saps the profit from the retail grocery business.

The meeting throughout was very animated and the manner in which the members took part in the discussion clearly showed how keenly they were interested.

MANUFACTURERS' AGENT ABROAD.

Harold F. Ritchie, manufacturers' agent, 18 Church street, Toronto, left on the Lusitania last Friday for Great Britain and the continent for a buying trip. While abroad he will be on the lookout for a few lines to add to his Canadian list of agencies. Among these latter are Taylor & Pringle, Owen Sound; Imperial Extract Co., Toronto; Moos & Co., Paris, France; C. H. Cochrane & Co., Ottawa and Geo. S. McConkey. Mr. Ritchie represents these concerns from Toronto to Vancouver. His present trip abroad will extend over two months.

M. F. Goddard, representing the Maple Tree Producers' Association, of Waterloo, P.Q., was in Toronto last week on the lookout for fall business.

On Nov. 7 Dakers Cameron, the popular secretary of the Canadian Manufacturers' Association, Montreal, was married to Miss Elsie Margaretta Fenwick, of Montreal. They have gone south on their honeymoon trip.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them

D. McDOUGALL & CO., Glasgow, Scot.

JOS. COTE

Importer and Wholesale Tobacconist

Established in 1857

Staple and Fancy Smokers' Sundries. Imported Cigars. Egyptian Cigarettes. Briar and Meerschaum Pipes with silver and gold mountings of the highest quality.

Warehouse: 119 St. Andrew Street.
Office and Sample Room: 188 St. Paul St., Phone 1272
Branch: "EL SERGEANT GIGAR STORE," 179 St. Joseph St.
Phone 2097 - - QUEBEC

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

SWEET CAPORAL

CIGARETTES

STANDARD OF THE WORLD

Handled by all the Wholesale Trade

INTERESTING MONTREAL CASE.

E. D. Marceau Co. Remain in Their Old Premises.

A case replete with interest has just finished its journey from the Superior Court through the Court of Review to the Court of Appeal, final judgment having been given but recently by the latter court.

The facts are as follows: E. D. Marceau, Montreal, leased premises from one Valois, for the sum of $1,000 per annum. In February, 1906, Mr. Marceau installed a coffee roaster. Valois took action to have the lease cancelled on the ground that the presence of the coffee roaster converted the premises into a factory. Damages were also asked. The Superior Court decided for the plaintiff, the Court of Review for the defendant, and the Court of Appeal for the plaintiff, sustaining the decision of the Superior Court.

A representative of The Grocer called on Mr. Marceau, who said: "A court of justice can base a judgment they render only upon existing facts. They cannot take motives into account, if they could, I venture to say that a different decision would have been reached in this instance." He explained, further, that at the trials the plaintiff contended that a coffee roaster would shake the building down. However, since judgment has been rendered the lessor has agreed to allow him to stay in the premises, and to retain the coffee roaster, for an increase of rental from $1,000 to $1,320 per annum. The Court of Review, in reversing the decision of the Superior Court, held that a coffee roaster was a necessary accessory to the business of the defendant. Mr. Marceau thought that the following fact would bear that out. When he installed the roaster, he roasted 3,000 lbs. of coffee during the first month, whereas last month he roasted over 30,000 lbs., an increase of over 1,000 per cent., and all within less than two years.

Mr. Marceau expressed his intention of purchasing the property in the near future when he intends to make extensive changes.

MONTREAL FIRM LIQUIDATES.

Ernest Bouthillier, the pickle, jam and catsup manufacturer, Montreal, doing business under the name of Joseph Lamoureux & Cie, went into liquidation on Saturday last. The assets consist of a stock of groceries, food stuffs, other merchandise stored in warehouses, certain licenses, book debts, and chattels, pertaining to the premises.

The principal claimants are: Joseph Lamoureux, $13,974; Hochelaga Bank, $13,000; Edwardsburg Starch Company, $1,979; Rattray Sons Co., $945; St. Lawrence Vinegar Co., $1,540; H. R. Silver, $2,951; W. & F. P. Currie & Co., $704; Acme Can Works, $770; Indiana Glass Co., $1,835; Wilson Patterson Co., $3,765; M. P. Darwin, $1,004; William H. Dunn, $2,202; La Cie de Conserves de St. Isidore, $1,054; J. Pinder & Co., $1,846; Laporte Martin & Co., $1,050; Theo. Lefebvre & Cie, $1,390,- Doyle & Jackson, $3,300; A. J. Hughes, $4,910; Leon Tanguay, $10,000. Bilodian & Chalifour have been appointed liquidators.

GETS ANOTHER DIRECTORSHIP.

President Meighen Now on Montreal Street Railway Board.

Robert Meighen, president of the Lake of the Woods Milling Company, has just been elected to the directorate of the Montreal Street Railway Company.

Mr. Meighen enjoys the reputation of being one of the leaders in the business community of Montreal. He is a financier of no mean ability, and his name on a board of directors possesses a power all its own. Consequently, he is much in demand in this respect, and occupies a place on the directorate of several leading Canadian concerns, including, outside of his connection with the Lake

ROBERT MEIGHEN,
New Director of the Montreal Street Railway Company.

of the Woods Milling Company, the presidency of the New Brunswick Railway, seats at the directors' tables of the Bank of Toronto, Canadian Northwest Land Company, Dominion Transport Company, St. John Bridge and Railway Company, Montreal Street Railway Company. Mr. Meighen will be a valuable addition to the Street Railway board. He replaces the late Lt.-Col. Fred. Henshaw.

EXTENDED TRIP IN NEWFOUNDLAND.

T. T. Cartwright, special representative of E. W. Gillett Co., Limited, in the Maritime Provinces and Newfoundland, has just returned from a five months' trip through Newfoundland. Mr. Cartwright circumnavigated the ancient colony, touching at every port and fishing village. In conversation with The Grocer, Mr. Cartwright stated that business generally was good, although very late, owing to the most backward season known to the colony. Receipts for fish are very good for shore catch. Labrador fish are a little short and prices somewhat lower than last year. Cod liver oil is very cheap and it hardly pays to refine it, the price being around 30c per gallon. The large production of Norwegian cod liver oil is one of the principal factors to this low price. Salmon fishing is very good, large amounts of fresh salmon being shipped to Boston, and this trade is increasing with every season. The Atlantic Fish Co., of Canada, ship from the west coast by express to North Sydney, where the fish are re-iced and met at the Straits of Canso and taken to the freezer at Canso, and later sent to Boston. Development of the pulp and paper industry at Grand Falls is going on in a stupendous way and Lord Northcote (Harmsworth) when plant is completed will have the most complete establishment in the world. Already over two million dollars have been spent at Grand Falls and in connection with the plant. A. E. Reid Co. are also building large pulp mills at Bishops Falls. Mr. Cartwright speaks most glowingly of the colony's prospects. Before going on his next trip to the island, Mr. Cartwright will make a business canvass of the Eastern Townships.

TRADE NOTES.

J. P. Taylor, grocer, Toronto, has sold out to Lyons Bros.

Jas. McCoy has opened a grocery store in Danville, Quebec.

J. Adam Heroux, grocer, of Shawinigan Falls, P.Q., has assigned.

F. C. Hachey, general storekeeper, of Rogersville, N.B,, has assigned.

Wm. Richardson, Quyon, Quebec, is starting a new grocery business.

W. Hardy, Quebec, has assigned his grocery business to V. E. Paradis.

Eustache Pelletier, general storekeeper, of Petite Meschins, has assigned.

The assets of Jos. St. Piejre, grocer, of Montreal, were sold during the week.

An assignment has been made by Graham & Hope, general storekeepers, of Valetta, Ont.

Chas. E. Ladouceur, grocer, of St. Andrews East, Quebec, is paying a short visit to Montreal.

The assets of Sealund & Mallett, general storekeepers, of Wetaskiwin, Alta., were sold last week.

W. H. Gordon, general storekeeper, of Daysland, has disposed of his Hardisty branch to McCartney & Co.

The cheese and butter factory of A. E. Brown, at Salisbury, N.B., was totally destroyed by fire on Nov. 6.

J. H. & W. H. Riesberry have purchased the grocery business lately conducted by Madden Bros., of Toronto.

Z. A. Lombert, one of Montreal's prominent retail grocers, is registered at the King Edward, Toronto, this week.

T. S. Vipond, head of the firm of T. S. Vipond & Co., wholesale produce merchants, Montreal, has left to spend the winter, as is his custom, in Jamaica. He intends to return about the middle of April or first of May, 1908.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

ROYAL BAKING POWDER CO., NEW YORK

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

"They'll transform your store and transform your business, too."

"WALKER BIN" FIXTURES

A large Western Departmental Store writes:

"THEY (WALKER BINS) ARE SPLENDID SILENT SALESMEN; OUR GROCERY BUSINESS HAS INCREASED OVER 50 p.c. SINCE WE INSTALLED THEM. WE CONSIDER THE MONEY PUT INTO THEM TO BE A SPLENDID INVESTMENT."

Write for Illustrated Catalogue.

The Walker Bin & Store Fixture Co Limite
BERLIN ONT.

Representatives:
Manitoba—Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

'Immense store improvement for very little expense.'

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,
77 Front Street East, Toronto

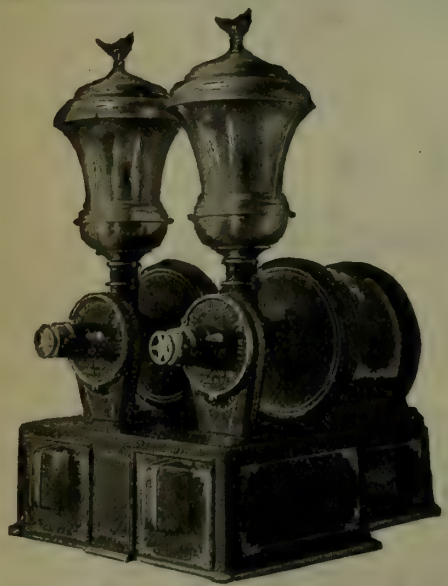
Twine, Paper Bags and Jute Goods.

Phone Main 5548

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

—

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

INCREASE YOUR PROFITS

by avoiding loss. Keep track of every article sold by using our

"Duplex" Counter Check Book

It is the simplest, cheapest and most thoroughly accurate way of recording retail sales.

Full particulars sent upon request

The Carter-Crume Company, Limited
Toronto, Ontario

BUY

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

Cut 15
Cellar Outfit for Heavy Oils.

LINSEED OIL TANKS

The Bowser Self-Measuring Oil Tanks will handle Linseed Oil, Turpentine, Varnishes, Shellacs and Dryers just as readily as they do Kerosene and Gasolene.

The Bowser saves oil, saves time, saves labor, and so pays a bigger return than any other part of a store equipment.

The Bowser will handle the heaviest, stickiest oils without gumming—with absolute accuracy of measurement, without leakage, evaporation or waste.

The Bowser will draw and measure five gallons of Linseed Oil in less time than is required for one gallon with any other arrangement.

Send for Catalog B.

S. F. BOWSER & COMPANY, Inc.

66-68 FRASER AVE., TORONTO, ONT.

"If you have an old Bowser and want a new one write us for our liberal exchange offer."

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"

The experience of all users proves that

"Enterprise" Rotary Smoked Beef Shaver

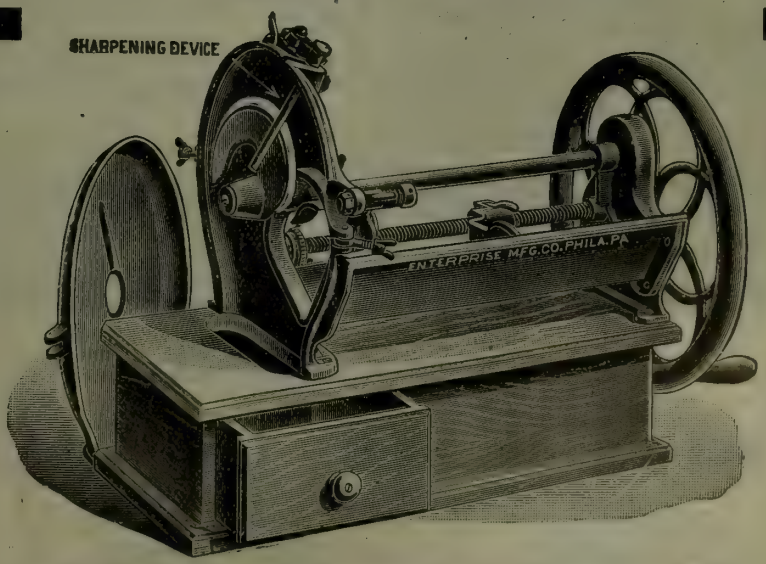
greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.



No, 125 (with 2 blades) . . $22.50 No. 129 (with 1 blade) . . $22.50.

FOR SALE BY ALL THE LEADING WHOLESALE GROCERS

Maconochie Bros., Limited, London, England

General Agents in Canada

MacLAREN IMPERIAL CHEESE CO., LTD., TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 23, 1907.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 [illegible]
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	2 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
2a size	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

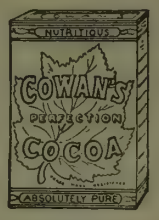
Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼-lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" " "	0 [illegible]
London Pearl per lb	0 24

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ¼-lb. cakes, 12-lb. boxes per lb	$0 38
Queen's Dessert, 6's, 12-lb. boxes, lb.	0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	0 35
Parisian 8s, per lb	0 30

The following sweetened for household purposes:

Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, ½, 7's, boxes, per lb	0 28
Perfection, 20c. size, 2 doz. in case per doz	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz	0 90

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz	1 75

Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S.

	per lb.
Chocolate—	
Caracas, ½'s, 5-lb. boxes	$0 42
Vanilla, 1's	0 42
"Gold Medal," sweet, ½'s, 5-lb. boxes	0 29
Pure, unsweetened, ½'s, 5-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24

	Per doz.
Cocoa—	
Concentrated, ½'s, 1 doz. in box	2 40
" ½'s " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb	0 35
Smaller quantities	0 37

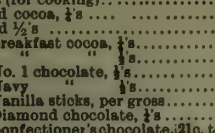
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., $ 90
½ " " 4 " "	" 2 40
½ " " 2 " "	" 4 75
1 " " 1 " "	" 9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

	Per lb.
Breakfast cocoa—	
5-lb. screw cap cans, 10 cans in case, 42c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 42c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 42c.	
6 lb. boxes, 12 boxes in case, 1-5-lb. tins, 43c.	
12-lb. boxes, 6 boxes in case, 45c.	
Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 35c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 35c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 36c.	
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs., 38c.	
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs., 38c.	
Milk chocolate—	
50 5-cent pieces to box, per box	$1.75
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs. in case, ½-lb. tins, 30c.	
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs. 30c.	
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs., 26c.	
6-lb. " 12 " " ¼-lb. " 26c.	

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

	Per lb.
Packages—	
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	0 26
1 lb. packages	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ½ b. "	0 27½
½ lb. " in 5 lb. boxes	0 [illegible]
½ lb. " "	0 29
¼ lb. " in 5, 10, 15 lb. cases	0 30

	Pails.	Tins.	Bbls.
Bulk—			
In 15 lb. boxes.	15 lb. pails and 10, 25 and 50 lb.		
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 25	1 35
"Challenge" brand (4 doz.)	4 30	1 10
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 85
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 [illegible]
Duchess	0 [illegible]
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON

	retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 [illegible]
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15

THOMAS WOOD & CO.

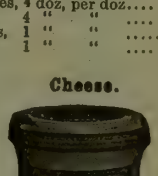
"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.		1 75
10 " " 4 "		3 00
Rep. quarts, 1 "	"	6 50
Imp. " 1 "	"	9 00

Cheese.



Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities
for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Grey Nun Street, MONTREAL

Genuine Goods Mean More Money !

Some "fruit essences" have been found, upon analysis to be made from anything but real fruit. One feature which distinguishes

Shirriff's Highly Concentrated
PURE FRUIT ESSENCES

is that they are absolutely pure fruit essences. Why not write us about profits?

Imperial Extract Co., 18-22 Church St., Toronto

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 10

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 3 and 2 pails in crate, per lb.	0 07½
7 and 14-lb. wood pails, per lb.	0 07½
30-lb. wood pails "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07½
30-lb. wood pails "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10½
½-bbls.	0 10½
Tubs, 60 lbs	0 10½
20-lb. Pails	2 18
20-lb. tins	2 08
Cases 3-lb. "	0 11½
" 5-lb. "	0 11½
" 10-lb. "	11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D ½-lb. tins, per doz.	0 85
1-lb. tins "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
½-lb. tins, per lb.	$0 25
¼-lb. tins "	0 23
1-lb. tins "	0 23½
4-lb. jars, per jar	1 20
1-lb. jars "	0 25
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WOCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.	0 90
Pint " 3 doz.	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " (30 1-lb. " / 60 ½-lb. ")	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" black, "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch

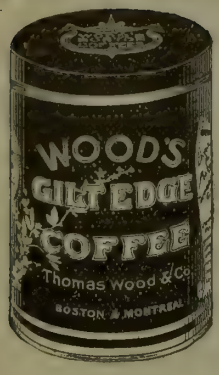
EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs	0 06½
Benson's enamel, per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 06½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 35

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60

IT'S THERE



Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn— 1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn— 1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch— 1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

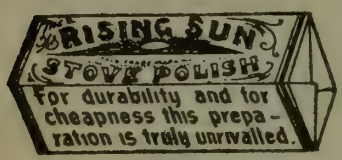
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Akron Gloss 1-lb. packages 40-lb.	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 70 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thos. J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 19	$0 25
Blue Label, ½'s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½'s	$ 0 35	$0 50
Blue Label, 1-lb. and ½'s	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½'s	0 20	0 25
Japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 22	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's and ½'s	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1 s and ½'s	0 42	0 60
Purple Label, ½'s and ¼s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 160 ½-lb.	0 35
" " 320 ¼-lb.	0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ½s	0 55	0 80
" " ¼s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 2½	0 30
" " ½ lbs.	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	$0 20
" " ½-lb. "	0 21
Blue Label, retail at 30c	0 24
Green Label. " 40c	0 28
Red Label, " 50c	0 35
Orange Label, " 60c	0 42
Gold Label, " 80c	0 55

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes	$ ....
" II 40-lb. boxes	....
" III 80-lb. boxes	....
EMD AAA Japan, 40 lb "at	....
" AA 40 "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb.	....
" V 80-lb. "	....
" XXXX 80-lb. boxes	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 30-lb. "	....
"Condor" XX 80-lb. "	....
" XX 30-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets	
Green Label, ⅛s, ¼s and ½s 60-lb. cases retail,	0 20 at 0 25
Grey Label, ⅛s, ¼s and ½s, 60-lb. cases retail	28 at 0 30
"Condor" Ceylon black tea in lead packets	
Yellow Label, ⅛s and ½s, 60-lb. cases retail	0 26 at 0 35
Blue Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 30 at 0 40
Red Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 34 at 0 50
White Label, ⅛s, ¼s and ½s, 50-lb. cases retail	0 40 at 0 60
Black Teas—"Old Crow" blend—	
Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 per lb.	0 35
No. 2 "	0 30
No. 3 "	0 25
No. 4 "	0 22
No. 5 "	0 18

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20	75 00
Cut tobaccos.	
Petit Havana, ⅛, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " ¼-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality	$0 ½½
Condor, pure distilled	0 30
Black Swan	0 27½
Old Crow	0 ½½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony, per doz.	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single.
5 gross loose, per case	0 55	0 57
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S

Machine-cut Mixed Peel

in ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme
Montreal and Toronto

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Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
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Acme Can Works, Montreal

Cash Sales Books.
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American Computing Co., Indianapolis, Indiana.
Computing Scale Co., Toronto.

Concentrated Lye.
Gillett E. W., Co., Toronto.

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Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.

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Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
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MacLaren Imperial Cheese Co., Toronto
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Bradstreet Co.

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Atlantic Fish Co., Halifax, N.S.
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Leonard Bros., Montreal
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Foreign Importers.
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Fruits—Dried, Green, and Nuts.
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Dawson Commission Co., Toronto.
De Ybarrondo, J. V., & Co., Bordeau, France.
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Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
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Goodwillie's—Rose & Laflamme, Montreal
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This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

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HAMILTON, - ONTARIO

STONEWARE JARS

of every description and size.

Special shapes to order.

The TORONTO POTTERY CO.

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are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

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JOHN OAKEY & SONS, Limited

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Every Grocer can supply her with

"Cow Brand" Baking Soda

and by doing so satisfy every requirement of the article wanted.

"Cow Brand" Baking Soda is the purest, strongest, cleanest, most uniform and perfect baking soda put up.

NOTE.—It is only put up in **packages.**

Every Jobber can fill your order.

CHURCH & DWIGHT

Manufacturers

MONTREAL

MINCE PIES

MADE FROM

Wethey's Condensed Mince Meat

are what your customers want.

Have you got this line in stock?

Every day you are without this Mince Meat you are losing profits you might just as well have.

It is a ready seller.
It is a steady seller.
It is a repeat seller.
It sells when other brands do not sell.

All Jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED

ST. CATHARINES

"EMPIRE" Brand

For Christmas and Holiday Trade

This notice is a reminder to you that as in former years, we carry the most complete and best assorted stock of Christmas and Holiday fruits in the land.

We have the best quality and brands of

Raisins **Figs**

Currants **Dates**

Prunes **Malaga Raisins**

Full stocks of all these

Don't hesitate to use our
4 free phones

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON, - - - - ONTARIO

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 29, 1907. NO. 48.

More Grocers Than Ever
are handling . . .

Robinsons' Patent Barley

Those who study their customers' necessities are enthusiastic in pushing this line. It is a Food pure and simple. It pays a good profit.

Write for sample package and particulars.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, Montreal

GROWING IN POPULAR FAVOR DAILY—
The healthful and nourishing qualities of

"Crown" Brand Table Syrup

Made from Corn

PUT UP IN TINS

2-lb. tins—cases 2 doz.
5 " " " 1 "
10 " " " ½ "
20 " " " ¼ "

Also in Brls., ½ Brls Kegs and Pails

Freight paid on 5 cases and over to all railway stations east of North Bay.

are being appreciated by all families using it. As a seasonable line, bring it forward NOW.

Ask and get "Crown Brand" from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

We want the retail trade to understand that they can get any lines of Crosse & Blackwell's goods they require by turning in an import order through a wholesale house.

Crosse & Blackwell, LTD.

"Purveyors to the King"

AGENTS:

C. E. COLSON & SON

MONTREAL

Codou's

¶ The faultless product of a faultless factory—a factory whose seventh time enlargement is due entirely to

The Satisfaction of Unvarying Quality

It's the old story of the success that comes to those who live up to an ideal standard—the highest.

Macaroni

Taylor's

¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

"Thistle"

¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - Montreal

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON.

A. R. McFarlane — Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad. Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT
BARBADOES MOLASSES
RAISINS
CURRANTS
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
TORONTO

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

TORONTO.

TAPIOCAS
Medium and Seed Pearl
Spot and for Import
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

VANCOUVER

RAY & WINDLE
Manufacturers' Agents and Commission Brokers
330 Homer Street, VANCOUVER, B.C.
Fruit and Produce Exchange of B.C.
Representing Dry Salters Limited, Montreal.
" R. S. Hudson's Dry Soap, Hull, England

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

M. B. STEELE
Wholesale Commission Merchant and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References.

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WINNIPEG, MAN.
CARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Balentine St.
Correspondence Solicited.

ELSOM & WHITLOCK
MOOSE JAW, SASK.
Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

(Continued on page 4.)

Only Three Weeks Selling to Xmas—

Our Stock is complete in every particular—We were never in a better position to cater to your requirements — Our prices are right— Our values are not equalled in the Trade—

NEW NUTS IN STOCK—

Our first shipment of—

TARRAGONA ALMONDS
SICILY and BARCELONA FILBERTS
GRENOBLE WALNUTS
WASHED BRAZILS

You should see our line of

FANCY FRENCH FRUITS—

GLACE and CRYSTALIZED CHERRIES
FANCY ASSORTED CRYSTALIZED FRUITS
—Boxes 8¼ lbs. Also fancy 1-lb. Boxes

The World-famous Madame Dumains'

BAR-LE-DUC JELLY RED and WHITE —

In fancy glasses.

A particularly good line are

JACOB'S IRISH BISCUITS—

In fancy Japanese Glove Boxes
" " Handkerchief Boxes
" Tin Biscuit Barrels

PASCALL'S CONFECTIONERY

In fancy glass bottles is just the line for Xmas Trade—Lemon Barley Sugar, Assorted Barley Sugar, Satines, Golden Maltex.

We are quoting exceptionally low prices on all kinds of

DATES——FIGS——RAISINS

Letter Orders—Receive Prompt Shipments and Lowest Prices.
Don't delay—Order now

THE EBY, BLAIN CO. LIMITED

The House for Fancy Groceries

TORONTO

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
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Correspondence Solicited

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Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada:
Highest references and financial responsibility.

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

STUART WATSON & CO.
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WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES MATHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.
We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

COMMON SENSE

KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.

TRADE WINNERS.
Pop Corn Poppers, Peanut Roasters and Combination Machines.
MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.
KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT
Special Attention to Advertising

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
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Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

If you are a subscriber of CANADIAN GROCER, you can insert a notice free in

CANADIAN MACHINERY
TORONTO MONTREAL

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

EDUCATE YOUR CUSTOMERS TO LOOK FOR THIS SEAL

It's our guarantee of Quality

CANADIAN CANNERS, LIMITED

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

"CERTAINTY"

is what we all want in business. But how often are we sure of it? Seldom, 'tis true. The phenomenal success of "SALADA" is based on CERTAINTY. To handle a Tea which SELLS READILY, the SALE of which is ABSOLUTELY GUARANTEED, in which there is NO DEAD STOCK, NO CUTTING IN PRICES, NO SELLING BY PEDLARS, NO LOSS IN INTEREST, NO FREIGHT TO PAY,

MEANS SELLING

"SALADA." We have the Confidence of the Public back of us, for they know that for Unexcelled Quality, Flavor and Purity "SALADA" has no Equal. The proof of its Superiority over all other Teas is in its Enormous and Ever Increasing Sale. Will you let us demonstrate to you that the one Tea that will satisfy all your customers first and last is

"SALADA"

Write — TORONTO — MONTREAL

Camp Counsels.

YOUR CUSTOMERS KNOW what they want when they ask for

"Camp"

COFFEE

They desire a beverage that is quickly and easily made, economical in use, invariably delicious in flavour and fragrance. Such, and such alone, is "CAMP" Coffee. See that they have it!

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW

Agents: **ROSE & LAFLAMME**
MONTREAL.

Quality and Purity march hand in hand in

STERLING
BRAND
PICKLES

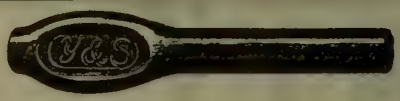
Everything that enters into them is absolutely pure, and the most careful methods of manufacture are used.

The grocer, who handles Sterling goods, can command the finest trade of his town.

Buy from your jobber or order direct from the manufacturer.

The T. A. LYTLE CO.
Limited

TORONTO - CANADA



Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
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Montreal Depot, 322 Notre Dame St. East.
J M. BRAYLEY, Agent.

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

C. E. Paradis. - -	Quebec.	William Forbes, - -	Ottawa.
C. DeCarteret, - -	Kingston.	Geo. Musson & Co., -	Toronto.
J. W. Bickle & Green'ng, -	Hamilton.	G. H. Gillespie, - -	London.
Carman Escott Co., -	Winnipeg.	R. G. Bedlington & Co., -	Calgary.
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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Shelled Almonds

Valencias and Jordans

Cluster Raisins

From Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva

Malaga, Spain

ROSE & LAFLAMME
Montreal and Toronto

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME
AGENTS
Montreal Toronto

THE TIN AND THE TEA

A writer in the "Canadian Grocer" says: "Don't you know that tea is sensitive to the odors and the conditions surrounding it? It will absorb the smell of onions in less than 24 hours. It loses its flavor when exposed to the air."

Of course we know it. We knew it years ago. Hence our perfect TIN for holding it until the buyer is ready to brew out the delicious liquid of

LIPTON'S TEA

Over 1,000,000 packages sold weekly

THOMAS J. LIPTON

Canadian Office: 75 Front St. East, - - - Toronto

GROCERS GALORE

have profited and are profiting to-day, by handling our goods. Are **you**? Have **you** ever considered it worth **your** while to inquire about us? **Now** is the time to do so. Our

Pure Tomato Catsup

Pure Cider Vinegar

and

Pure Apple Juice

for drinking purposes;

are the leaders in the field. They cannot be equalled—much less excelled—for absolute purity and deliciousness of flavor.

We want to hear from you

The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE - - ONTARIO

New Grenoble Walnuts
New Shelled Almonds
New Raisins
Currants, Etc.

Shipments now on hand. We guarantee delivery when you require the goods. Our quotations will interest you.

Our Circular FREE

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

HAYCASTLE

and PARADISE

CURRANTS

The choicest growths from the most favored Districts in Greece.

We have new selected **Valencias** in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

We Have No Fear

of the pure food inspector. On the contrary, we welcome his advent, because with every visit of an inspector to our factory it is again demonstrated that

Old Homestead Brand Canned Fruits and Vegetables is Peerless for Perfect Purity

Purity and the perfect preservation of natural fruits and vegetables in all their deliciousness, are the corner stones of our outstanding success. When you sell a customer a can of Old Homestead Brand you may rest assured that his satisfaction with his purchase will be complete.

Why not handle the purest and best brand of Canned Goods? It cannot help but pay you. Your jobber is always prepared to ship Old Homestead Brand.

The Old Homestead Canning Co.

Picton, Ontario

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

LEA'S

The Pickle with the Home-Made Flavor

We are offering a Sweet Mustard Pickle in bottle and bulk of excellent quality which has been pronounced by connoisseurs to be one of the finest Mustard Pickles ever offered to the Canadian trade.

Try a small lot, and your sales of Mustard Pickles will astonish you

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

Clover Leaf Salmon

1s Tall, 1s Flat, 1/2s Flat. New Goods.

We have a limited quantity unsold

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Windsor Salt

There wasn't a cent's worth of Windsor Salt found in the stock of John Smith, the grocer, who failed last week. Way up on the shelves, though, were no less than six different kinds of salt under various names—every package, box and bag of it was dirty and fly-specked.

Seems as if ***every successful*** retail grocer in Canada sold Windsor Salt—grocers who are not tempted to buy "just as good" kinds for the saving in price. Poor John Smith was tempted too far! No Windsor Salt for him—rather have dirty salt, salt that cakes, salt that's not all salt, salt sold for its attractive name—than the pure white, dry salt crystals of Windsor Salt.

THE CANADIAN SALT CO., LIMITED
Windsor, - Ontario

E. T. Grocers!

Consider the Money You Can Save

Buy in Montreal, Quebec, Halifax if you like—if you have money to burn.
If you are out to make larger profits—Buy in Sherbrooke from us.
You Save Freight—and as we have a full assortment of grocery lines you get the best prices and the goods are first-class.

Drop us a line and we will explain further.

T. A. Bourque & Co., Reg., Wholesale Grocers, Sherbrooke, Que.

Fact--Incontrovertible Fact--Our Proof!

We indulge in no flight of fancy—overlook no small detail of strict truth—when we declare that

E. D. S. Brand
JAMS and JELLIES

are absolutely without a peer for Purity and Flavor. Government documents, obtainable by anyone, prove beyond the shadow of a doubt that this famous brand is the leader of leaders. You are sure of a customer's lasting trade if you sell him E. D. S. Brand.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

Most Women ask for Bee Brand

BEE BRAND Jelly Powders have taken hold wonderfully, and wise grocers who have recognized this are selling great quantities and reaping profits.

The flavors chiefly in demand are:

Strawberry ***Raspberry***
Lemon ***Cherry***
Pineapple ***Nutto***

But we have others if you want them.

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - **MONTREAL**

Pure Food is Essential to Good Health

Wagstaffe's Fine Old English Mince Meat

Guaranteed absolutely Pure.
The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

ESTABLISHED 1841

Old enough to have the benefit of the experience of a lifetime but strictly up-to-date in every particular.

NELSON'S

Brooms have been offered to the trade in Canada for well over half a century and at no time has their reputation stood higher or their distribution covered as wide an area as at the present time.

"PANSY" BROOM

wears longer and gives better satisfaction than any other broom on the market to-day.

We make some lines that are larger and some others with more expensive handles, but the "Pansy" is the correct size for family use and the material and workmanship are

Absolutely the Best

that can be procured.

If you have not already stocked them a sample order will convince you.

H. W. NELSON & CO., Ltd.

Office and Warehouse
92 Adelaide W.

TORONTO

Factory,
17 to 21 Jarvis St.

COCOANUT
Has Been Scarce of Late

We have however just landed several cars of Prime Jamaica Cocoanuts and our entire Cocoanut Department staff are busy working day and night to get it ready for your Christmas trade.

SEND IN YOUR ORDERS NOW

THE ROBERT GREIG COMPANY, Limited
TORONTO

The Government Reports "Pride of Canada" Absolutely Genuine

Over forty samples of our "Pride of Canada" Maple Syrup and Maple Sugar were collected by Government Inspectors from grocers all over Canada, and were forwarded to Ottawa for official examination.

The Government analysis proved **every one** of these samples **genuine.**

Remember! Samples collected **in every part of the Dominion. ALL PURE.**

Quality wins out!

Maple Tree Producers' Association,
Waterloo, P.Q.

Mr. Grocer—

Your aim is big profit and satisfied customers. In the Coffee line you get both when you sell

TRADE

KAISER Malted Health COFFEE

MARK

Guaranteed 100 per cent. more healthy and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 pounds in box.

Order from your jobber.

THE KAISER MANUFACTURING CO.

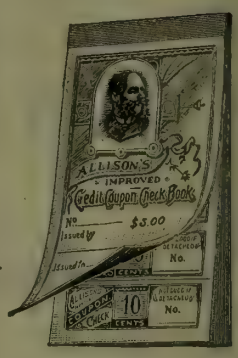
Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Allison Coupon Books

Eliminate the Non-essentials



Many a business man is so loaded down with details that his really important problems can receive only secondary consideration.

This condition is overcome in any mercantile house by the adoption of the **Allison Coupon** system. With it, accounts are kept better and more accurately, at about one-tenth the usual cost.

THE PLAN

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO

Canadian Agents

SHOE BOILS
Are Hard to Cure, yet
ABSORBINE

will remove them and leave no blemish. **Does not blister** or remove the hair. Cures any puff or swelling. Horse can be worked. $2.00 per bottle, delivered. Book 6-C Free.
ABSORBINE, JR. for mankind, $1.00 per bottle. Cures Boils, Bruises, Old Sores, Swellings, Varicose Veins, Varicocele, Hydrocele. Allays Pain

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

Buy Herbs Now

Do not leave the buying of your herbs until the last minute. See our traveller and his samples.

Sage, Savory, Mint, Thyme, Marjoram, etc.

In ¼-lb. air-tight tins, and in bulk. All guaranteed superior herbs.

S. H. EWING & SONS

96-104 King St., Montreal — Phones Bell Main 65 and 155

20½ Front St. E., Toronto — Phone Main 3171

Currants Raisins Walnuts
Almonds Filberts Figs

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC **Montreal** **OTTAWA**

JAPAN TEAS

are the best, and cannot be imitated for their distinct character and delicate aroma. Prices remain unchanged with rather a stronger tendency. The season is now closing and mail just received brings advices of shipment to me of a few parcels of desirable teas, being my last for the season.

SHAW T. NISHIMURA, Sole Agent

55 St. Francois Xavier Street, MONTREAL

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

The PERFECTION CHEESE CUTTER

This Cutter has been giving complete satisfaction for over four years to **many thousands of Retail Grocers.** Any one of them will tell you **"it paid for itself in the first ninety days"** in time, accuracy and the saving of scraps. **You sell all your Cheese and make an absolute profit** of as much as you desire. **It attracts and satisfies a new Cheese trade.**

Be sure you are getting a **Perfection. There is no other as simple, as accurate, or as good.**

Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA
18 and 20 Mary St., HAMILTON, Ont.

A PAYING INVESTMENT

for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

"Non-Pareil Oil"

Highly Recommended by

Leading Bakers and Confectioners

The most Economical and Satisfactory Oil

Kentucky Refining Co.,
Incorporated
Louisville, Ky.

J. M. BRAYLEY, Manager Montreal Branch,
322 East Notre Dame Street,
MONTREAL

Samples and prices on application. Phone Main 3938.

TRADE MARK KEYSTONE BRAND REGISTERED

BROOMS

The fact that our output has

Doubled in One Year

is convincing proof of the quality of

Keystone Brand Goods

Stevens-Hepner Company
Limited
Port Elgin, Ontario

I Offer

French Shelled Walnuts

Perfect halves and broken. Shipment from December, 1907, to June, 1908.

600 Bags, Specially Fine

Spanish Peanuts

for Prompt Shipment

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases.
Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

BANISH "BLUE MONDAY"

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

THE N. K. FAIRBANK COMPANY, Montreal

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

"Balmoral"
Reg'd.

Scotch Marmalade

New Season's ready in a few days.

The name **"BALMORAL"** on a jar of Preserves or Marmalade means **Purity.** Order a trial lot to-day, you'll find it's the right line. There's money in it for you.

Prices and particulars that will be of interest.

J. W. WINDSOR
Montreal

IN STOCK—FANCY EVAPORATED

APRICOTS

25 lb. BOXES.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

From 25 to 49 Raisins.

Why you should purchase

ROWLEY'S

Finest Selected Valencia Raisins

Count the number of RAISINS in a pound of other brands, then count ROWLEY'S and you will find they run the above number of RAISINS in a pound less than other packers best grades. You might as well purchase S. BODI BRAND Selected Valencias at less money and get the same fruit as other packers use for their finest brands.

Rowley's Valencia Shelled Almonds are the same. We Pack Both
Rowley's Seedless Valencias are Seedless.

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents: **Wm. C. Christmas, 22 St. Francois Xavier St., Montreal**
Eugene Moore, 402 Spadina Avenue, Toronto
Crant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

CHRISTMAS WANTS PROMPTLY FILLED

We have just received a large shipment of

New French Cherries
Olive Oil

Crystallized { **Rose Leaves** / **Lilacs** / **Violets, etc.**

For decorative purposes

direct from **MARTIN FRERES**, the celebrated French dealers.

SHELLED ALMONDS

CACHEW NUTS from Ceylon

We are also agents for

DE FORNEL & CO'S famous

SHELLED WALNUTS

The largest NUT firm in the world.

LET US KNOW YOUR WANTS EARLY

W. P. DOWNEY, 26 St. Peter Street, MONTREAL

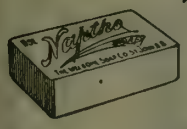
Burlington Brand
Canned Fruits and Vegetables

require little pushing after you have once got a customer to buy a trial can. The goods are so uniformly excellent, that every can is a most effective advertisement for the brand. It is also a most effective advertisement for you, because the customer remembers that you provided him with it; and he will unfailingly recommend the brand—and you as a seller of it—to his friends.

It is really worth your while to inquire about Burlington Brand

THE BURLINGTON CANNING CO., LTD.

BURLINGTON, ONT.



Naptha SOAP

MADE IN CANADA

In every walk of life there are men who stand out prominent among their fellows. They possess something which distinguishes them from all the rest.

It is so in things that men produce, as for instance, Laundry Soap; the public are quick to recognize the best from the second best or lower grades.

NAPTHO IS A SOAP that was bound from the first to be successful because it possessed just those qualities which make it stand out above others.

The Welcome Soap Co.
Limited
St. John, - - N.B.

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS TORONTO

Second to None

Essex Tomatoes have a country wide reputation as the best to be had in canned goods. Everybody is asking for them, and we've no more to sell.

Essex Pumpkin is just as fine in its way and will surprise those who think Canned Pumpkins are all alike.

Grocers who want the better class of trade should sell Essex goods.

The Essex Canning and Preserving Co. Ltd.

28 Wellington Street E., TORONTO, Can.

FACTORY AT ESSEX, ONT.

Our Success is Your Success!

2 in 1

SHOE POLISH

is undeniably the most successful shoe polish ever marketed, for several reasons. It is moderate in price; it is convenient in handling; it is thoroughly satisfactory as a shoe shiner; and possesses the unique merit of being a preserver of Shoe Life.

That's why you find 2 in 1 so easy to sell. How is your stock now?

The F. F. Dalley Co. Limited

HAMILTON, Canada BUFFALO, U.S.A.

Stock the Best.

"KIT" COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St. Ontario, A. E. Bowron, 18 King William St., Hamilton; Winnipeg, Mason & Hickey108 Princess Street.

Tartan BRAND

SIGN OF PURITY

CHRISTMAS SUPPLIES COMPLETE

OUR TRAVELLERS HAVE ALL DETAIL

RAISINS, VALENCIAS—All finest grades, no trash.

CURRANTS—Finest Filiatra Cassalina Patras and Vostizzas.

FIGS—All sizes Pressed and Pulled, finest quality. Also Mats of Comadra, bags and boxes Naturals.

PEELS—Finest Drained Caps and Candied.

DATES—New Hallowees and Fards.

NUTS—Shelled Valencia and Jordan Almonds.

SULTANAS—Fancy, extra bright and fine qualities.

MINCEMEAT—Wagstaffe's fine old English.

PLUM PUDDING—Wagstaffe's cannot be excelled. Packed in 2-lb. and 3-lb. porcelain crocks.

Your Mail Orders will receive spontaneous attention.

PHONE *596*. FREE TO BUYERS

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

MATHEWSON'S RED VICEROY SALMON

Price $1.75 dozen

This salmon carries our personal guarantee to be equal to anything on the market. Every tin contains

The Choicest Red Salmon Procurable

We solicit a trial of this most excellent brand

Mathewson's Sons

WHOLESALE GROCERS

MONTREAL

"Profit in Everything You Sell"

should be the grocer's motto.

The Profit on Our Matches

is a very large item in your business. Besides a larger profit we save you money in freight charges—a large factor in a year's business.

Write for prices, etc.

The Improved Match Co.,

Limited

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

A SOAP WITHOUT AN EQUAL

At anything like the price, our

Mother's Delight

stands out as a leader which you can confidently recommend and which it will pay you to push. We also make several other lines at popular prices and profits.

SAVON FRANCAIS, C. PAGNEULO, Manager, MONTREAL

Factory: 1653 Notre Dame Street East.

"Imperial Brand" Maple Syrup

is sold by grocers who are wise in knowing a good thing. — Do you?

Put up by

Imperial Syrup Co.

Montreal, Winnipeg, Calgary, Edmonton, Vancouver

Sell The Best

That's the idea that wins—that will make you successful—that will bind your customers to you. Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package). Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.

J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

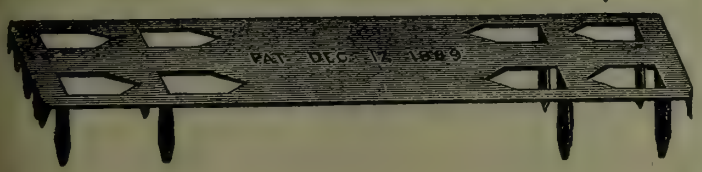
CANADIAN GROCER

Montreal and Toronto.

You know much depends upon the Coffee you sell. Every pound must be satisfactory.
CHASE & SANBORN'S grades are especially selected to please your customers.

CHASE & SANBORN
The Importers, - - MONTREAL

WARMINTON'S CLUCTH NAILS



The best device on the market for Repairing and Strengthening Boxes. You know **them**. If not, **try** them. Stock up for your fall trade.

Samples on request.

J. N. WARMINTON

43 Scott St., Toronto. **207 St. James St., Montreal.**

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

New Valencias all grades.

New Currants, cleaned, in cases, half-cases and 1 lb. Cartons.

New Japan Teas, bought at last year's prices.

1 car New Red Salmon, just arrived, at $1.50.

1000 brls. choice No. 1 Herrings, at bottom prices.

WRITE FOR QUOTATIONS

William Galbraith & Son

It Pays Every Grocer to Handle Our TEA

WHY ?

Because it has been so well advertised and its **QUALITY** is such that it is in constant demand.

"MELAGAMA"

will give you a **QUICK** Turn-over and show **GOOD PROFITS,** as per Price List on last page.

Write for samples of our **BULK TEAS.** One hundred lines to choose from, bought on the cheapest markets and

CAREFULLY SELECTED BY EXPERTS.

MINTO BROS., - TORONTO

EXCEPTIONAL VALUES IN CHRISTMAS GOODS

Housekeepers will from now on be asking for Dried Fruits of all kinds, including Raisins and Currants, Peels, etc., etc. Your stock should be complete. If it is not, see our travellers' samples. We have the finest fruits at interesting prices.

"SIGNAL" JAPAN TEAS

New shipment due. Finest cup quality. Prices right. Order early. Also some choice "Signal" Black and Green Ceylon Teas.

"QUICK NAPTHO" SOAP

Since we have been appointed district agents for this first-class cleanser we have booked numerous orders. Have we yours yet ?

HUDON & ORSALI

WHOLESALE GROCERS

259 St. Paul Street, MONTREAL

SPICES

When preparing for Christmas trade do not overlook the Spice business, we have the best lines on the market, the

Red Feather and Majestic

Our travellers have full information.

JAMES TURNER & CO., Limited

Hamilton, Ont.

Oyster Facts

Sealshipt Oysters are shipped in sanitary steel, which is sealed at the beds. This case is air-tight, water-proof, dirt proof, germ-proof.

Sealshipt Oysters are never bloated by soaking in water. No ice or water ever touches them. The ice is packed outside of the sealed case.

Sealshipt Oysters are guaranteed to be absolutely free from preservatives—none are needed, as the oysters are never exposed to air or water.

Sealshipt Oysters retain the piquant half-shell flavor, the delicate tang, the smooth firmness, the nourishing quality and the natural color.

For full particulars, address

National Oyster Carrier Co.

KENOSHA, - WISCONSIN.

Sales Manager Wanted

for leading Canadian Wholesale House, one capable of taking charge of the selling, organization and directing the advertising.

Highest salary will be paid to the right man.

Send applications to the

Canadian Grocer
Toronto

Keep the Store Bins Closed

Pertinent Ideas as to What the Retail Grocer Ought Not to be—Cleanliness in Every Department and Provision for Modern Methods of Handling Goods Necessary in the Grocery of To-day.

In a recent issue The Grocer reproduced an article from a series in the Woman's Home Companion on "Cleanliness in the Grocery." The paragraphs following are taken from the second of the series. All the conditions spoken of herewith may not exist in Canadian groceries, but it is safe to presume that a good many of them do, though we do not believe that many stores into which this paper goes would for a moment countenance the existence of the disagreeable things which are mentioned. The article will be valuable, however, as conveying ideas of what a Canadian grocery ought not to be, and may give some hints from which a good many of our readers may benefit.

To the Consumer.

"How can we secure clean, sanitary groceries ?"

The question was addressed to Bayard C. Fuller, chief of food inspection, Department of Health, city of New York.

"By implanting in the hearts of unclean grocers the fear of God, which, being interpreted, means fear of arrest and punishment," was his prompt reply.

Again the question was addressed to the manager of a model grocery store.

"By educating the housewives of America to visit their groceries in a critical, observing frame of mind, to demand cleanliness in the store, its owner or manager and his assistants, and to make cleanliness a possibility by treating the grocer and his clerks in a businesslike way."

Both replies are correct. Both remedies are practical in either the large or the small city. Every city, every town, every hamlet that is incorporated and has a municipal, a borough or a village government has its department of health. The degree of authority invested in the department of health or the individual health officer varies in different cities and towns.

Generally speaking, however, a health officer can bring about the following reforms: He can condemn and destroy over-ripe, decaying fruit and vegetables, also dried fruits that are wormy and infested with parasites of any sort. He can order a filthy cellar cleared of all decayed matter and then properly whitewashed. He can order all bins containing food to be supplied with covers. He can order dirty counters scrubbed. He can insist that proper receptacles be supplied for sputum, and can see that these spittoons are kept clean. He can order the display of green vegetables and fruits to be raised to such a height that no dog can commit a nuisance upon them. And he can see that butter and cheese are kept in refrigerators or coolers that are absolutely free from bacteria.

What the Housewife Can Do.

Every woman is a power for food cleanliness, whether she boards a street car and hurries down town to attend a grocery sale of a much-advertised department store in a bustling city, or rides across the plains, five, ten or fifteen miles, in a spring wagon or buckboard to do her trading at one of the two general stores of which the county seat may boast.

The health officer cannot force the grocer to provide oiled paper with which to handle butter, cheese, etc., when cutting and weighing it, but the housewife can, by going to a store where oiled paper is used. He cannot force the grocer to supply his clerks with running water, a decent sink or basin and clean towels for wash purposes, but the housewife can, if she insists on clean hands. He cannot force the grocer to equip his store with the proper scoops and forks for ladling out foodstuffs, but the housewife can, by refusing to trade with a man who digs out prunes, pickles and mackerel with his hands, and wipes the accumulation of filth off on his already overworked and discolored waiting apron.

Value of the Inspector.

Call him what you will, health officer or inspector of foods, the man who thrills the heart of the untidy grocer with "the fear of God and imprisonment" is a power for good in every household. He is often the one thing that stands between the household and wholesale poisoning, trichinosis, ptomaine and all the train of evils which follow unsanitary food conditions. He does the work which every individual housewife should do, which thousands of housewives are either afraid to undertake or are too lazy to do—and that is, detective work, whose influence reaches the family kitchen and saves the family health.

Follow one of these food inspectors through a crowded but thrifty section of a great city. In front of a store where groceries and green goods are sold he pauses. His trained glance has caught behind the tray of sound scarlet tomatoes a basket used apparently to prop up the tray. In reality he finds that it is filled with half-rotten tomatoes, which some "thrifty" housewife on bargains bent will purchase to cut up for soup, or, perhaps, after cutting away the best parts, to serve raw to her unsuspecting family. This arouses his suspicion regarding the entire store.

He darts inside and catches the proprietor of the shop by the apron strings. The man is sneaking into a back room with a huge tray of bread, cake and pies which have been uncovered and exposed to dust and dirt on top of a filthy glass case.

Next he makes a quick move in the direction of the tumble-down refrigerator. As he opens the door a most unpleasant odor salutes his nostrils. Cockroaches and water bugs run this way and that. The pipe is clogged up, and the water has settled in a slimy pool beneath the rack. He gives orders for the necessary cleaning—and there his power ceases. He cannot force that grocer to remove his filthy shirt and don something half way clean. He cannot order into confinement a great parrot, which goes everywhere at will, perching now on a pile of bacon, now on a bin of cornmeal, now on the edge of a barrel of bulk pickles. He has forced the grocer to provide covers, but he cannot stand over him and see that the covers are kept in place; nor can he condemn a pet that the customers of the store seem to like, even though it flits at will among the bulk food that later is served on some one's table.

In another store a thrifty grocer has pressed into service his slovenly-looking wife. A customer at the delicatessen counter was debating between sliced corn beef and smoked tongue. While she contemplated the dainties, the wife of the grocer stood with one hand holding the butcher knife ready for action and the other scratching her frowzy head. And when the order was given, the grocer's wife removed her hand from her hair, and without so much as wiping it on her apron, laid it on the huge piece of corned beef. The customer looked like the sort of woman who would have a fern dish on her polished table and hand-embroidered doilies under her plates, but she did not notice, apparently, the slovenly, disgusting actions of the woman who was waiting on her.

"But," you say, "these are scenes in a crowded city with a large foreign population."

The Country Grocer.

That is true. Perhaps your grocer is a man of a different stamp—a self-respecting citizen whom you are glad to know, whose family belongs to your church, whose store, like his home, is sweet and clean and pure. We know such grocers, and we are proud of them. But you may not be so fortunate in all your tradesmen. You may find that your grocer neighbor, after all, is not clean; and then, too, where can you escape the so-called foreign population ?

Come with the writer to two stores. One is in a pretty Connecticut village. This is a hot Saturday afternoon, and suburbanites are pouring into the store. The distracted grocer needs every bit of help he can rally. So his wife comes in, wearing a suspiciously clean shirt waist with much cheap lace adornment above a black mohair skirt filthy enough to stand, like the proverbial painter's towel, quite alone. She brings the children with her, because she is too poor to employ a "girl," let alone a nurse maid. One of the children, a little girl whose curly hair is matted beyond recourse to the ordinary brushing and combing, with hands that suggest mud pies and a pinafore that only the most vigorous treatment could restore to freshness, is happily entertained building a fort with block sugar in one bin. A brother, only a year or so older, in

the same need of bathing and clean raiment, is filling an order for bulk crackers from another bin. The littlest one, a babe just able to sit up and play is lying in a wicker carriage whose pillows and fittings are nothing short of sickening. Suddenly the baby sets up a wail, the mother starts to carry it into a rear room, when an urgent customer appears on the scene, and the baby, arrayed in a single garment, is literally dumped into a big bin of rice, where it sits contentedly digging in the pretty white grains! And this is not an imaginary scene.

"But why," argues a critic, "jump always on the small store?"

Well, we won't! Again make a trip to the store of a large grocer, one of a string of stores under the direction of a well-known firm.

The Large Stores.

The shelves, ostentatiously hung with rather dusty-looking mosquito netting, are half hidden by flamboyant announcements of cut sales, reductions in canned goods, "specials" in coffee and tea, "cuts" in butter and eggs and potatoes. Men are scurrying about the store, clad in long coats that were once white. Customers elbow and shove. Small delivery boys dart in and out of doors. The entire place radiates enterprise, push and run of custom dear to the heart of the modern merchant.

But step behind the counter. Papers are strewn thickly all over the floor, which is slimy almost to the point of being dangerous, and yet the papers are not thick enough to hide the telltale marks of the chronic spitter. From a bin of coffee hangs a dirty rag. It was dropped there by a man who had just filled an order for kerosene. Some other man will look at his wife across the breakfast table, and inquire: "I wonder why this coffee tastes of coal oil?" And she will not know—because she never really knows her grocer or looks behind the counter. Nor does she go back to the refrigerator, where she would find open lard pails next to open butter tubs, and some especially high-priced bacon in the slab next to a freshly cut cheese. Nor does she find her way into the back room, where a hard-pushed delivery lad is sniveling over a fall, the result of stumbling over a big piece of bacon thrown to the floor by a busy clerk.

"These are extreme cases," exclaims a housewife. "I never saw such scenes in the store where I trade. The man who takes my order always looks very nice."

Yes—but what of the man who fills your order? Do you ever look behind the counter, into the refrigerator or the back room?

Look at the slice of cream cheese delivered at your door. Is there a dark gray line just below the rind on either side, becoming fainter toward the centre of the slice? If so, you may be sure that the dirt on the knife used in cutting it has gradually been wiped off on the cheese and absorbed into its creamy body. That means dirty knives in the cheese box or cooler, and dirty knives in one place mean dirty scoops in another.

The Model Store.

Now let us move on to the model or sanitary grocery.

Suppose you start with the grocery section of a large department store.

"Ah," exclaims a champion of the untidy grocery, "look at the staff of clerks you have here! Hundreds where the small grocer has a dozen."

Yes; but where the small grocery has two or three hundred customers in the course of the day, this grocery has from five to ten thousand shoppers on the floor at once. Its floor space covers nearly half of a large city block. And all through those broad aisles are men, women and children buying and sampling and dropping crumbs and papers on the floor. And close on the heels of the shoppers come the sweepers, three of them, armed with long-handled brushes who pace the aisles day in and day out preventing the food samples from being ground into the flooring.

In some departments, such as meats, delicatessen, butter, baked stuffs, etc., the clerks wear white coats and aprons supplied and laundered free by the firm. The girls are encouraged to wear white aprons. The motto of this store is, "Cleanliness Regulates the Volume of Trade."

Another model store inspected was that of a firm which handles only staple groceries, branded goods, perfumes and candy, and no fresh or green groceries save oranges, lemons, imported grapes and grapefruit. In this store, of course, package goods predominate—a fact which adds materially to the cleanliness of the store, the convenience of the grocer, the speed of the service to the customers, and lastly, to the safety of the customers' health. There isn't a woman in the land who would not enjoy spending an hour or two in this clean, sweet-smelling store. Here, with a staff of two hundred and fifty men and boys, ten thousand orders are filled in a day. No spittoons are provided for workers, but at every turn of the rooms or floors where orders are filled are signs. "No Spitting Allowed."

In this store the employe who is a chronic spitter is admonished once, warned once and then dismissed.

Instead of advertisements announcing cuts in groceries, at intervals above all bins and in all the storerooms where orders are filled are signs "Keep Bins Closed."

The twelve-year-old lad who suggested the posting of this sign received an award of two dollars for his suggestion. This firm distributes among its employes bulletins or leaflets, advocating tidiness, cleanliness promptness, courtesy, etc., and offers an award of two dollars for every practical suggestion made by an employe for the betterment of the service or the appearance of its stores.

In this store one boy does nothing but wield the long-handled, soft brush that does not raise dust on the showroom floor. One man does nothing but fill butter orders. He is dressed in white apron and coat, is well supplied with oiled paper, so that his bare hand never touches the butter. Close at hand is running water and a clean towel. Another man washes bottles in which vinegar and molasses as well as bulk liquors are delivered. He has an enormous fresh towel daily, running water of course, and works in front of a gas jet, before which every washed bottle must be held for inspection. Across the aisle from this man is a scouring table, where a brisk colored youth polishes scoops, spoons, ladles, etc.

A Result of System.

Mr. Gerald Byrne, superintendent of a mammoth grocery department in one of New York's largest stores, said: "The clean grocery store, large or small, is the result of system, organization and management. The manager or proprietor of a grocery who will not tolerate personal untidiness or uncleanly handling of goods will soon have a force of capable clean clerks through force of example and fear of dismissal. He can take a raw boy from a dirty home and make a clean grocery clerk, through sheer force of character and training, but you cannot expect the man whose home is filthy to maintain a sanitary, clean grocery. Pick your grocer, as you would your servant, for cleanliness first, last and always."

And the truth of this statement can be seen in your own town, where you can find the model grocer if you hunt for him. Make a tour of the groceries in your own neighborhood. You will be able to choose between clean groceries and groceries of varying degrees of uncleanliness. You will be supplementing the efforts of the health officers, doing your part of the team work, and getting one step nearer to the point where you can say, with truth, "I know my grocer."

TRADE NOTES.

A. H. Mace, manufacturer, Montreal, has returned from an extended business trip to New York.

Jas. S. Keys, who has been conducting a general store at Pinkerton, Ont., has made an assignment.

The general store of J. W. Richardson, Bladworth, Sask., has been taken over by the Bladworth Mercantile Co.

W. J. Bartley, of Bartley & Reid, tea merchants, has just returned to Montreal from a trip to the Canadian West.

Angrignon & Frere, Montreal, have purchased the pork packing business carried on for years by V. Castonguay.

The road race conducted by the Marathon Athletic Club, of St. John, on Saturday, was won by Holmer, of Halifax, with Geo. A. Stubbs, an employe of Bowman & Cole, wholesale grocers, on Water street, second. Holmer's time was 26.31 1-5, and Stubbs', 37.15. The distance was about seven miles, from Renforth to the Victoria grounds, in this city. Stubbs received an ovation from his friends on his excellent showing.

BUSINESS MEN IN PUBLIC LIFE

EX-MAYOR PATRICK HENNESSY, Newcastle, N.B.

One of the most successful business men of Newcastle, N.B., is ex-Mayor Patrick Hennessy. Born in Wexford County, Ireland, in March, 1837, he came to New Brunswick with his father, Michael Hennessy, in 1853, settling on Beaubair's Island, at the confluence of the South-west and North-west branches of the Miramichi and directly opposite Newcastle. There he became apprenticed to John Harley, shipbuilder, with whom he continued till the

EX-MAYOR HENNESSY,
Newcastle, N.B.

latter's failure in 1856. The family then removed to Rosebank (now called Nordin) where they lived for many years, engaged in the shipbuilding industry, which was then a leading occupation in this section. At Rosebank Mr. Hennessy was employed with the well-known master builders, R. Hutchinson and John A. Hawes.

In 1873, Mr. Hennessy removed to Newcastle, where in 1875 he engaged in the grocery and provision business. He has gradually extended his operations until at the present day his establishment is one of the largest on the Miramichi and indeed on the North Shore.

In 1883 Mr. Hennessy became a school trustee, a magistrate and Alms House Commissioner. He is still a Justice of the Peace and chairman of the Alms House Board. He remained on the school board until the town's incorporation in 1899.

He has been an active member of Newcastle Board of Trade for many years, having served as president of that body for about ten years, and still being on its executive.

He was elected to the Town Council in 1900 and was re-elected regularly for several years. In 1906 his fellow townsmen honored him with the highest office in their power, voting him into the position of Mayor. At the close of his term, in 1907, he retired from active civic life, but still takes as keen an interest as ever in the business affairs of his adopted home.

Mr. Hennessy has long been a prominent member of the Ancient Order of Hiberians, and has been highly honored by his brethren of that order.

Mrs. Hennessy who has for many years been her husband's active and capable colleague, was a Miss Bannon, sister of Michael Bannon, another prominent merchant of the same town.

DISSATISFIED WITH NEW LAW.

Hog Raisers in Kent and Essex County Complain of Recent Regulations.

Kent and Essex are just now in the throes of a vigorous agitation against the Dominion Government's new Meat Inspection Act. The trouble is all on account of the otherwise quiet and inoffending hog. The farmers in these two counties have, in consequence of the facilities for raising corn, gone largely into the breeding of hogs. Many hog raisers number their hogs by hundreds. The industry, encouraged by good prices, has grown to large proportions, both live and dressed hogs being shipped from almost every station in the two counties to packers in Hamilton, Toronto, Montreal and other points.

A couple of weeks ago the price of hogs on the local market, live weight, was $6 per cwt. Last Saturday it had dropped to $5. The farmers lay the blame upon the new regulations, which, they declare, have placed them at the mercy of the packers and compelled them to sell their hogs live and at the packers' prices.

The outcry against the regulations has political as well as commercial aspects; local Conservatives availing themselves to the utmost of the opportunity to embarrass the Government, and Government candidates. Nevertheless, the antagonism to the regulations embraces farmers on both sides of politics, is, in fact, universal, rather than political.

The chief objection is raised against clause 35 of the new regulations, which provides that dressed hogs must be shipped to the packing houses with the liver, lungs and other organs intact, in order to facilitate the Government inspection at these places. With respect to this clause, Kent and Essex are in an entirely different situation from all the rest of Canada, east of the Rockies. Here, the winters are uncertain. Zero weather may reign one day and the country be blessed with spring warmth the next. As a result, hog raisers declare that it is impossible to ship carcasses under the new regulations with the certainty of reaching the packers in good condition, the presence of the organs leading, they say, to possible deterioration. Producers have hitherto been accustomed to sell some of their hogs live and others dressed, about half and half being the ratio. Such as were dissatisfied with the live hog prices in November would hold their hogs over till January, slaughter then and sell them dressed. For instance, one farmer last year was offered $490 live weight for his hogs in November. He fed them till January, at a cost of a little over $100, and sold them dressed for $750. Farmers are accustomed simply to turn their hogs into the cornfields, and let them forage for themselves. By the time the field is exhausted, the hogs are ready.

Farmers declare that the new regulations have practically killed the dressed hog trade in these counties; that hogs which could, without the organs, be shipped in perfect safety and with the certainty of reaching the packers in good condition, cannot be shipped now with any such certainty. Hence, hogs cannot be held over with the certainty that when slaughtered and dressed they will not be condemned, even though not diseased. Hence, also, farmers, without the alternative of holding them over to sell dressed, must sell live; and, being compelled to sell live, must sell at the packers' prices. At $5, the price quoted on Saturday, they declare hogs cannot be profitably raised with corn at the present figure. This, in brief, is the logic of the protest against the new regulations.

On Wednesday week there were more hogs weighed at the local market scales than on any one day during the past four years. They totalled 340, making four cars, most of them going to Hamilton packers. All were good quality, the price then paid being $5.35 per cwt. At the same time, dressed hogs were little in evidence. Farmers declare that the fall in prices is due to a glut of live hogs, the feeling being that the new regulations have killed the dressed trade.

Last Saturday, in consequence of the strong feeling of opposition, a public meeting was held here, which was addressed by Hon. Sydney Fisher, Dominion Minister of Agriculture, and Dr. Ward, of the veterinary staff. The Minister explained the causes leading to the passage of the new Act, and accompanying regulations.

Discussion and suggestions were invited from those present, and several farmers presented their side of the case. The suggestion was made that for these counties, where the climatic conditions apparently preclude shipment of the organs to the packing houses, the Government inspection take place at the points of shipment. The Minister promised to take the suggestions into consideration.

E. G. Jones, Toronto, has discontinued his grocery business.

John H. Ledger, Toronto, has disposed of his grocery business to F. Gent.

TO PREVENT FROSTY WINDOWS

Proper Construction and Arrangement for Thorough Ventilation Will Obviate This Difficulty in the Winter Season.

During the winter season frosty windows are one of the greatest bugbears with which grocers in Canada have to deal. While many methods have been tried to obviate the difficulty, only one has seemed to be at all effectual. This is to box in the window so as to keep the warm air in the store from coming in contact with the glass, and then to provide adequate ventilation. Various methods of heating the glass have been tried, but do not seem to prove generally satisfactory.

The following article from the Zenith, the house organ of Marshall Neil & Co., Chicago, treats more fully the methods of preventing frost on the boxed-in windows.

"During the course of the season merchants are confronted with great inconvenience whereby the goods are rendered practically invisible, and consequently cease to attract customers.

In nearly every instance a careful examination of the window will show that the construction of the woodwork casing, position of the window panes or the lack of adequate ventilation is to blame.

On putting in the window panes, whether the framing be of wood or iron, a row of ventilating holes should be provided below, extending all across the window front. These holes should be broad and set low down, but not covered with protecting covers on the outside, since these covers only catch dust and help to stop the draft. The idea is to cause a wide current of air to enter the window so that the same may spread over the whole front of the window; and this is more easily realized with wide holes than by round ones or vertical slits. To prevent an inrush of dust raised by the street traffic or blown about in the summer time, a sliding damper may be arranged inside the window so that the holes may be closed when required.

Above the level of the window panes, but still within the casing of the show window, should be provided hinged ventilator to allow the heated air in the window to escape out into the street. For this purpose a row of holes similar to those underneath the window would be insufficient, owing to the increased volume occupied by the heated air, and on this account the upper opening must must be of larger area in order that the circulation of air inside the window may be intensified. This hinged ventilator must be mounted right at the top of the shop front, and open inwards and outwards, since otherwise it would oppose an undesirable resistance to the outflow of air or divert it, and thus lead to a deposit of mist on the upper part of the window. Furthermore, inlet holes must not be surmounted by a ledge or beading that can reflect the flow of air and allow ice to form; and it is an equally erroneous practice to extend the flooring of the show casing right up to the window, and bore a number of inlet holes through the flooring.

In order to keep the glass free from frost, the inflowing cold air must ascend close to the window panes and escape at the top without hindrance. When this is possible the window will never be dimmed with either mist or frost, since the moisture that would be deposited on the glass is carried away by the ascending current of air the instant the particles of water are formed.

In some cases it happens that although the ventilation is believed to be satisfactory the glass gets dimmed, but this is due to defective construction of the window frames or of the casing. For instance, if the door leading into the show window from the store does not shut quite tight, or there are any cracks or holes in the woodwork the warm moisture-laden air from the store flows into the cooler windows, and a fine dew is deposited on the panes and mirrors. Hence the doors should never be of the sliding type, admitting air and dust, but should open and shut and be beaded and fitted into a rabbeted frame to make them air-tight.

The window lights should be inclosed in glass cases, to isolate them from the actual show space, because in the case of gas the lights would heat the air more rapidly than the ventilator could carry it away, the result being a deposit of moisture on the relatively cold window pane.

Poultry Display—English Provision Shop, Pembroke.

ON PRICE CUTTING.

A new man in business nearly always cuts the price or does things that have a bad effect on the trade as a whole. He suffers as much as the others, but doesn't know why until experience teaches him a severe lesson in the art of doing business on business principles.

The salesman who believes that he can sell goods at a wrong price without his action being discovered by competitors was never more mistaken. Not one buyer in a thousand will keep the secret. He is so proud of his achievement that he will tell the first competitor that comes along all about how he "worked" the other salesman down in price.

It is better to lose some business than to lose the profit on all business. A salesman who has the courage to refuse unprofitable business, seldom fails to get an abundance of business of the right kind in the long run.

Thos. Montgomery, Montreal,, was seen in Ottawa a few days ago.

Mr. Hughes, Bailey Broom Mfg. Co., Kingston, was in Montreal during the week.

John Anderson, with Chase & Sanborn, Montreal, has returned from a successful hunting trip north of Mattawa.

S. W. Ewing, chairman Montreal branch of the Canadian Manufacturers' Association, will be in Ottawa for the meeting of that body next week.

THE CANADIAN GROCER

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The

MACLEAN PUBLISHING CO.

Limited.

JOHN BAYNE MACLEAN - - President

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MAKE COLLECTIONS NOW.

For the past few months the MacLean papers have been advising merchants generally to collect accounts as far as convenient and to get in every cent of cash possible. The prevailing scarcity of money at the present time shows the wisdom of this advice and those who have taken advantage of this, no doubt, find themselves in pretty satisfactory condition financially.

To those who have not yet made a special effort to get their business on a good cash basis we would impress the necessity of doing so at once. Now is the time to make collections. Money is always fairly plentiful around Christmas time, and there is very little to be secured thereafter. A persistent and well-planned campaign should bring very satisfactory results at this time of the year.

Canada seems to be in for a period of more or less dullness in business which may last for a year or longer. With this in view, it is incumbent on business men to retrench in expenses as much as possible. There is no reason, however, with the growth which is bound to steadily continue in this country, why there should be any loss in net income. There are many means of encouraging and carefully extending business so that actual results will be just as satisfactory as in the period of expansion through which we have recently passed.

Now is the time to advantageously get a business on a cash basis. Retailers should only allow monthly credit, and this to customers who have well founded assets or assured incomes.

More attention should be given to the details of business. The little leaks should be hunted up and stopped, better system should be introduced into the different departments, greater care should be exercised in buying, and exact cost systems should be applied with a view to finding out what departments of the business are giving the best returns.

Business may be stimulated by careful, though not extravagant advertising in the local newspapers, by careful window trimming, and more attractive store display. Then again, the best trade papers should be studied for hints which may lead to reduction in expenses or expansion in business.

With Canada's enviable position as regards resources and with the present period of growth, the conditions which are certain to be materially felt elsewhere cannot be very serious or long continued here. It remains, however, for us to take advantage of this by being careful to avoid any contingency and to build up business with all possible activity.

THE COMMERCIAL SIDE.

The Ontario Horticultural Exhibition held recently, should not be regarded merely as an opportunity for the display of the Province's fruit and flowers. It has a far wider purpose, a practical commercial side which is much more important than appears at first thought.

In the first place, the Exhibition and the conventions held in connection with it, attract hundreds of fruit growers from all over the Province. These men come not only to see, but also to learn, and not only in the conventions, but also in impromptu discussions among the fruit displays, under the tutelage of a staff of Government officers, an immense amount of information and interest is picked up. These men are becoming interested in spraying and other forms of culture, and go out among their neighbors emphasizing more and more the importance of growing really good fruit. Again, through the exhibition, growers are beginning to understand how a box or barrel of apples should be packed, a feature that materially affects our export trade. The improvement in methods used is quite apparent from year to year. Further, the general public is becoming impressed with the importance of the industry, and this fact reflects with advantage on the fruit grower. The comparison of the varieties and qualities of fruit grown in different counties is invaluable, as demonstrating the varieties which should be grown in certain districts. All these facts are active in pulling up the export side of the fruit growing industry.

Other features encourage the wider use of Canadian fruit, particularly the apple, at home. City people who visit the Exhibition more to be entertained than for purposes of education, carry away favorable ideas of the Province's fruit and are likely to make more regular use of it. The Government, too, has done good work through its Women's Institute representatives, in impressing by demonstration and explanation, the possibilities of much more extensive use of the apple for cooking purposes.

The floral department of the exhibition has also its commercial value in demonstrating the possibilities of floriculture, and again in popularizing the use of flowers among the general public.

Altogether, the exhibition, as it has been conducted in recent years, is doing a very important work, not only for Ontario, but also for Canada, as a whole, and it deserves all possible encouragement.

SOME NEW FEATURES.

As in former years The Grocer is offering a series of cash prizes for competition among its subscribers at Christmas time. This year, however, the offer has been extended, and two distinct competitions have been arranged.

The Christmas Window Dressing Competition is being carried on under slightly different conditions than last year in that competitors will be divided into two classes. Class I. includes grocers and grocery clerks in city stores. Class II. includes the same brethren in the trade in stores in country districts. First and second prizes of $7 and $3 respectively are offered in each class. The division was made at the suggestion of one of our subscribers in the belief that it would present a more favorable opportunity to competitors coming under Class II. by reason of the fact that materials and facilities for window dressing are not so convenient in the country as in the cities.

The new competition—for the best advertisement of Christmas groceries in a

local newspaper, has been arranged with a view to showing the trade how the best results can be reached in advertising. $5 is offered in this competition. This should be exceedingly popular as almost every grocer who is at all enterprising runs an advertisement for a short time preceding the Christmas holidays, even if he uses no space during the rest of the year.

Another new feature inaugurated in this issue is "The Travelers' Page." Recognizing the interest being taken in The Grocer by traveling men in the trade all over Canada and with a view to showing our appreciation of this and at the same time providing for a closer relation between salesman and retailer, a condition which will be mutually beneficial, this new department has been instituted. The Travelers' Page will be made up of news concerning men well known and who ought to be known to the grocery trade in Canada with stories about them, brightly put, and while space may not permit of its being run every week, it will be inserted frequently enough to keep up a live interest.

The articles by a member of our staff in the west, on the local situation, which have been running regularly for several weeks, have created considerable interest. They have the true western spirit and are filled with western pride and patriotism. Written from a local standpoint, they give a valuable idea as to the real western outlook.

THE SITUATION IN THE WEST.

It would take a wise man to say whether conditions have actually improved or grown more critical in the past seven days. The banks are apparently still standing shy of the Government offer of aid, and perhaps it was hardly expected that there would be a general announcement that it had been accepted, but on the other hand, there is evidence that some measure of relief has been afforded and some lines of credit extended. The last three days of the week saw trading much more active than the first three. At the same time our wheat has very largely gotten away from an export basis and the season is growing so late that exporters are by no means as keen as they were two or three weeks ago. One cannot help suspecting that having been deprived by the banks (either justly or unjustly) of the opportunity of doing business when profits were good they feel like resting on their oars and buying at their own price when the market slumps after the close of navigation, as it is sure to do. Perhaps because the month is further away and therefore easier to finance, there has been great activity in May wheat and the price has been maintained at a very high level, closing Saturday at 11c over Chicago, 4⅜c over Minneapolis, and 3¾c over Duluth, which is completely out of line, especially when it is remembered that American wheat can enter many European ports closed to Canadian wheat on account of discriminating duties. One of the factors in maintaining a high price for May wheat has been the heavy purchases, amounting in all to over a million and a half, made by local brokers for Minneapolis milling concerns. This is a speculative proposition, because the wheat has all been bought Fort William delivery, so there is no question of its going to United States to be ground in bond. The movement for the week has been very heavy, over two and a half millions going into lake terminals, but it is understood that there has been an improvement in outward shipments, also, and though stocks are still abnormally high for the time of the year they have not increased in proportion to the increase of the two preceding weeks.

Boats are offering very freely and the indications now are that there will be a fair clearing out of terminals before winter sets in.

The amount of low grade wheat in store is very high and great uneasiness is felt by railway and elevator companies until this is moved.

There is a tendency on the part of some farmers to hold both low and high grade wheat looking for higher prices, but the majority of them would part with every bushel readily enough if they could find elevators to take it.

Although it is not being much talked about, there is practically a suspension of the Grain Act at some points, to endeavor to enable the railway companies to relieve the congestion occasioned by car shortage.

The basis on which this is arranged is practically to give the farmers what cars they can actually load over platforms and then give the elevator all that they can load and have ready for shipment in a day. There is no doubt that the car distribution clause of the Grain Act has aided materially in the general tie-up of things this season, and if its unworkableness can be really brought home to the farmers and it is shown to them how it is militating against their own pockets, there will likely be a permanent change in the act before long.

In the meantime the effect of these things on trade is of interest. A very thorough inquiry shows that on the whole payments on land are being met with a commendable degree of promptness and regularity. On the other hand, wholesale merchants continue to meet with many excuses from country merchants, and, in some cases, extended credit is asked for. The universal complaint is that payments on land are being met in exclusion of the country storekeeper's account. In some districts very little money has even yet been received on this year's crop, and when it has not ben received it cannot be paid over.

There is no doubt that the whole wheat situation will right itself in time, but it is a question whether that time is not some months hence rather than in the immediate future.

The cattle trade is feeling the financial stringency as well as the wheat, and there has been a complaint that a large number of cattle have had to be turned back on the ranches because the promised buyers have not come forward. Like many lies this is also a partial truth. Some cattle have had to be turned back on the ranges, but it is quite safe to say that very few indeed of them were export steers of good quality. The weaker the British market has become the more fastidious it is as to the quality of animal offered, and it is absolutely no use to send the unfinished ones forward, even if dealers had money to finance such shipments, which very evidently they have not.

If any scheme can be devised by which the men with cattle and no feed and the men with feed and no cattle can be got together, there is no question but that both would realize a handsome profit next spring, when demand will be keen and prices high, but at present the solution of this problem has not been reached, though probably it will be before many months are past.

All this talk of financial stringency might create the impression in the east that there is something of a panic in the West, but nothing could be further from the truth of the situation. In fact, to be quite candid, the east is worrying far more about the west than the west is worrying about herself. Matters are moving forward very much in the usual way, there are difficulties, of course, but to westerners that is only something to overcome. The west has been in tight places before and come out all right, and will do it again, it is only a question of a litle time and patience. Up to the present labor is well employed, and Christmas shopping is going forward steadily and cheerfully. The weather is fine and open, and this is giving an excellent opportunity for the finishing of building operations which are being pushed forward with all possible despatch.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Sugar—Declined 10 cents.
Valencia Raisins—Firmer.
Teas—Firm.
Beans—Decline.
Evaporated Apples—Lower.

Montreal, Nov. 28, 1907.

Not a great deal of attention is being paid by the wholesale trade to their retail customers to-day for the reason that the average grocer is just a little too busy to devote much time to his generally welcome friends. Again, wholesale houses are still receiving fall importations and these goods are arriving in such quantity keep them pretty busy every day. The retailers in turn are receiving Christmas and holiday goods, though several lines are late in arriving this year.

The feature of the market is the decline in sugar. This amounted to ten cents and it took place the end of last week. Canned goods are quiet. Teas continue strong with limited buying. Beans are easier, and prices to-day are more favorable to buyers than they have been for some time past. Peas are also selling at more advantageous prices. Syrups are moving freely with the coming of colder weather. Interesting currant export statistics will be found in the dried fruit market report. Evaporated apples are easier. Lard has declined ½-cent, while pork meat is lower owing to the decline in hog prices. Dairy produce is steady with an easier feeling. Collections are reported good in some cases, but many say they find it difficult to gather in accounts.

SUGAR—Sugar declined ten cents the latter part of last week, but since then there has been no change in the situation. There is not a great deal of buying being done. Grocers are purchasing only for what they require at once.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, boxes, 100 lbs	5 15
" " 50 lbs	5 25
" " " 25 lbs	5 45
Extra ground, bbls	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 10
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—With the colder weather coming on, corn syrups are selling more freely than ever. The movement in molasses, from wholesale to retail is reported quite brisk by some houses.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25

Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " ½ doz. "	2 65
" 20-lb. " ¼ doz. "	2 60

TEA—Teas of every description are firm, but there have been no material changes since last writing. Buyers are not eager purchasers at the moment, their orders being of a hand-to-mouth nature, much the same as their general purchases in the grocery line.

Choicest	0 38	0 45
Choice	0 34	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20½
India—Pekoe Souchongs	0 16½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—The coffee market locally has not changed since last report. Fair trade is reported.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS AND NUTS—Transactions in currants are fairly good, and stocks held locally and abroad are not large. Advices from Patras show that shipments from that port have been in excess of what they were a year ago. To the 15th of October, 66,244 tons in all had been exported, against 63,824 tons for the same period last year. Of this amount 1,726 tons came to Canada, against 1,476 tons during the same time in 1906. Raisins do not show much change. Valencias continue firm in feeling. Recent advances in the Old Country amount to 2s. Californias are not a feature in the market at the moment. Malaga reports are of the same tenor as those which have been received during the past couple of weeks. Prunes are firm, as are also peels. All peels are one cent above opening prices, and it is not easy to obtain first-class stock even at the advanced prices. Considerable quantities of "skins" found their way onto the market and these are not being cleared away very rapidly. New shelled walnuts are now on the market, prices running about 24 cents for new cracked and 27 cents for new. Walnuts are late, but they are some two weeks ahead of the supply of last year. Other nuts are unchanged. The cargo of the Bellona, which arrived in port a couple of weeks ago, is rapidly being distributed in the trade. It will be remembered she carried 75,000 boxes of Valencia raisins, and 15,000 boxes of Malagas. The Jacona's cargo is also finding its way into the warehouses of the wholesale and retail trade. Those who have a good memory will recall that she was loaded with 5,000 boxes almonds, 3,500 boxes shelled almonds, 800 boxes more from Denia, and 45,000 packages of currants.

Currants—		
Filiatras, uncleaned, barrels		0 07
Fine Filiatras, per lb., in cases		0 07
" " cleaned		0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 07½	0 08
Three crown	0 06½	0 07
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 07
Selected, per lb		0 07½
Layers, "		0 08
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 06½	0 06½
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 14
Pears, "		0 11
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 87½
" boxes		4 50
"Excelsior Window Clusters"		5 50
" ¼'s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		0 13
Choice seeded, 1-lb. pkgs	0 12	0 10½
Loose muscatels 3 crown	0 10½	0 11
" " 4 crown	0 11½	0 13

Prunes -	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 09½
" " " 50-60s	0 09
" " " 60-70s	0 08½
" " " 70-80s	0 08½
" " " 90-100s	0 07½

SPICES—The spice market is featureless. Local men are busy filling orders which have been booked some time.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 35
Allspice	0 12	0 18
Nutmegs	0 30	0 55

RICE AND TAPIOCA—Rice is subject to satisfactory demand, grocers buying for usual requirements. Tapioca is slightly easier, but the lower prices have not increased sales to any extent.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06½ 0 07½

Beans—Beans and peas are both much easier in feeling this week. Reports were circulated that the bean crop was very short, and some good sales were made in a wholesale way at $1.90 to $2 on the strength of this information. Now offers are being made at prices which will mean a loss to holders of goods bought at "scarce" prices. Some attribute the decline in a measure to the presence on the market of Austrian beans. These are being offered around $1.60 in a wholesale way in some instances.

Choice prime beans	1 75 2 00
Soup peas, whole, bag 2 bushel	2 40 2 50

EVAPORATED APPLES — Evaporated apples are easier in tone this week, brokers offering new stock at prices considerably lower than have been

quoted for some little time. Old stock is still cheaper.

Evaporated apples	0 10

MAPLE PRODUCTS—Maple syrup is not so plentiful, but otherwise the situation is unchanged. Demand for sugars and syrups is fair.

Pure maple syrup, bulk, per lb	0 07 0 08½
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08 0 08½
Beauce County, per lb	0 09 0 09½

CANNED GOODS

Montreal—Late deliveries are being made by wholesalers to the retail trade, but otherwise there is little activity in the canned goods line. Prices are steady without likelihood of a change for some weeks.

TORONTO—Practically all the pack seems to have been shipped out from the factories and deliveries are not at all active. The rumors of two or three firms having been oversold have been confirmed, but satisfactory arrangements will probably be made. There is nothing new in the situation.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horseshoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynnvalley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 20	1 17½
" preserved, 3's	1 42½	1 40
" standard gal	3 27½	3 25
" preserved, gal	3 97½	3 95
Blueberries—		
2's, standard	1 17½	1 15
2's, preserved	1 67½	1 65
Gals., standard	5 17½	5 15
Grapes—		
2's Preserved	1 52½	1 50
Gals. Standard	3 77½	3 75
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
Gals., red pitted		8 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " not pitted	1 92½	1 90
Currants—		
Gals., red, solid pack		7 65
Gals., red, standard		5 40
2's, red preserved	2 12½	2 10
2's, red, H.S.	1 92½	1 90
2's, black, H.S.	2 02½	2 00
2's, black, preserved	2 25	2 22½
Gals., black, standard		5 90
Gals. " solid pack		8 40
Gooseberries—		
2's, H. S.	2 27½	2 25
2's, preserved	2 50	2 47½
Gals., standard		6 75
Gals., solid pack		8 75
Lawtonberries—		
2's, H.S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals. standard	7 77½	7 75
Peaches—		
1½'s, yellow (flats)	2 17½	2 15
2's, yellow	2 37½	2 35
2½'s, yellow	3 27½	3 25
3's, yellow	3 62½	3 60
3's, yellow (whole)	3 02½	3 00
2's, white	2 32½	2 30
2½'s, white	3 22½	3 20
3's, white	3 57½	3 55
3's, pie peeled	2 02½	2 00
3's, not peeled	1 77½	1 75
Gal., pie, peeled	7 52½	7 52
Gal., pie, not peeled	5 52½	5 50
Pears—		
2's, Flemish Beauty	1 92½	1 90
2½'s, Flemish Beauty	2 27½	2 25
3's, Flemish Beauty	2 42½	2 40
2's, Bartlett	2 12½	2 10
2½'s, Bartlett	2 47½	2 45
3's, Bartlett	2 32½	2 60
3's, pie	1 47½	1 45
Gal., pie, peeled	4 52½	4 50
Gal., pie, not peeled	3 77½	3 75
2's, light syrup's		1 45
3's, " "		1 95
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
Pure maple syrup, bulk, per lb	0 06½	0 07
Compound maple syrup, per lb	0 04½	0 05½
Pure Townships sugar, per lb	0 08	0 09
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 53
Plums, Lombard—		
2's, light syrup	1 37½	1 35
3's, light syrup	1 75	1 27½
2's, heavy syrup	1 47½	1 45
2½'s, heavy syrup	1 72½	1 55
3's, heavy syrup	1 97½	1 50
Gal., standard	3 57½	3 79
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 57½	1 55
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Rhubarb—		
2's, preserved	1 77½	1 75
3's "	2 52½	2 50
Gal., standard	3 52½	3 50
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 12½	2 10
2's, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Raspberries, Black—		
2's, black, H. S.	2 27½	2 25
2's, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
" solid pack	10 52½	10 50
Strawberries—		
2's, heavy syrup	2 27½	2 25
2's " preserved	2 52½	2 50
Gals. " standard	7 77½	7 75
Gals. " solid pack	10 52½	10 50

VEGETABLE

Asparagus—	
2½'s, tips, California	3 77½ 3 75
2's, Canadian	2 80 2 77½
Beets—	
2's, sliced, sugar and blood red	1 10
2's, whole, " "	1 00
3's, sliced, " "	1 35
3's, whole, " "	1 25
Beans—	
Fancy brands	1 32½ 1 30
2's, golden wax	0 92½ 0 90
3's " "	1 37½ 1 35
Gals. " "	4 02½ 4 00
2's, refugee or valentine (green)	0 92½ 0 90
2's, crystal wax	1 02½ 1 00
Red kidney, 2's	1 07½ 1 05
Lima 2's	1 32½ 1 30
Corn—	
2's	0 97½ 0 95
Gal., on cob	4 90
Carrots—	
2's	0 97½ 0 95
3's	1 07½ 1 05
Turnips—	
3's,	1 07½ 1 05
Cabbage—	
3's	0 92½ 0 90
Cauliflower—	
2's	1 47½ 1 45
3's	1 87½ 1 85
Succotash—	
2's	1 27½ 1 25
Parsnips—	
2's	0 97½ 0 95
3's	1 07½ 1 05
Peas—	
1's, extra fine sifted	1 07½ 1 05
2's, standard	0 92½ 0 90
2's, early June	1 02½ 1 00
2's, sweet wrinkled	1 07½ 1 05
2's extra fine sifted	1 37½ 1 35
Gals., No. 4	3 72½ 3 70
Pumpkins, 3's	0 95 0 92½
" Gal.	3 02½ 3 00
Spinach—	
2's	1 52½ 1 50
3's	2 02½ 2 00
Gals.	5 17½ 5 15
Squash—	
3's	1 20 1 17½
Gal.	3 52½ 3 50
Tomatoes—	
2's	1 07½ 1 05
3's, all kinds	1 27½ 1 25
Gals., all kinds	3 77½ 3 75

Baked Beans—	Per doz.
1's baked beans, plain, 4 doz	$0 50
1's " in tomato sauce, 4 doz	0 50
1's " in Chili sauce, 4 doz	0 50
2's " plain	0 90
2's " in tomatoe sauce	0 80
3's " in Chili sauce	0 80
3's " plain	1 00
3's " in tomato sauce	1 00
3's " in Chili sauce	1 00

Brands—Red Cross, Little Chief, Log Cabin, Aylmer Delhi, Simcoe, etc.

Catsup—	
2's tomato catsup, tins, Red Cross	0 75
2's " " Delhi	0 85
Gal. " " Aylmer	5 00
Gals. " " (screw tops)	5 50
Gal. " " Tiger	4 50
Gal. " kegs (10 gals.), per gal	0 45
Gal. " jugs	8 00
½-pts " Delhi "New Process"	1 00
" " Aylmer, "Canada First"	1 00
" " Simcoe, "Lynn Valley"	1 00
" " Lalor, "Monarch"	1 00
" " Delhi, "Epicure"	1 20
Pts. " Delhi, "Epicure"	1 90
Pts. " Red Seal	1 50
Qts. " Delhi, "Epicure"	3 00
" " Red Seal	3 00
" " Delhi "New Process"	3 00
" " Aylmer, "Canada First"	2 00
" " Simcoe, "Lynn Valley"	2 00
" " Lalor, "Monarch"	2 00
" Tiger	5 17

ONTARIO MARKETS.

POINTERS—
Sugar—Declined 10 cents.
Dried Fruits—Firmer.
Beans—Steady.
Collections—Fair.

Toronto, Nov. 25.

The tightness in financial circles does not seem to have much effect on the grocery business. Sales continue generally pretty satisfactory, and Christmas selling is keeping business brisk.

The past two weeks have seen a slight stiffness in collections and latterly some renewals have had to be accepted, but wholesalers generally are optimistic over the outlook. The only material change during the week has been a decline of 10 cents in all grades of sugar. What has caused this is rather difficult to state, as the European markets show no change from their continued steadiness. The American market, which slumped recently, has no appreciable effect on the local situation and indeed, cable advices yesterday showed a recovery in New York on the better grades.

The decline seems to be the result of dull business and the practical close of the selling season for sugar. Prices now ruling are as follows:

Paris lumps, in 50-lb. boxes	5 25
" in 100-lb. "	5 25
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 35
Berlin granulated	4 30
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 "	4 00
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS—Business is dull in syrups and prices continue steady. The decline in sugar is not at all reflected in this line.

Syrups—	
Dark	
Medium	0 33 0 35
Bright	0 38
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 80
Barrels	0 03½
Half Barrels	0 03½
Quarter "	0 03½
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

DRIED FRUITS—The greater part of these goods have already been delivered and what is now passing is more or less fancy lines for the Christmas and late fall trade. There has been no change of prices locally, though the market is stiffening on one or two lines.

	Per lb		Per lb.
Prunes, Santa Clara—			
100-120s	0 06		
90-100s,50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08½
Note—25 lb. boxes ½c. higher than 50 lb.			
Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 03½
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana			0 12½0 1b
" Fancy			
" Extra fancy			
Valencias, new			0 06½ 0 07
Seeded, 1-lb packets, fancy			0 12
" 16 oz. packets, choice			0 11½
" 12 oz. " "			0 09
Dates—			
Hallowees	0 06	Fards choicest	0 09
Sairs	0 05½	" choice	0 08½
Domestic evaporated apples			0 09 0 09½

NUTS—Large deliveries of Grenoble walnuts have been made to local dealers this week, and these will be distributed very shortly for the Christmas trade. Prices continue the same as last reports as follows :

Almonds, Tarragona, per lb	0 15
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—There has been no material change in prices this week and the market all round continues steady.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cinnamon	0 35
Nutmeg	0 30 0 75
Cloves, whole	0 30 0 50
Cream of tartar	0 22 0 25
Allspice	0 16
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 60
" ground	0 25 0 50

TEA—The local market is quiet with no change in the continued high prices. Late mail advices from London, however, note a slight decline generally with common to mediums most affected. Quotations for useful common leaf declined to 7¼d and a few inferior grades to 7d. In regard to this reduction, Gow, Wilson & Stanton, in circular dated Nov. 15th, say :

"This will probably give some confidence to buyers, and if only the offerings during the next few weeks can be kept on a moderate scale, it seems likely that producers will reap considerable benefit, because not only is home consumption increasing, but the stocks of all tea in the United Kingdom are nearly 6,000,000 below what they were this time last year, whilst there seems no doubt that the Indian tea available for this market will show a heavy reduction upon last season's figures.

"Although re-exports for the first ten months of the season show a falling off as compared with last year, they are well above those of 1905. The chief reduction has been to Russia, where supplies are being now more largely taken direct from countries of production."

In regard to Indians the same firm reports : "There was a dull tone in the market and large quantities were in consequence withdrawn for higher prices. Where sales were effected, a fall of ¼d per lb. occurred in common and medium teas. For the higher class teas the drop was greater, ranging in some instances up to 1d per lb. Commonest grades, which were selling at 7½d a week ago, can now be purchased at 7¼d and occasionally even at 7d per lb. Reports from India point to an earlier closing of the season than last year."

Ceylons, too, have shared in the decline. The same report says regarding them : "Although the auction was extremely small, the supply was more than the market could take at last week's rates, and prices generally gave way, especially for common and medium grades, which must be quoted fully ¼d per lb. lower, commonest whole leaf tea being obtainable at 7¼d per lb. Better grades sold with an irregular and slightly easier tendency."

In regard to Java, they say : "The small quantity brought to auction met with rather more competition than Indian and Ceylon, but prices were hardly up to last week's rates."

While these declines seem pretty general they are, of course, but a mere bagatelle when compared with the heavy advances made during the year. They seem to have been the result primarily of a dull market and the prevailing financial stringency.

RICE AND TAPIOCA—There is no change in the situation since last report.

	Per lb.
Rice, stand. B	0 03¾ 0 03¾
Rangoon	0 03⅜ 0 03¾
Patna	0 35 0 36
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 07½ 0 07½
Carolina rice	0 10
Tapioca, medium pearl	0 07

BEANS—The market is somewhat firmer this week and local stocks which have been offered more freely of late are being held somewhat firmly. There has been no change, however, in prices.

Beans, hand picked, per bush	1 90 2 00
" prime No. 1, "	1 80 1 90
" Lima, per lb	0 07

EVAPORATED APPLES—The lower price noted last week still continues, though stocks are being held more firmly in anticipation of another advance.

Evaporated apples	0 08 0 09

Additional Correspondence

KINGSTON.

Mr. Cockburn, of Comfort Soap, was around shaking hands with his friends, the grocers this week. He is a square fellow, and his soap is all right.

* * *

I understand there is a law making it a penal offence for anyone not having a creamery of certain standard, marking creamery on labels. No law is more violated than this one. Some of the most abominable trash is put up by dealers and marked finest creamery. A Kingston dealer got a dose from a western jobbing house, and every box had a different maker's name on it. I suppose each one had four or five cows.

* * *

The Kingston dairy school has again opened up under the supervision of Professor Mitchell. It is a hard problem where sufficient cream can be had to answer demands this winter.

* * *

Corn and peas are selling 10c straight and tomatoes 12½c. There is very little price-cutting here. The fact is, we cannot afford to do it and keep up with the times.

* * *

The Bijou, Wonderland and the Princess, three 5c theatres, are doing a big business and are crowded night and day. Sunday they put on moving pictures, such as "The Prodigal Son." There are many patrons who might better spend 5c for a loaf of bread, which, by the way, has gone back to 1½ lbs., instead of 1¾ lbs. The bakers got at loggerheads and the people get the benefit.

* * *

Kingston merchants are fast falling into the principle of soliciting orders. Too bad. It seems more independent to have people come to the store and buy. Better for both parties. If we all could sell for cash what a lot of worry we would escape, and it's worry that kills.

* * *

W. R. Eby, of Eby, Blain & Co., Toronto, called on the best trade last week with the finest grip of fancy grocery samples seen in a long time here. He booked some large orders and we will be glad to see him again. We only knew him before through the columns of The Grocer. I tell you, wholesalers who do not advertise in trade papers are practically unknown out of their own city. Rose & Laflamme's traveler sold a lot of fancy West India molasses. This is just the thing for pancakes, and is away ahead of syrup.

* * *

Since the license for selling fresh meat was reduced from $50 to $2 a year, fully 50 per cent. of the grocers started in selling it, and it seems quite a drawing card. I wonder, do the meat inspectors ever analyze sausages or ground hog products ?

NEWCASTLE, N.B.

Bay du Vin oysters are in greater demand this fall than ever before. Fishermen are getting $4.50 per barrel for them in bulk, whereas a few years ago they could not get more that $1 for them. Our oysters here are of superior quality, hence much of the increase in price.

* * *

Fishermen are commencing to prepare for smelt fishing, which opens on December 1st. The prospects are good.

* * *

Cod has been scarce this season. All kinds of fish are higher in price than last year.

* * *

After the end of this month, Campbellton meat market will be run on a strictly cash basis.

* * *

Poultry and dressed hogs are being largely imported into this province from P.E.I.

* * *

The Sussex Packing Co., with a capital of $150,000, and head office in

Sussex, has been incorporated, with power to prepare meats. The incorporators are, Simeon H. White, merchant; Alfred J. Mathews, manufacturer; Geo. W. Hoegg, packer; Walter J. Mills, merchant, and Howard Robinson, all of Sussex.

* * *

In Fredericton market last week, hay sold at $14 and $15 per ton; chickens, 50c to $1 a pair; beef, 5c to 6c; potatoes, $1.30 per barrel; butter, 25c; eggs, 30c; turnips, 50c; carrots, 80c.

* * *

Hay in Newcastle is at a premium. Few local dealers have any.

* * *

Sackville parties are asking $19.50 a ton for hay delivered here. In Millerton, near this town, the best hay is held at $20 a ton, the poorest going for not less than $15.

* * *

The potato crop in Victoria county was very poor this fall.

* * *

James A. Rundle, wholesaler, has sold out his provision business here to Baird & Peters, of St. John. W. E. O. Jones is temporarily in charge. Baird & Peters will enlarge the business. Mr. Rundle will devote all his energy henceforth to lumbering.

QUEBEC.

A heavy autumn trade is being done in groceries, but with the first snow fall business is becoming a little quieter, although satisfactory orders have been received by wholesalers during the last week. Good sales were registered for canned goods. It is true that prices were high, but this did not affect the trade, on account of the supply being limited. Retailers are well occupied and some of them are making their inventory. Business in fruits, butter and cheese is not so active as last week, but is still good. Flour and grain are not selling so well as during the advance, and the market is not so strong.

* * *

Grocers of our city are following with great interest the actual question of the selling of meats, poultry and game, pork, fish, vegetables and other provisions outside of the public markets. At the last meeting of the City Council this interesting question was taken into consideration and quite a discussion arose on the second reading of the by-law for private butchers' stalls. Finally the by-law was carried. One of the principal remarks was made by Ald. Hall, who says that if butchers were allowed to sell meats in store there would be considerable complaints, as meats and other provisions could not be given a thorough investigation, except by the construction of abattoirs in this city. He says that certain Montreal firms intend starting the butchers' business in Quebec if the by-law was adopted, and no later than a few days ago three carloads of cattle arrived here and the dead cattle which numbered five, had been sent to an adjoining parish to be slaughtered, and then sold in Quebec. The license for private butchers' stalls will be from $60 to $100 a year.

There has been in this city a bakers' trust for a couple of weeks, and on account of this consumers were obliged to pay 20c for their bread, instead of 18c. But a division has declared in their association on account of this advance, and from the thirty-nine bakers, who are members, twenty-one have refused to raise their price. The consequence is that grocers encourage bakers not belonging to the trust, and take the bread they need from those that have not raised their prices.

TORONTO.

The grocery trade is none too brisk at present. Both the big and little grocer complains of the state of affairs. While it is no uncommon thing for business to be rather quiet at this season yet there is not the slightest doubt but that the prevailing high prices of many household necessaries has injured trade. For instance, the consumption of butter has dwindled down until there are many families here to-day who are denying themselves the use of butter. As one grocer put it, "People simply won't pay the price." It is the same with eggs, honey and cheese. Business in these commodities is very dull. They are not being used as luxuries, but merely as necessaries. Advances have been made in many other lines. As a result there is a great deal of wrangling among Toronto citizens.

* * *

Out in Parkdale the majority of the grocers are rubbing their hands in a self-satisfied way. Parkdale is essentially a residential section, the home of business people. As such, conditions are somewhat different from other parts of the city. One is at first greatly surprised to learn the extent of the credit system among its merchants. Nearly all the grocers carry accounts of considerable size on their books. Indeed, one of the most progressive grocers in Parkdale admits that over 75 per cent. of his business is conducted on credit. At first thought this seems a startling revelation, but this grocer claims that he knows his clientele thoroughly, has studied conditions and is quite satisfied with his business methods. This statement is interesting. It shows that there are grocers who seem to prefer the credit system to the strictly cash system. As as off-set to this grocer's opinion it may be remarked that the failure recently of a certain Parkdale grocery firm was indirectly attributed to the credit system.

ALEX. W. GRANT IN DIFFICULTY.

On Wednesday of this week Alex. W. Grant, butter and cheese exporter, Montreal; announced that he had temporarily suspended payment, and that a meeting of creditors had been called for next week, probably Tuesday. When seen by The Grocer the firm was not in a position to make a statement as to its assets and liabilities, but this is being prepared to be submitted at the meeting of creditors. The firm is one of the oldest and best in Montreal, having been in existence twenty-seven years. Mr. Grant is known to the butter and cheese men all over Canada.

MORE IMPORTED BUTTER.

One of Montreal's largest butter and cheese dealers, who has just returned from a trip to the coast, in speaking to The Grocer this week, said that 4,500 packages of Australian butter had just been received at Vancouver. Local merchants claim it is better than the Canadian product, and it sells at from 37c to 40c retail. Considerable will likely be brought in during the winter. He said further that Irish butter is coming in at Montreal in some quantity, and with the continued scarcity of Canadian it is estimated that 25,000 packages will be brought in this year. Asked regarding the quality, he said that this Irish butter ranks much better than the Canadian, and can be brought in to sell at 25 cents.

NO CREDIT DISCOUNT.

The Department of Customs has issued an order discontinuing the giving of discounts for certain specified terms. In the past it has been the general rule to give 2½ cents discount at ten days. The new regulation forbids this practice. No discounts will be given on credit transactions. In the future the discount will only be allowed on spot cash transactions.

GALT RETAIL MERCHANTS.

Galt Retail Merchants' Association held a successful annual meeting on Wednesday evening, Nov. 27th, and the following were elected officers for the ensuing year: President, T. A. Rutherford; first vice-president, A. M. Edwards; second vice-president, J. H. Laird; secretary, G. F. Hamilton; treasurer, F. H. Chapple; executive committee, J. Sloan, Alfred Taylor, William Mullet. The association is entering upon the second year of its existence with very favorable prospects.

MAKING STRIDES.

The business of Minto Bros., proprietors of the Melagama Tea Co., has been making noteworthy strides during the last two years. Two years ago F. J. White assumed the management of the company, and since then "Melagama" business has been increasing remarkably until this package tea is becoming favorably known in most of the homes in Canada. Not only that, but latterly the business has been extended across the border, and a profitable trade is being built up. This firm were fortunate enough to buy extensively before the advance in prices and are offering some particular values in black and green teas.

F. D. Cockburn, Montreal manager of the Comfort Soap Co., returns to-morrow from a short trip to Ottawa.

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL, QUE. 322 Notre Dame St. E.
OTTAWA, ONT. 49 Anglesea Square

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Nov 28, 1907.)

Christmas trade is now in full swing with the wholesale houses, and it promises to be large. A better feeling is evident among all branches of the grocery trade, and talk of hard times is not so often heard. It is recognized that the country has a year ahead of it a little less prosperous than was hoped for, but the business of the west is on a sounder basis than before, and there is no reason for undue anxiety.

There are few price changes of importance this week. Oatmeal has declined a trifle, but is still held at a high figure. Clover Leaf salmon has advanced 10c per case. Evaporated apples are cheaper than was expected owing to declines in Ontario. The new fruit is selling at 10c per lb., and the old at 9¼c.

CANNED GOODS—Wholesalers report sales of canned fruits and vegetables slow owing to the high prices which have been set for this season and they are much dissatisfied with the state of affairs. Clover Leaf salmon has been advanced 10c per case, the price now being $7.60, with a reduction of 10c for five-case lots. We quote :

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
2 " " "	1 90
3 " " "	2 50
1 " Chili "	2 50
2 " " "	1 90
3 " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's. "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunchtongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" 1-lb. tins, "	3 10
" 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " 2's, "	2 90
" " 1's, "	4 00
Salmon —	
Sockeyes, No. 1, per case	7 65
Cohoes, "	5 75

SUGAR—Prices are unchanged:

Montreal and B C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
B C. qunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2's "	5 05
" hard pressed lump, 25's, per cwt	6 15
" " half bbls., per cwt	5 90
" icing	5 80
" bar sugar	5 60
Icing sugar in bbls	5 60
" in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES — Corn syrups are in strong demand in spite of recent advances, the high prices of canned goods having diverted consumption. We quote :

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb.	0 03½
" " Sugar syrup, per lb.	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows :

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS — New dates are on the market. The opening price is 6½c. The next shipment due here about Dec. 10th, will sell at 6c per lb. We quote :

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s. per case, 28's	2 00
" " " 14's	1 65
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 09½
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard " "	0 11
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

NUTS—The market is firm with no notable changes.

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 25

CEREALS—Rolled oats have declined slightly, but the market is firm and further declines are not expected. We quote :

Rolled oats, 80 lb sacks, per 80 lbs	3 15
" 40 " " 80	3 20
" 20 " " 80	3 28
" 8 " " 80	3 55
Granulated oatmeal, per sack	3 75
Standard, per sack	3 75
Cornmeal, 49's, per sack	0 95
Pot Barley, per sack	2 80
Pearl " "	3 85
Pearl " per ½ sack	1 95
Split Peas, per sack	2 75

HONEY—Fancy Ontario comb honey is selling at $3.50 per case, and fancy glass honey in pound jars, at $4.80 per three-dozen case.

GREEN FRUITS AND VEGETABLES—The first cars of California navels have arrived, We quote :

Ontario Apples	
Fancy Quebec famuse No. 1, per bbl	6 00
Winter apples (assorted varieties) No. 1, per bbl	5 00
" " " No. 2 "	4 50
Northern spies and Kings No 1, per bbl	5 50
" " No. 2, "	4 50
Oranges and Lemons.	
Washington navels 96's, per case	4 25
" " 126's, "	5 00
" " 150's to 250's, per case	5 50
California lemons, 300's, 360's, per case	7 00
Grapes.	
Almeria grapes, kegs, per keg	6 50
Pears.	
Winter pears, cases, per case	3 50
Cranberries.	
Jersey cranberries, per bbl	12 50
Vegetables.	
California celery, per doz	0 90
" " per case	6 00
Sweet potatoes, per bbl	6 00
Va'encia onions, large cases, per case	4 00
Native onions, per lb	0 03

EFFECTIVE GROCERY ADVERTISING

The Dodger versus The Newspaper as a Medium for Grocers.

Helpful Criticism and Suggestion Brightly Put.

By W. F. Ralph.

There's more to advertising than writing the copy—there's the placing of it. The placing of an ad., indeed, is more important than the copy. Because no matter how attractive the copy may be, if it isn't in the right medium, it might as well be stuck on the ice-clad side of one of Greenland's icy mountains, as far as getting business is concerned.

Properly speaking, there are only three ways by which you can announce your offering to the public, excepting show cards, letter enclosures and other in-the-store forms of advertising. Those three ways are, billboard, circular (commonly known as "dodger' ')and the newspaper.

As far as retail grocery advertising is concerned the billboard is almost, if not quite, useless. True, it may be of some value if set up on the roads leading into your town, directing the incoming farmer to your place of business. As a general way of keeping your name and address in the public eye, the billboard has a certain value. But in speaking of grocery advertising I am speaking of the live kind, gotten up with the intention of selling specific goods from time to time.

The choice, then, lies between the dodger (very aptly named, though more often dodged than dodging), and the local newspaper. There are advocates of each method, and quite a number of men who advocate both. But let us, for a moment or two, consider each method on its merits.

The dodger, judging by the samples which I have seen from time to time, is usually a piece of the cheapest grade of printing. I have seen some dodgers, however, which have been worded pithily, strikingly set up, well printed, and having prices gaily sprouting all over them. But such dodgers (save in the matter of prices) are the exceptions. The majority of dodgers coming under my notice have been but poor specimens of the printer's or the ad. writer's art. The item of typography, on a dodger, is not of course, one to cause its writer and user much worry, because, if read at all, the dodger is usually quickly crumpled up and cast into the fire. Every dodger user seems to realize that the main thing in dodger construction is to have the prices printed good and big.

The fact that little more than price prominence, no attempt at a quality talk, ever figures in the construction of a dodger, has led me to believe that the dodger is frequently regarded, even by its user, as a sort of "last straw" of publicity. Circumstances under which I have frequently come across the dodger, have tended to confirm me in the belief that the retailer who regards it as such is within hailing distance of the strict truth.

For instance. the other day I had occasion to visit a number of vacant houses. In the hallway of every house I entered, there was a miscellaneous collection of dodgers ranging from the one sheet grocery announcement to the patent medicine almanac. Now, throwing dodgers into the hallways of unoccupied houses, is casting the bread of advertising upon the waters of uncertainty, with a compound, double-action 'steen horse-power vengeance. Who's going to read them? Of course the sender of the dodger doesn't mean it to land in an empty house. And probably the youthful distributor responsible for such a miscarriage of advertising effort would make a close acquaintance with a massive boot-toe, were his dodger-delivering delinquencies to become known to his employer. However, that may be, and however good the intentions of a dodger user may be, the fact remains that a good many dodgers never reach the spot where the possible customer may see them. So there is a good deal of "waste circulation" in dodger advertising.

On the other hand, a whole lot of any given batch of dodgers, are bound to dodge the vacant house and other popular depositories known to distributors, and land in the letter box or upon the hall floor of an inhabited place of human abode. What is their fate? Do they induce people to trade at your store?

Judging by what happens to the average dodger which dodges through my letter box, the dodger quite frequently is never read at all, but forms a useful article with which to start the morning fire. With good newspapers so cheap, and so plentifully besprinkled with advertising announcements, it is quite reasonable to assume that few people who are at all busy ever read the ordinary dodger.

As to the question of whether the dodger, even if read, is liable to result in business it is hard to say. If the announcement is properly written, and the prices are right, and the dodger is read at the proper time, there ought to be a chance for business. To sum up the case for the dodger, I am inclined to the opinion that the store which trusts to dodger advertising would find it much more profitable to use the money in newspaper space instead.

Few people who have tried it, will deny the all round efficiency of the newspaper as an advertising medium. It is relied upon to-day by tens of thousands of successful business men—particularly retailers—as the main bulwark of their advertising plan. Without the assistance of the newspaper, many and many a huge retail establishment must have remained a small and petty affair. The most prosperous retailers in the world to-day are those who realize the

Family Groceries

That embraces a great many things, and a list would fill a newspaper. So we simply want to impress the fact that our stock embraces all the line needed in a home and usually carried in a Grocery.

Goods Delivered Promptly

We strive to have all Goods delivered promptly. Telephone orders solicited.

Best Butter and Eggs Always Wanted.

THOMAS HARKER

FAMILY GROCER OAKVILLE

value of the newspaper as the advertising medium par excellence.

There are various natural reasons for the efficacy of the newspaper as an advertising medium. In the first place, a newspaper costs its reader something, and therefore has more value in his eyes as reading matter than has a dodger or pamphlet flung through his letter box. Having a certain cash value, a newspaper is bound to be read.

Then a newspaper contains that which the reader is anxious to read—news. In the case of women it frequently happens that the offerings of regular advertisers form the most attractive news in the whole paper. Thus, advertising is not only looked for, but is read with intent. It is expected. The paper would lose half its interest to half its readers were the retail announcements to be eliminated.

A newspaper is never thrown by a distributor into a place where it will never be read. Only about sufficient to cover the paid circulation—street sales and subscriptions—are run off the press; and the subscriber who doesn't receive his paper when it is due, wants to know the reason why. Thus you don't (as in dodger advertising) pay for copies which never reach a possible customer.

A newspaper is generally read when the reader is in a receptive mood—particularly an evening or a weekly paper. When a person takes up the weekly paper in the evening, he or she is prepared to mentally absorb the contents thereof. In other words, the reading of a newspaper is a deliberate act, as distinguished from the accidental and cursory scanning which a dodger receives if it is read at all.

The natural consequence of a paper being read when the reader is in the right mood to absorb information, greatly enhances the business—building chances of a well-written and displayed newspaper ad. If you place your ad. in your local paper or papers you will reach practically every person in your locality who is likely to have money to spend. You will reach them at a time when their minds are open to receive information; and it usually rests with the nature of your ad., and the inducements offered, to determine how far you will be successful in inducing the people to buy.

* * *

Prices invariably figure in the ads. of the great retail establishments of big cities; and there seems reason to believe that such should be the case with the ads. of stores in smaller places. Particularly the prices of seasonable goods. About this time of the year, Christmas groceries, tersely described and commended, and having the prices attached, should figure largely in the grocer's newspaper space.

* * *

The ad. of Thomas Harker is another case where a few lines mentioned with the prices attached might have made a more effective ad. The heading and introductory paragraph is good, and the emphasis laid in promptitude in delivery is a good point. We suggest an alternative ad., with a few priced lines introduced.

Family Groceries

That embraces a great many things, and a full list would fill a newspaper. So we simply want to impress the fact that our stock embraces all the lines needed in a home, and usually carried in a grocery.

These few items are interesting:

Oranges Sweet Jamaica fruit, fine, large and juicy, per doz..... **30c.**

Prunes Choice California prunes, every prune clean and good, per lb..... **12c.**

Jelly Blank's celebrated jelly powders, each package making one pint of beautifully flavored sparkling jelly, special price, 4 packages for ..... **25c.**

Goods Always Delivered Promptly

TELEPHONE ORDERS SOLICITED

Best Butter and Eggs Always Wanted

THOMAS HARKER

FAMILY GROCER - OAKVILLE

LONDON CORRESPONDENCE

The assignment is announced of Chas. J. McCormick, grocer, 261 Wellington Street.

* * *

That the agents of the Heinz Pickle Company, of Pittsburg, Pa., are favorably impressed with the advantages which London offers as the site of the big branch factory they propose to start in Canada is shown by the fact that President Stevely, of the Board of Trade, has received a letter from the company, announcing that the agents would return to this city shortly and go further into the matter. Everything seems to indicate that the company will locate here, in which case a factory will be erected and a plant installed costing altogether in the neighborhood of $200,000 and giving employment to several hundred persons.

* * *

Poultry promises to be cheaper this Christmas than last. One thing is certain. Turkeys and fowls are more plentiful. The manager of Flavelles Limited states that they are killing from 1,000 to 1,500 chickens daily. Large shipments of poultry have been arriving here of late from all over the province and these have been passed through the factory and stored in greater quantities than has been known for some years.

* * *

Wholesalers report an improvement in the monetary outlook, collections having been much freer during the past couple of weeks.

* * *

The city clerk has received a letter from O. Pressprich & Co., of New York regarding the establishment of a canning factory here. The firm installs canning plants and seeks information regarding the possibility of a company being organized here for the purpose. The Manufacturers' Committee will look into the matter.

* * *

Brokers report trade very fair. Montreal sugars are down ten cents; raws are very dull, with little change in price. Rice is very firm, with an upward tendency. The coffee market is becoming more than ever of a speculative character, as is evidenced by recent rapid fluctuations. Still while the ups and downs have been unusually frequent of late there has been no movement of a pronounced nature either way. Teas are quiet and unchanged. Raisins are advancing and currants also are steadily rising.

* * *

Of the newly elected officers and directors of the Commercial Travelers' Mutual Benefit Society only two are connected with the foods trades, viz., Robt. Tait, the president, with the McCormick Manufacturing Co., and C. Carrie, a director with D. S. Perrin & Co., in the same line.

THE TRAVELERS' PAGE

News of the Knights of the Grip, Particularly Those Who Sell Groceries.

Some Items Worth Reading.

DINNER TO JIM McLEAN.

Most travelers who have covered Eastern Ontario know "Jim" McLean. He has been trotting up and down over that country selling groceries for twenty-seven years, and he has friends in about every store in that territory. For the last seventeen years Mr. McLean has been connected with the firm of T. Kinnear & Co. Recently he bought a livery and hack business in Port Hope, and to show their appreciation and good wishes the firm made him the guest of honor at a house banquet at McConkey's on Thursday evening, November 21st. The gathering included, beside the heads of this sterling old house, the travelers and heads of departments. Around the board were seated the following gentlemen: T. Kinnear and T. Kinnear, jr., Jas. McLean, R. Keys, A. H. Lawson, J. B. McRae, E. G. Bingham, A. G. Fleming, T. Wheater, W. J. Ramsay, F. Anderson, G. T. Morris, E. J. Peters and J. J. Hardill, travelers; A. E. Cutler, accountant; G. H. Rennie, cashier; C. B. Rennie, and R. W. Telford, salesmen; Jas. McLean, jr., W. B. Campbell and V. Brooke, head and assistant shippers; C. Clarridge, head packer, and The Grocer representative.

The jolly crowd did hearty justice to a generous dinner, and then R. Keys, on behalf of the firm, presented Mr. McLean with a magnificent Morris chair in weathered oak with inlaid front.

And then came the fun. The head of the house, T. Kinnear, inaugurated things by proposing a toast to the King. This was followed by one for the success of the retiring employe, which was drunk with a chorus of "He's a Jolly Good Fellow." Then followed brief speeches by each of the twenty employes around the table in praise of Mr. McLean. Not one was given a chance to sit still and none wanted to. Everybody had a good word to say for "Jim." Some had known him seventeen years, some seven, some only a few months, but each one liked him, and was able to scrape up a mighty good reason for doing so.

"Why," said "Tom," the junior partner, "it always made the day go better when I shook hands with 'Jim' on Saturday mornings. He carried a sunshine factory with him and always kept it grinding."

Some of his fellow-travelers told stories of him—how he had gotten turned round after driving over the big bridge at Hastings and drove back over it again in an hour or so, thinking he was at Campbellford—how he used to mix politics in with raisins and tapioca—how he always had a good joke to tell on himself or somebody else—but they all told of his popularity among the firm's customers and of his success through honest and straightforward methods. All of them wished him success in his new venture, and several of them promised to patronize his big Port Hope livery. Mrs. McLean was not forgotten, either, and reference was made to the way in which she regularly helped her husband to make up his order sheets.

Following this tribute a toast to the firm was drunk, proposed by "Bob" Keys. In reply, Mr. Kinnear, sr., spoke of the principles of integrity and

JAMES McLEAN.

straightforwardness which had always been present in the business, and attributed to this and to the high quality of goods sold the successful position they had reached. He desired that the employes should look upon themselves as a part of the firm, not as mere wage-earners, and expressed himself as proud of the staff of men he had gathered round him. "Now, Tom," he said, when it came to the junior partner's turn, and T. H. Kinnear responded in similar terms, trusting that kindly relations would continue to exist in the business.

The last toast was to The Canadian Grocer, a compliment which this paper appreciates exceedingly, coming as it does from this old firm, which occupies such a strong position in the trade of Canada.

The gathering broke up with cheers for "Jim" McLean and a host of good wishes from his fellow travelers and employes.

DEATH OF JOHN BAKER.

When John F. Baker came in from his last trip, a few months ago, and his kind-hearted employer told him to put his grip to one side and take a few weeks' rest, no one thought he would remain there long, for John in his long career on the road never lost many hours through sickness, for he was robust, sober and of a cheerful mind.

He rallied many times and hopes were entertained for his recovery, but death claimed him, and the news has cast a gloom over the city of Kingston.

Instead of the usual post card announcement of his coming, his many friends and customers on his route received a notice of his death in a neat folder with black border, sent out by his late employers, George Robertson & Son, grocers.

The merchants on whom he has been calling for years, will miss the friend that will talk to them no more. No traveler ever lifted a grip who had a warmer place in the hearts of those with who he did business.

After graduating from the W. H. Coombs academy. Mr. Baker commenced his commercial life by joining the staff of John C. Carruthers & Co., wholesale grocers and exporters, as bookkeeper about the year 1870. After a few years in the office he took up his grip and samples. He also traveled for their successors, A. Gunn & Co., and latterly until his death, for sixteen years past has done faithful and valuable service on the road for Geo. Robertson & Son. He was an ardent supporter of Queen's University, and the students remembered the fact and sent a letter of regret and a beautiful wreath of flowers to be laid on his casket.

LONDON TRAVELERS ACT.

The executives of the London Travelers' Club and the Western Ontario Commercial Travelers' Association held a joint meeting on Saturday night for the purpose of considering what steps should be taken to bring to the attention of the Provincial Government the hardships to which the traveling public are subjected in the matter of obtaining suitable accommodation in municipalities where local option has been adopted. The various speakers agreed that prevailing conditions were intolerable and that something must be done. Lengthy resolutions were adopted in which the belief was expressed that any municipality choosing to do away with the bars should be compelled to maintain the necessary accommodation for the traveling public, even though the maintenance of such hostelries should require the financial support of the municipality. It was also recommended that all lodging and eating houses be placed under special license and a medical certificate for cleanliness and sanitation accompany each application for license. The specific grievances to which government attention is directed are impure water, filthy lavatories, washrooms and bathrooms, bedrooms and sitting rooms. The resolutions will be duly signed and forwarded to the Provincial Secretary.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

BRANDON.

There is nothing very startling in business circles here just now. A talk with some of the principal business men here well shows that trade is very quiet. The merchants out West won't know how to take this quiet spell, because they are always so busy as a rule. There is one thing sure, we shall have to be very careful with our accounts and especially so with opening up new accounts. However, we will have to make the best of it because we have had four years in succession of the very best kind of business.

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Mr. Mason, of Mason & Hickey, Winnipeg, was around calling on the trade to-day. We are always pleased to see his cheerful countenance.

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The Cowan Co., of Toronto, are demonstrating their Perfection cocoa in Smith & Burton's this week and report very satisfactory results.

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O'Connor & Babe, successors to T. L. Orchard, have opened up a first-class restaurant and ladies' tea-room in connection with their confectionery store. They certainly did not spare any expense in fitting it up and they deserve to do well because their establishment is a credit to our city. They had their opening Saturday night with an orchestra in attendance.

* * *

The price of flour has declined 10 cents per sack recently, but wheat is starting to go up again. The bakers here don't seem to hitch together very well. Some sell bread at 5 cents and others for 6 cents.

GALT.

Affairs in Galt are rather quiet as yet. The fruit season is over and trade is rather slow. Everything is high. Butter and eggs are away up, selling at 30 cents each. Flour has advanced and also milk and bread. The advance in the prices of all necessities has furnished material for many jokes in the Canadian press, but it is a matter that should be regarded seriously. There appears to be no reasonable explanation why the price of necessities should be advanced. Granted that there is a reason, is there also not a reason for a corresponding advance in salaries and wages. Undoubtedly the matter will adjust itself, but there is room for action on the part of all parties concerned.

The first annual banquet of the Galt Retail Merchants' Association was held in Galt last week and to say that it was successful would be a mild expression. It was by far the best banquet ever held in Galt. The speeches were full of information and the local association will be much benefitted. A pleasing feature was the number of grocers present, every concern in Galt being represented. Mr. Trowern, Dominion secretary, was the chief speaker.

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Are freight rates high? A local man wishing to ship a barrel of apples to Chicago, found that it would cost him over two dollars, or as much as the apples were worth. He didn't ship.

* * *

The police of Galt are most efficient regarding the Weights and Measures Act. They have recently weighed the coal supplied by local dealers and found everything all right. The bread was next, and this also measured up to the standard. On Saturday the butter offered by the farmers on the market was weighed, and found to be full weight. It would appear that the Galt merchants are trustworthy.

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In his speech at the retailers' banquet, Secretary Trowern bitterly denounced co-operative businesses. He declared them to be trade's worst enemies and declared that in time they would stamp out all beneficial competition.

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Trade in general has picked up considerably during the past week. For a short time there was a slight depression, but it proved only temporary, and business is brisk at present.

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The merchants are already considering their Christmas windows, and as this town is noted for the excellence of its windows, the public are eagerly awaiting the annual effort.

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The membership of the local Retail Merchants' Association is growing very rapidly, and the membership committee will have an excellent report to present at the annual meeting, which will be held shortly.

* * *

The Saturday market was largely attended, and prices still continued on the increase. Merchants and public alike claim that Galt prices are too high in comparison with those of surrounding towns. Some of the prices were as follows: Eggs, 35c doz.; butter, 35c pound; apples, $2 to $2.50 per bbl.; pears, 60c basket; potatoes, $1 per bag; chickens, 25c to 65c each; ducks, 60c to 70c each; geese, $1 to $1.25; pork sausage, 12½c lb.; beef, 5½c to 7c lb.; pork, 10c to 12c; lamb, 10c to 12½c.

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Many of the recently arrived emigrants will probably suffer this winter. A large number have been thrown out of employment by the local industries and in the neighborhood of one hundred are now seeking vainly for work.

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The remarks of the Ingersoll correspondent regarding waiting accommodation for customers, might be taken up in Galt to good advantage. The average customer does not relish being jostled about here and there while waiting for attention.

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The grocers are already fixing one eye on their supply of Christmas turkeys. If the present high prices continue the lordly gobbler will be absent from many a table which has heretofore been graced by his presence.

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Geo. Mutch, who recently opened a store in the southern end of the town, is meeting with deserved success. Although only in business for a few months, he has found it necessary to double the size of his store.

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The fruit business, formerly conducted by Joseph Zuccaro, has been purchased by Beni Gerri, who signified his acquisition by repainting the property a brilliant red. Joe has returned to his home in Italy.

EDMONTON.

As Edmonton is a very young, though a very ambitious city, there has never been much of a market. As a consequence we cannot reply to a recent query

Montreal gives a couple of new ideas which ought to be mighty helpful in the grocery business.

The Edmonton correspondent compares this year's and last year's prices.

High freight rates are troubling ing Galt merchants.

Stratford emphasizes the benefits of grocery advertising.

An enterprising grocer's boy in Chatham has a new scheme for delivery which ought to work well.

The Guelph correspondent discusses the value of lady grocery clerks.

An influx of outside capital keeps business good in Vancouver.

Two retired Edmonton grocers are candidates for the mayoralty.

Prospects are not very bright for Christmas turkeys in Galt.

Hamilton urges early Christmas shopping.

from Ottawa regarding market regulations prohibiting buying before certain hours. Now, however, the City Council are awaking to the necessity of establishing a good market and several improvements in the present market square and regulations to govern the market have been proposed. This will be welcomed by everyone, the retail grocers, as well as the consumers.

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The City Grocery, located at the corner of Eighth St. and Jasper Avenue, has changed hands recently and in future will be known as Prentice & Company. The new proprietors are making extensive arrangements for the handling of their already large trade and several additions have already been made to the staff. Their store is completely equipped with a first-class line of groceries and provisions while more stock is constantly arriving. It is the intention of the management to open a bakery in connection with their store in the near future as this district is much in need of a store of this kind.

Grocers in the city report a big increase in the wholesale price of almost every line of goods they carry. This has necessitated a corresponding increase in the retail price so that living is, as a consequence, more expensive in Edmonton. During the past three months there has been an increase of between 30 and 60 per cent. in the price of some of these necessaries of life. It is announced that the increase is due to the greater demand and to the scarcity of the article.

Porridge, one of the staple articles for breakfast, particularly among the Scotch, has increased 60 per cent. in price during the past three or four months. Earlier in the year an 80-pound sack of rolled oats cost $2 wholesale, while now the price is $3.15 wholesale for the same sized sack. Flour, also, a few months ago could be purchased from the wholesaler for $1.75 per cwt., while now it costs $2.60, an increase of 85 cents per hundred pounds. The advance in the price of these two lines has been caused by the shortage in the oat and wheat crop in the country this year and the consequent increase in price.

Speaking of the price of rolled oats, one prominent grocer in the city stated to The Canadian Grocer that he had been in business in Edmonton for fifteen years and had never seen the price higher than it is now. Even when they had to ship it in from Winnipg before mills were established in the West, the price was no higher than it is at present.

In canned goods, such as tomatoes and corn, there has also been an increase in the price. Tomatoes are now 20 cents per case dearer than formerly and corn costs 10 cents a case more.

A shortage in the fruit crop has caused an advance in the price of canned raspberries, peaches, pears and other fruits.

Perhaps the increase in the price of fruits can be illustrated best by a comparison of the price of apricots now with that of former years. At present they cost 40 cents per pound in Edmonton or 30 cents a pound at the Pacific Coast, wholesale price. Last year the wholesale price was 20 to 22 cents per pound while two years ago the price was from 10 to 12 cents per pound. Three or four years ago apricots could be purchased for from 7 to 9 cents per pound by the case.

In butter there is an increase in the price over that of last year. The grade of butter that costs 30 cents per pound to-day could have been purchased last year at this time for 25 cents per pound.

The price of bread, too, has taken an upward bound. A year ago 20 loaves could be purchased for $1, while at present 14 to 16 loaves for $1 is the prevailing price.

Milk now costs ten cents a quart or 12 quarts for $1, a considerable increase over the price of a year ago.

Grocers and provision merchants generally feel that there will be no great improvement in these prices for some time, till next spring, anyway.

It is estimated that there are about 75 grocery stores of various sizes in the city. Many of these are operated by foreigners who cater to the wants of residents of their particular nationality in Edmonton.

A LOVE-TAP FROM GALT.

"The special number of The Grocer was the best example of a trade publication I have ever seen," was the remark made by a prominent grocer, to your correspondent. The whole grocery trade in Galt is immensely proud of its official organ.

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The excitement which usually attends every municipal contest in Edmonton is on now, as the time draws near for the next municipal election. Already some of the candidates are in the field, filling the newspapers with their platform and election addresses, and speaking at public meetings in all parts of the city. The election this year promises to be as exciting and as closely contested as in former years and will be of especial interest to grocers, as two retired grocery merchants are candidates for the mayoralty. These are John A. McDougall and J. H. Picard. Both men have resided in the city for years and have made successes of their business, and retired, and both are thoroughly conversant with the municipal situation in Edmonton. Opinion in the city is divided and the issue is doubtful. Both candidates are Liberals, so the election will not be fought on political lines. In any event, as there are as yet no other candidates in the field, it seems pretty certain that the mayor of Edmonton for the year 1908 is going to be a grocer. To be mayor of Edmonton may not, at first sight, seem to be much, but in the present condition of affairs it means a great deal to the city to get a thorough, practical and level-headed business man at the head of affairs during the coming year. Edmonton may properly be called the home of municipal ownership in Canada, for this system is being carried out here more fully, perhaps, than in any other part of Canada. Edmonton owns her own sewerage system, waterworks, electric light and power plant, telephone system, street railway line, incineration and other public utilities. Large sums of money have been spent in improving the city this year, necessitating the issue of approximately $640,000 worth of debentures in the summer, and about $850,000, which are now on the market. In view of these facts it will be seen that in the present financial condition in the country it will require a skilled man at the head of city affairs. And to whom are the people turning in their hour of need but to grocers, who have by long and diligent efforts made a success of their own business.

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It has been suggested that Edmonton grocers and others should encourage the farmer in this district to go into dairying more extensively. If a few more good milch cows were kept and butter made and marketed in Edmonton, the farmer would make a good profit, and the grocer would always be able to get a good supply of fresh butter for his customers. One farmer stated recently that he made from $40 to $50 per season from one good cow in the sale of butter alone. This is the price of a good cow, so that after the first year it would be clear profit. The farmer will always find a good market for his butter in Edmonton and should embrace this opportunity at once. In addition to the profit on his butter, he would also have the skimmed milk for his calves and pigs, and thus find a good revenue at very little expense and labor. At the present time the supply of butter from the district is not sufficient to meet the demand, and as a consequence butter has to be shipped in from outside points, thus making the price high.

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There is also a scarcity of milk in the city, and hotels are, on occasions, hard put for a supply of the lacteal fluid. Ten cents a quart or twelve quarts for a dollar is the top price now.

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The Prince Arthur cafe, which has been closed for some time, has been opened again this week. Some Chinese have started the restaurant again under the name of the Queen's restaurant.

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The Retail Clerks' Protective Association held a meeting in the Mechanics' hall last week, at which the newly-elected officers were installed and the charter formally presented. The question of the advisability of having an early closing by-law in the city was introduced and discussed. A committee was appointed to confer with the Trades and Labor Council to decide on some united course of action in connection with the introduction of another early closing by-law. The association have decided to hold meetings regularly every two weeks.

New Western Freight Rates

Winnipeg Jobbers Objecting Strenuously to New Freight Tariff—Claim it will Force Them to Give up the Kootenay Trade—Will be Hard on Fruit Dealers.

One of the features of the week has been the publishing of the first draft of the proposed new freight tariff for the west.

New freight tariffs are apt to be disturbing elements at any time, but a freight tariff that increases rates at a time when there is a general tendency to reduction, both of freight and passenger rates on American roads, has practically raised an insurrection.

The railways claim that what they have done has been done at the request of the Tariff Commission, but any stick will do to beat a dog with. The fact of the matter is that when the Railway Commission sat in the west, the Vancouver merchants made a most vigorous kick because the Winnipeg wholesalers had an advantage over them in the famous commodity tariff into the Kootenay. There appeared to be discrimination, and the Railway Commission ordered that discrimination be done away. The railway company has accomplished this by doing away with the commodity rate altogether and putting the tariff on a mileage basis, which not only throws the advantage to Vancouver, but also places the eastern wholesaler in a better position than the Winnipeg jobbers, who, by the way, were the men who had enterprise enough to go in and build up the Kootenay trade, when neither Vancouver or the east were ready or willing to touch it.

In addition to this the rates in Manitoba have been very sharply advanced, and while it is not known just what the through rates will be, the little information that has come to hand indicates that here again the Winnipeg jobbers are at a disadvantage.

The proposed tariff is to come into force on Nov. 25, and in the meantime the council of the Board of Trade have taken the matter up and wired the Railway Commission as follows :

"Winnipeg, Man., Nov. 14, 1907

"Hon. A. C. Killam,
"Chairman, Board of
"Railway Commissioners,
"Ottawa, Ont.

"Joint meeting of Jobbers' and Shippers' Association and council Board of Trade protests emphatically against the proposed tariff of freight rates out of Winnipeg, C. P., C.R.C., W. 746, C. N. C.R.C. 199, and contend that any readjustment of the freight rates out of Winnipeg should be done on the basis of the rates out of St. Paul and Minneapolis to Minnesota and Dakota points and should be no higher than these rates.

"Secondly : They also protest against the proposed tariff of freight rates out of Winnipeg, C. P. C.R.C. W. 746, C. N. C.R.C. 199, so far as Kootenay points are concerned as being absolutely destructive to the trade covered by the present commodity rates which Winnipeg has built up with those points and ask that no such rates shall be put in force, but that they be materially modified or the old tariff C. P. C.R.C. W. 644 C. N. C.R.C., 154, be allowed to remain in force.

"Both trade bodies request that the proposed tariffs C. P. C.R.C. W. 746, C. N. C.R.C. 199, shall be held and not enforced until they have opportunity of considering them and being heard further, but in any event not before February 15,

"Proposed new tariff, though promised by railway officials, only now submitted, and neither body had time to consider more than outline. This absolutely contrary to agreement made before you. Letter following.

" C. N. BELL,
"Secretary Board of Trade."

There is no question that the blow will fall heaviest on the hardware trade. In fact, one hardware merchant, with a branch at Nelson, stated freely that the enforcement of this tariff would mean the closing out of his business altogether at that point. For example, the rates on heavy iron have been jumped from 62 cents to $1.09 per cwt. Another grievance is that the minimum of cars has been increased from 30,000 to 40,000, and mixed cars have been done away with.

The Free Press, which was the first western paper to print the tariff, has made up some very interesting tables, of which the following are copies. These show a comparison of old and new rates and also give the rates that previously have obtained on what are technically known as "commodities" and fruits. In addition to the places named, increases are made amongst others, to Hartney, Boisevain, Deloraine, Holland, Carroll, Morris, Morden, Minnedosa and Crystal City, with reductions to Birtle, Arcola and Broadview.

NEW AND OLD FREIGHT RATES COMPARED.

Below is a representative showing of the new freight rates from Winnipeg to points in Manitoba, and to points west of Manitoba. In each case there ded by the new tariff. The rates are inis also shown the rate which is superce cents per 100 lbs. :

Winnipeg to	Class 1	Class 2	Class 3	Class 4	Class 5	Class 6	Class 7	Class 10
Portage la Prairie—								
New rates	30	26	21	17	15	10	9	7
Old rates	20	18	16	14	9	5½	4	3½
Increases	10	8	5	3	6	4½	5	3½
Brandon—								
New rates	48	41	33	26	23	18	14	11
Old rates	37	32	27	22	16	12	8	7½
Increases	11	9	6	4	7	6	6	3½
Souris—								
New rates	52	44	36	28	25	19	15	12
Old rates	39	33	28	23	20	14	9	9
Increases	13	11	8	5	5	5	6	3
Moose Jaw—								
Old rates	1.05	88	72	55	49	40	27	23
New rates	99	83	67	51	45	36	27	21
Reductions	6	5	5	4	4	4		2
Swift Current—								
Old rates	1.23	1.03	84	64	57	48	33	29
New rates	1.18	99	79	61	54	43	32	25
Reductions	5	4	5	3	3	5	1	4
Medicine Hat—								
Old rates	1.43	1.19	97	75	68	58	40	34
New rates	1.40	1.17	94	72	64	52	37	30
Reductions	3	2	3	3	4	6	3	4
Calgary—								
Old rates	1.66	1.39	1.13	86	77	69	48	41
New rates	1.61	1.35	1.08	82	73	60	42	35
Reductions	5	4	5	4	4	9	6	6

Commodity Rates.

	1	2	3	4	5	6	7	10
Present rates merchandise	143	119	97	75	68	58	40	34
Commodity Articles — Implements, churns, binder twine, felt, furniture, glass, iron and steel, paint, paint lead, paint oil, paper, wire, woodenware	142	118	94	69	63	53	36	..
Commodity Articles—								
Oil	127	106	84	..	56	..	..	..
Fruit	107	90	72	52	48	..	..	..
New Rates	140	117	94	72	64	52	37	30

Next to hardwaremen the fruitmen will be the hardest hit by the new tariff arrangements and also the Western fruit consumer will be made to suffer. The bulk of the fruit used in this country must be brought from long distances, and it is felt to be a very serious grievance that the necessarily high price should be increased in this way. For years the West has been pleading to have the customs duties on fruits either lowered or abolished, and now instead of any relief in that direction there comes an advance in freight which will materially enhance the price to the consumer.

While many of the wholesale men are willing to suspend judgment until the through rates from the East are posted, they all concur in one thing, that there is absolutely no reason for the very heavy advance in local rates. It is all right to have a freight tariff that does not discriminate in favor of one section of the country against another, but that could have quite as readily been overcome by a lowering of the rates instead of advancing. It is stated on very good authority that in many instances the rates on freight proposed by this tariff are actually higher than they were when the C.P.R. opened freight trade in 1886. There is a feeling that the present rates, which have been, with only the slightest modifications in force for many years, must have been profitable or the company would not have maintained them.

The question of a freight tariff on a mileage basis was put into effect in regard to wheat and coarse grain on the 15th of October, and this has made it impossible to ship to any point between Winnipeg and the lakes on the proportion of the through rate, which was the custom for many years. In this section the people most hardly hit are the railway contractors and lumber and tie camps, and these are protesting vigorously against the taking away of this privilege, and already formal protest has been filed with the Government at Ottawa.

With the country suffering from a general shortage of cars for getting the wheat out anything that is calculated to lower the prices and increase the cost of handling is looked upon with very marked disfavor.

VANCOUVER.

Conditions in the wholesale grocery trade are fairly satisfactory considering the condition of unrest which has been prevalent throughout the continent this fall. In immediate local trade, upon which the jobbers of the coast cities mainly depend, there is nothing to give cause for complaint. But in the sections of the Northwest to which B. C. wholesalers reach, business is mildly described as "dull." So dull is it, in fact, that some travelers have been pulled off indefinitely, or at least until next season opens. In the lumber trade there has been an extreme dearth of Northwest business for some weeks, and as a consequence many mills are closing down for a time, while those which are running have cut the time down to eight hours from ten.

Elements which tend to hold business good in B. C. are easily noted by the observer. There is a steady influx of outside capital for investment in lands and timber. There is also a steady increase in population, notably in the horticultural districts of the coast, Vancouver Island and the interior. The majority of the newcomers are locating on land and thus joining the army of producers, so that the province is receiving double benefit from their accession. The amount of land being brought under cultivation, especially in the way of being set out in orchards, etc., is increasing very rapidly and as this process has been going on for some years the increase in fruit production is now becoming rapid.

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The East Kootenay district, watered and served by the two great interior rivers of B.C., and containing valuable farming and timber lands, as well as mineral deposits of high grade, has long lain dormant for the want of transportation facilities. Its wealth is soon to be laid under tribute for the general good of the province, as the road is to be constructed by the C.P.R. next season, all surveys and plans being now practically complete.

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A question of vast importance to the coast and to the province in general is the control of the coast fisheries. This matter is likely to be very prominent in the coming season, through the action of the Provincial Government appointing one of the ministers, Hon. W. J. Bowser, as Commissioner of Fisheries. The declared intention is to assume control of the coast fisheries, which have heretofore been administered by the Dominion Government, along with the deep sea fisheries. With these latter the province has no intention to interfere. One lessee of coast fishing privileges has been notified not to exercise the rights granted by the Dominion, under penalty of seizure of gear. A deputation of cannerymen recently waited on the Provincial Government to discuss the situation. It is felt that with local administration something may be done to check the ravages in the salmon industry, which have been so marked of late years.

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The new C.P.R. freight tariffs will be issued on Nov. 25th and Dec. 1st. These govern the rates of freight under wholesale and jobbing shipments in the west. They have especial reference to alleged discrimination in favor of Winnipeg as against Vancouver, and have long been under discussion. The order of the Railway Commission has been carried out, eliminating all discrimination. Coast jobbers consider that they have secured distinct advantages in the new rates.

* * *

New stock nuts, dried fruits, candied peels, etc., for the coming Christmas trade are making their appearance much more promptly than they did last year, when some goods never reached this market at all for the Christmas business.

STRATFORD.

The city bakers have had quite a time lately boosting prices, reducing weight, etc. A week or so ago five of the city bakers held a caucas and owing to the increased cost of material and delivery they decided to either boost the price of the loaf or reduce the weight. They came to the conclusion that the citizens would not take well to the idea of having to pay an extra cent or two for their bread, so agreed to reduce the weight. For a whole week the delivery men had a strenuous time of it and were given mighty cool receptions by a large number of the citizens (the housewives). Gradually their trade slackened, for although five bakers had agreed to reduce the weight, another well-known firm still made and sold their bread at the usual figure. Naturally the busy housewives flocked to the stores where they could secure the "staff of life" at the cheapest price and as a result the other quintet of bakers began to lose their custom. The result was that bread came down again or the weight was increased to the former figure and the housewives are happy.

* * *

W. J. McCully, one of the hustling young grocery men of this city, is one of the incorporators in the A. F. MacLaren Cheese Cutting Machine Company, which has just obtained Dominion letters patent, with a capital stock of $60,000, with head offices at Ottawa. The two other incorporators are A. F. MacLaren, M.P., of Stratford, and G. W. Hunt, of Ottawa.

* * *

There is talk of the electric trolley line from St. Thomas to London being extended through to Stratford. If such a project materializes as it is expected it will, Stratford merchants, grocers included, will receive untold benefit. The line would not only bring trade in from the towns directly on the line, but would draw a large crowd of farmers to the city. Here's hoping that the scheme will materialize.

* * *

"It pays to advertise." The slogan is a chestnut. But does it pay? It is quite evident that the majority of Stratford grocers think different, or at least they do not patronize the local newspapers. They may hang up a number of attractive cards (and this is a good way) but very few of the retailers try to draw trade by means of an ad. in the press. Quite likely they will "take a chance" during the Christmas season, but the man who knows will tell you that it's not the spasmodic advertising that pays. Other merchants in different lines of trade advertise and do so almost continuously year in and year out. Are they losing by their contract? Not much! Just look at their stores. They are the very best in the city. To the non-advertiser we would say, just try a small ad. and see if it does not bring sure results. Ask any merchant who advertises what he thinks of newspaper advertising and he will tell you—well, just interview him and find out.. "A word to the wise (or unwise) is sufficient." Some people have an idea that they have no need to advertise as their good and bright store speaks for itself. Not always friend. That's where you are wrong. The better the store is the more this fact should be advertised.

CHRISTMAS COMPETITIONS

AS noticed elsewhere in this issue, **The Canadian Grocer** is offering prizes to its subscribers for two Christmas Competitions.

I. For Best Trimmed Christmas Window.

II. For Best Advertisement of Christmas Goods in a Local Paper.

IT WILL PAY YOU TO TAKE PART IN THESE COMPETITIONS

BRANSON'S

Concentrated Coffee

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying quality.

Large bottles.

Concentrated Coffee

A quick-selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation

Deserving its title—"the best."

Large bottles.

Branson & Co., Ltd., Chase Works, Clapham, **London, S.W., Eng.**

CORRESPONDENCE

CHATHAM.

With the approach of Christmas, the grocery windows are showing unwonted evidence of decoration and display. During the past week there have been quite a few well decorated windows, not only on King street, but beyond the confines of the big thoroughfare. As a rule, though windows are generally neat, clean and presentable, most grocers do not attempt to specialize in the line of scientific window display. Hence, the good displays in evidence during holiday seasons are more striking than they might otherwise be.

* * *

Ald. Wm. Potter is now definitely in the field for mayor. His card appeared in the city papers last week, in pursuance of his already expressed intention to enter the field against all comers. Ald. Potter has five years' service in the council to his credit, two of which were spent in the difficult post of chairman of the property committee. The new city market and the still newer electric light plant have come within the scope of his committee, and in connection with the latter he during the past year fought a hard and successful battle for the maintenance of public ownership. At the Council board and in committee there has been no harder worker. Ald. Austin is also in the field for mayoralty honors, while there is strong probability that Mayor Stone will be a candidate for re-election.

* * *

Mahler Bros.' evaporator, at Ridgetown, took fire on the evening of Nov. 20 and was completely destroyed. The building was a two-storey frame and the driers were heated by large coal furnaces, which made it burn like tinder, despite the good work of the fire department. The loss will total about $6,000, partly covered by insurance. Only one shipment had been made this season, and the building was filled with goods ready for the market, as well as about 20,000 bushels of apples ready for peeling. Only a small portion of the machinery was saved.

* * *

Walter Hales, the general storekeeper at Northwood, was last week united in marriage to Caroline, daughter of Mr. and Mrs. J. G. Ousterhout, of the same place. The ceremony took place on November 19 at 6 o'clock, Rev. Mr. Pentland officiating. Mr. and Mrs. Hales will visit London, Peterboro and other eastern points on their wedding trip.

* * *

Mrs. C. P. Powell, of Tilbury, has rented the store in the May block, Essex, recently vacated by R. Williams, and will move her grocery and crockery stock there.

* * *

Frank Herdman has purchased the grocery business till recently conducted by John Setterington, on Talbot street east, Leamington. Mr. Jeffery, an oil man, was the first purchaser, but received a better offer to remain in the field, and accordingly sold to Mr. Herdman. The latter will continue in the livery business also, as heretofore.

* * *

Among the artistic windows in Chatham this week, that of H. Malcolmson was one of the most noteworthy. It was chiefly a meat window, the good things being tastefully arranged in rows. The expert window dressers of the establishment, who were responsible, deserve lots of credit for an attractive display.

* * *

Lorne Cummings, the West street grocer, was last week the recipient of something not for retail during the coming Christmas season. It's a girl.

* * *

Eggs at 30c a dozen and butter at 30c a pound are becoming the usual things on the local market, and there seems every prospect that the prices will not only stay that high, but even go higher. On the contrary, there is a plentitude of fowl. Prices are now much lower than they have been, and the prophecy is ventured that as the season advances the prices will continue to slacken. In connection with the egg and butter prices, there is plenty of talk of a market vendors' union for the purpose of keeping up prices. However, there is really little doubt that the high prices are merely due to the unfailing law of supply and demand.

* * *

Wm. Clifford, the Wallaceburg butcher, has on exhibition a fine bear—not of the Teddy variety, but a genuine specimen, shot by Geo. Crawford up north.

* * *

R. I. Weaver, the St. Clair street grocer and butcher, has a delivery boy who possesses a distinctly inventive turn of mind. The lad in question is accustomed to deliver goods by means of an express wagon, for which he himself supplies the motive power. Apparently, however, he wearied of the role of horse and aspired to the higher glory incident on being driver. Necessity being the mother of invention, he proceeded to devise ways and means. The ways and means included an easy-going friend, a long strand of rope, and a bicycle. As a result of the combination, residents of St. Clair street were yesterday treated to the spectacle of a lad on a bicycle slowly towing a big green express wagon due north, the wagon containing a load of groceries and an elated driver. The driver also furnished passenger accommodation for a friend, and seemed immensely tickled at the success of his invention.

* * *

E. R. Putnam, Queen street, has improved his butcher shop by installing a new oak front. A large plate glass window in front affords him an excellent opportunity to display his various kinds of meat. The change adds very much to the appearance of Mr. Putnam's place of business. The interior of the shop is also much improved and handsomely grained.

* * *

E. R. Wigle, of Ruthven, who has been in the general store business at that place for the past eighteen years, has disposed of his building to his next-door neighbor, T. H. Wigle. T. H. takes possession Dec. 1st, and intends to put in a stock of dry goods and boots and shoes, in addition to the present stock of groceries.

* * *

The appeal of the Traders' Bank against the decision of Judge McHugh, of Windsor, in the case of Traders Bank v. White, came up in the Divisional Court at Toronto, on Nov. 11th, and was dismissed. The suit was to recover on notes given in payment for stock subscriptions in the old Consumers' Tobacco Co., which afterwards became merged into the McAlpin Co. About 100 Essex farmers and growers were interested, the amounts totalling $10,000. They opposed payment on the ground that the original company had not carried out their agreements, and that there was fraudulent representations made in obtaining subscriptions. There is no further appeal. It is understood the Traders' Bank will not lose by the decision, being secured by endorsers.

* * *

The marriage of Bernard C. Watson, the popular young Leamington grocer, to Miss Nettie Wigle, daughter of Leonard Wigle, took place on Nov. 22nd.

* * *

Thos. Dillon, formerly a prominent general merchant, of Bothwell, and well known in municipal life as ex-mayor, ex-county councillor and ex-clerk of Bothwell Division Court, passed away at that town last week. He was born in Carlow, Ireland, August 1, 1827, and was in business in Bothwell for upwards of thirty years, retiring in 1890. The funeral last Saturday was one of the largest in the history of the town.

* * *

The Bradley Store, which is giving a lot of attention to window dressing, had an exceptionally attractive display last week. It comprised hams, bacon, sausage, cheese, lard, and kindred products, arranged on a series of shelves, or steps, the meat items being interspersed with bottled pickles, catsups, olives, and like comestibles. A noteworthy feature was the liberal use of excelsior as a sort of background, to fill in the interspaces. It is rather a difficult thing to make a meat window attractive, and the fact that all day long passers-by were pausing for a look was ample evidence of the success of the efforts put forth by Mr. McQueen, the local manager, who designed the display.

* * *

Ald. Jas. N. Massey has announced that with the close of the present year he will retire from municipal life. "I haven't time to give the office the attention that it should have," he stated on Saturday last to an interviewer. "I like the office very much, but it requires a great deal of time to look after it as it should be looked after. I cannot afford the time, and for this reason I have made up my mind not to be in the field this year."

In the retirement of Ald. Massey, the city loses the services of a good out-and-out business man, who, with a creditable two years' record behind him, would be assured of re-election should he care to run.

Ex-Ald. John Edmondson, the St. Clair street butcher, has stepped into the gap, however, and announced his candidature for the council board. His defeat last year was one of the surprises of the municipal campaign, and his chances this year are considered excellent.

BARRIE.

The fine weather which has been prevailing here for the last week had a tendency to keep the farmer busy at

home, so there was no great market on Saturday, Butter was a little easier; eggs dropped two cents a dozen; chickens remained firm for clean, dry picked birds: geese sold about the same price as last week; ducks the same, while turkeys dropped from one to one and a half cents per pound. Potatoes, apples and other vegetables sold about the same as last week. Butter sold at 26c and 27c; eggs, 24c to 27c; chickens, 8c to 10c; old fowl, 5c; geese, 8c; ducks, 8c; turkeys, 10c to 12c; potatoes, 75c to 80c a bag; apples, a few No. 1 Spys sold at $2.50, while other varieties sold at from $1.25 to $2. Hay sold at from $19 to $21, according to the quality.

* * *

Mrs. S. Metcalf, late of St. Thomas, has opened a grocery store on the corner of John and Bradford streets, Allandale road.

* * *

With just a few weeks till Christmas to get the store and windows fixed up, the merchants are very busy. With all the talk of hard times, etc., it does not seem to have affected the grocery business, at least, as the volume of business in fruits and Christmas preparations so far has been larger and better than last year. We also notice quite a lot of price-cutting on Christmas fruits, etc., particularly among the smaller firms.

* * *

Much sympathy is felt here for Thos. Turner, who lost his wife last week, from an illness lasting only two days.

* * *

Bradford merchants are trying to get a cash system working in their village, and held a meeting of the merchants on Friday last to organize a committee to look after the same.

* * *

A Weinert, who for many years has conducted the Elmvale creamery, has sold out and purchased a hotel at Clifford, Ont.

MONTREAL.

Isaie Lalonde, Eastern Townships traveler for Hudon, Hebert & Co., reports business very satisfactory for this time of the year. He said that everywhere he has been the usual holiday preparations are being made, perhaps on a larger scale than ever before.

"These are hard days for the traveler," said Mr. Lalonde, "the roads are almost impassable, indeed. I have been obliged to omit several places on my list, and the country hotels are never prepared for this kind of weather."

* * *

One of the most important towns in the vicinity of Montreal is Valleyfield. It is beautifully situated on Lake St. Francis, and has a population of about 15,000. The chief industry is the cotton mills. Valleyfield has always been a paying town for grocery travelers. This year, however, it is much quieter than usual, so Mr. Boileau, a traveler for the same house reports: "There is much less money in the town this year," said he, "than for a long time past. The results of the recent strike in the cotton mills are now being felt by the grocers." Mr. Boileau covers all the towns between Montreal and Ottawa and reports more than average business.

* * *

The Grocer called on A. O. Galarneau, grocer, of Point St. Charles. His clean, well-lighted and up-to-date store is more attractive than ever. During the past summer Mr. Galarneau visited the Jamestown exposition, and on his way home visited many of the leading retail groceries in Philadelphia and New York, with a view to getting new ideas. One idea which he has put into practice, and which is giving the most gratifying results, is the arrangement of a centre table. In the middle of the store he has placed a table for the display of grocery novelties, sich as fancy bottles of olives, pickles, small canned goods, and all similar lines. On each article is a small clear price card. "The advantage of that table," said Mr. Galarneau, "is that it waits on itself, and often when we are rushed, it keeps customers from getting tired and going away without being served. Since becoming used to it, I could not possibly get along without something of the sort."

* * *

The keeping of accounts is one of the problems which grocers are called upon to solve. Everyone is familiar with the difficulties and endless work attending the usual method of entering up sales. One of the most alert grocers in Montreal showed The Grocer a system which he thought out for himself, and which has been giving highly satisfactory results. Further, it is so simple that the wonder is it has not been universally adopted long ago. For every regular customer running a weekly or monthly account, he has a small sales book, on the back of which is the customer's name. All these books are filed alphabetically, with the backs up in a drawer. That is all there is to it. It works in this way: When Mrs. M. comes in, her purchases are entered in the book with her name on it, she gets her bill, and the carbon duplicate is left in the book. At the end of the week or month, as the case may be, the book is added up. It cannot possibly be wrong, because it is a carbon copy of the bill she got with the goods. Further, no matter when she comes in to pay her bill, any clerk can turn up her account in a moment's time, just as well as the manager himself could. When asked of what value he found the system, this grocer replied: "It is equal to a good man's time to me. I get better results than when I devoted most of my days and all my evenings to keeping the old system books. It has solved one of the hardest problems I have ever been called upon to face."

* * *

"Where do you keep your crackers?" was the question put to a number of Montreal grocers. Many and various were the replies. Some kept them in boxes, some in barrels, and some in places where you would never dream of finding anything to tickle the palate. By far the best arrangement was found adopted in a few very enterprising stores. The goods are displayed in a silent salesman and are held in place by a thin wooden back. Consequently, the drawers always appear full, even when almost empty. And, further, the goods are kept entirely free from dust, and no broken pieces can be seen. Some of those who have adopted this method are so pleased with the results obtained that they are putting in a similar appliance to display dried fruits.

* * *

A gentleman prominent in the tea trade in Montreal remarked the other day that there had been quite a noticeable improvement in the service of the Customs Department in passing teas imported, since The Canadian Grocer gave prominence to the Government's lax action in omitting to appoint an inspector in Montreal.

VICTORIA.

In your issue of Nov. 1 your London correspondent makes a few remarks on cranberries. As the item is but a short one I will quote it: "The first cranberries of the season have been received by local wholesalers. The price ranges from $12 to $15 pr barrel and they sell retail at 15 cents per quart." These quotations happened to catch my eye. The retail price rather astonished me, and set me wondering how London grocers could afford to do business at those prices and expect their balance sheet to come out on the right side. Just let us go briefly into this matter and see what figures will show us: The standard weight of a barrel of cranberries here in the West is 100 pounds, and I judge that it is the same in Eastern Canada. I refer to Cape Cod berries. A quart of cranberries weighs 18 ounces and, therefore, there are almost 89 quarts in a barrel. 89 quarts at 15 cents is $13.35. This is allowing for a full 100 pounds in a barrel. The berries cost $12 to $15 per barrel. Let us strike a happy medium and assume the average cost to be $13.50. Now where does Mr. Grocer come in? His cost of doing business is, let us say, 15 per cent., so that the barrel of cranberries actually cost him, delivered to his customers, $15.52½. He has received for them $13.35, and is thereby a looser of $2.17½. I have no doubt that London is not the only place where cranberries are being sold at such prices, and many a grocer might do well to either add an extra 5 cents per quart to the retail price, or stop handling cranberries.

* * *

Times are still lively in Victoria and all grocers seem to be very busy. The majorty are displaying and advertising "Xmas" fruits, although they are somewhat handicapped on account of the non-arrival of some lines.

* * *

The old grocery business of Fell & Co., which some few weeks ago was assigned to Wilson Bros., has now been reorganized and is running smoothly under the management of Mr. Acton.

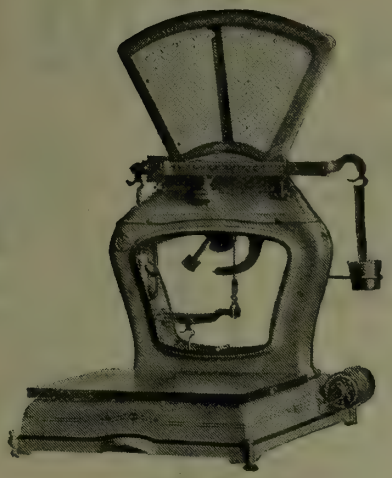
* * *

S. J. Heald, president and T. Redding, treasurer of the Victoria Retail Grocers' Exchange, have just returned from Seattle, where they attended a convention of retail grocers.

EXPERIENCED

AGENTS WANTED

100 lbs.



Scale No. 70.

The only Springless

AUTO MATIC SCALE MADE

Our travellers are out now with a full line of samples. A postal card will bring them to you.

STIMPSON COMPUTING SCALE CO.

351 HOMER ST. Vancouver

332 Garry St. WINNIPEG, MAN.

Calgary Edmonton

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East *WINNIPEG, MAN.*

FOR STOVES **SHINO**

FOR SHOES **SIMPLEX**

UNEQUALLED AND PAYS YOU A GOOD PROFIT.

Write for Sample and Prices.

Order through your jobber, or direct if he does not handle it.

Edward Hawes & Co.
109 Front Street East
TORONTO

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

COOKED MEATS

are just as handy and just as much in demand to-day as during the warm weather. In fact more so, because more of your customers are living in flats and rooms that do not permit of cooking.

We offer you a good line of Cooked Hams, Pork Tongue, Ox Tongue, English Brawn, Head Cheese, Jellied Hocks, Jellied Tenderloins, Bolognas, Frankfurters. Also Fresh Sausage and Pickled Pigs' Feet.

All made under government inspection.

F. W. Fearman Co.
Limited
Hamilton, Ont.

CORONA BRAND

HAM AND BACON

have that particular tenderness and flavor which is incontrovertible evidence that we have the "know how" of the curing business. Once introduce your customers to Corona Brand and you have provided yourself with a lasting source of profit. People never tire of Corona Brand.

We have no retail stores.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

The Brand for the Quality Trade is "Ryan Brand"

Shouting "Quality" doesn't make quality. We don't do an awful lot of shouting—we spend most of our time producing provisions which have won for us the confidence of a host of grocers all over Canada. Provisions, moreover, which have not only won the confidence of the trade for us, but which have also won the confidence of the consumer for the dealer.

Write to us now about Ryan Brand!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Export business through the port of Montreal is now practically over, though odd shipments of small lots are being made by the late boats. From a statistical standpoint the season has been a poor one, compared with last year, especially in butter, but financially it has been satisfactory.

In 1906 the returns from the export butter and cheese amounted to something like $25,700,000, while this year the approximate estimate of the returns is around $21,000,000. Considering the difference in the export figures of the two years, this is certainly a good showing.

Take the exports of butter for this season. They amounted to but 66,773 packages, against 361,400 packages last year, and 573,449 the previous year. Therefore, the decrease in exports, as compared to last year, amounts to 294,627 packages, and compared with 1905 there is noticeable the enormous difference of 506,676 packages.

It is little wonder, therefore, that the returns financially should be smaller in the case of butter, anyway.

During the season 1,973,262 boxes of cheese were exported, against 2,227,838 boxes last year, showing a falling off to the extent of 254,576 boxes. The decrease, compared with 1905, amounts to 147,839 boxes. In that year, total exports were 2,121,101 boxes.

From these figures it will be seen that the season cannot be regarded as a poor one financially, rather the reverse.

Only two packages of butter were exported last week. Same week one year ago 235 packages were shipped.

During the week 61,015 boxes of cheese were exported, compared with 37,870 boxes same week, 1906.

There is not a great deal of business being done in cheese at the present time, for that matter there never is at this season. There has been considerable hustling and bustling on the part of shippers to catch the last boats, in order to get their goods over before winter rates and conditions come into effect, but this rush has about subsided and things are assuming their normal winter aspect.

A nominal market rules, from 12½c to 13c, for September-October cheese, some asking less, around 12¾c. November rules around 11½c to 12c. The range of prices is large, as is usually the case at this time of year.

Stocks of cheese in the Old Country are light as compared with holdings of last year. English buyers are keeping in touch with the market here.

The market is likely to rule firm, as holders of certain makes are hanging onto their stock for 13c, and they are pretty sure they will get it if they wait sufficiently long.

Receipts of cheese last week were 21,803 boxes, as compared with 38,054 boxes same week last year. Total receipts for the season amount to 2,039,065 boxes, against 2,315,116 boxes for same period 1906.

Butter is easier this week, as will be seen from prices. About the highest obtainable for choicest is 28½c, but the range runs down to 27c, and good butter is obtainable for anything between these figures. Imported butter is quoted : Siberian, 26c to 28c, and Irish, 25c to 26c. Some New Zealand butter is reported sold to dealers here, which will have to bring 29½c to 30c to let the buyers out. It is likely, however, that these figures will be reached, as the make in Canada is falling off every week and stocks are not reckoned to be heavy.

One dealer who is in a position to know pretty well how stocks stand, estimated the holdings in Montreal at 15,000 to 20,000 packages. When one considers that it takes something like 1,000 packages a day to supply the trade controlled by Montreal dealers, it will readily be seen that more butter has to come from somewhere, and unless it arrives in extremely large quantities, which, on the face of it, is impossible at present, there is likely to be an advance. During December the amount required would hardly be so large, but even so, 700 to 800 packages a day necessitates the daily arrival of considerable quantities.

Reports from Ontario points state that 28c is being paid for creamery in Ontario. If butter costing this were shipped to Montreal it would mean 29c here. Under these circumstances no explanation is needed as to why there is not much Ontario butter offering locally. It is further said that 25c is easily obtained for roll butter. In Montreal, dairy, which is as scarce as ever, is selling from 24c to 26c.

Receipts last week were 7,538 packages, as compared with 5,975 packages same week, 1906. Total receipts for the season amount to 386,436 packages, against 579,822 packages for the same period last year.

THE PROVISION SITUATION

The Canadian market is in a very unsatisfactory condition all round this week. This is a reflection from the English market, which is in an even more unsettled state thah last reports, but the immediate influence has come from the other side of the border, where matters in hogs have been running riot. How far this has gone may be judged when it is known that the price dropped as low as $3,80.

The Journal of Commerce summarizes the American situation as fol'ows :

The past week has been quite active in the speculative line for hog products, big packers having been sellers all the week, both of futures and spot stuff, at declining prices for both, to avoid accumulations and the carrying of stocks. Hogs have declined now to nearly 4c, the packers' price, proclaimed before the decline ; but they have not let up on their bear operations, and are still selling cash and future stuff at concessions in prices at the close. There has been very little activity, however, in spot stuff, as Europe had been filled up with forced sales of lard for cash previously at Chicago and did not come in for meats until the latter part of the week, when it took about 5,000 boxes from the west, the first time that she has come in for these goods since the panic and the second time on this crop. There was considerable covering on the decline by the Cudahy Packing Company and other short packers outside of Chicago, and these were the chief buyers. Shipments from New York for the week were over 9,000 boxes meat and over 1,000 barrels pork.

Receipts of hogs have increased materially during the week at all points, as it is claimed that the farmers are now selling them to avoid feeding high-priced corn. But the weights do not indicate that the hogs have been overkept, heavy hogs still being scarce. But the country is said to be full of hogs, old and young, although th's may be a part of the packers' bear campaign, for weights ought to increase if the charge of overkeeping is true.

This situation has influenced the Canadian market so strongly that packers here are not at all anxious to do business, and the condition is so unsettled that they are not even quoting prices. The week will probably see some interesting developments either one way or the other.

MONTREAL.

With the decline in the hog market has come a drop in the price of pork and a decline in lard values, both pure and compound. Plate beef is also easier. Lard dropped ½c. Packers report a fair trade in lard and heavy meats, while smoked meats are dull.

Lard, pure, tierces	0 11¾	0 12¼
" 56-lb. tubs	0 12	0 12¼
" 20-lb. pails, wood	0 13¾	0 14¼
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12¾	0 13
" " 3-lb. "	0 12¾	0 13
Lard, compound, tierces, per lb.	0 09½	0 10
" " tubs	0 09¾	0 11
" " 20-lb. pails, wood	0 10	0 10¼
" " 20-lb. pails, tin	0 09½	0 10¼
" " cases, 10-lb. tins, 60 lbs. in case	0 09¾	0 11¾
" " " 5-lb. "	0 09¾	0 11¾
" " " 3-lb. "	0 10	0 11¾
Wood, net ; tin packages, gross weight—		
Canadian short cut mess pork	21 50	22 00
Canadian short cut clear	21 00	22 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	13 00	14 00

BUTTER—Late make butter is worth 29c, but there is not a great deal offering. Supplies are not at all heavy. Large rolls are easier, as will be seen from quotations. Some Siberian and Irish factory butter is offering at prices running from 25c to 28c.

Creamery, choice, boxes	0 27	0 29
" " pound prints	0 28	0 29
Dairy tubs		0 25
Fresh large rol's	0 23	0 25

EGGS—Dealers report brisk demand for eggs at prices which rule about the same. Storage stock is being used to

fill orders, practically no new-laid arriving.

Selects	0 26	0 27
No. 1	0 23	0 24
Seconds	0 17	0 20

CHEESE—Old cheese is a little firmer this week, as much as 16½c being asked. Twins are cheaper by ½c. A good local trade is being transacted. Export business is finished, the majority of the ocean liners having left port on their last trip of the season.

Cheese, old	0 15½	0 16½
" new, large		0 13
" " twins		0 13½

HONEY—Little honey is offered, and demand for what is obtainable is not brisk. Prices remain as before.

White clover comb honey	0 14	0 16
Buckwheat, extracted	0 07½	0 09
Clover, strained, bulk	0 11	0 13

POULTRY—It is yet a little early for active demand on the part of groders for turkeys, chickens and other fowl. Some business is being done in certain sections. The birds arriving now are not as plump, and show the care of fowl arriving in December. Some say this is due to the high prices asked for grain, and also to the fact that farmers are not paying much attention to poultry at this early date.

Turkey, per lb	0 12	0 14½
Chickens and fowls, lb	0 07	0 11½
Geese	0 08	0 10
Ducks	0 10½	0 12

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

WINDSOR SALT
Table, Dairy and Cheese Salt,
Fine and Coarse Salt.
Write for Prices.
TORONTO SALT WORKS
Agents for **WINDSOR SALT**

BUTTER, CHEESE, EGGS
If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

TORONTO.

PROVISIONS—There has been no material change in the provision markets. Deliveries are quite satisfactory for the time of the year. Lumber and construction camps are buying up large lots of pork products. Fresh beef remains steady, Lard is slightly stronger, though prices are unchanged. The venison supply has diminished. Dealers are not anxious to stock heavily, owing to the fact that it can no longer be held in storage for consumption after the New Year. No venison can be handled after Dec. 31st.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14½	0 15½
Large hams per lb	0 13½	0 14
Shoulder hams, per lb	0 10½	0 11
Backs, plain, per lb		0 17
" pea meal		0 17½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 12
" tubs "		0 12½
" pails "	0 12½	0 12½
" compounds, per lb		0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	8 00	9 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 09	0 10½
Venison	0 09	0 10

BUTTER—Supplies have greatly improved. Country merchants are sending large shipments in freely, but the market continues very slow. The demand is practically dead. Prices are not much changed. Creamery solids are quoted a shade lower.

	Per lb.	
Creamery prints	0 29	0 30
Creamery solids	0 28	0 29
Dairy prints, choice	0 26	0 27
" " ordinary	0 22	0 24
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—The market is still dull. Demand is slow. No important change in prices is reported. If anything, the situation is a little easier.

Eggs, candled	0 22	0 23
" selects	0 25	0 26
" limed		0 23

CHEESE—Prices have been lowered another point. Dealers report sales as being very slow.

Cheese, large	0 13	0 13½
" twins	0 13½	0 12½

HONEY—The market for honey is dead. Like cheese, it is a luxury, and sells very slowly at present.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 08	0 10
" " in comb, per doz	1 25	1 50

POULTRY—The market is glutted with fowl. Supplies have been coming in freely until now poultry is very plentiful. Prices are quite low and the demand is none too brisk. Some choice milk-fed chickens are being held in storage. Prices have taken another drop.

Live Weight.

Spring chickens, per lb	0 04	0 06
Old fowl	0 03	0 05
Ducks		0 06
Geese		0 06
Turkeys		0 10

Dressed weight.

Spring chickens, per lb	0 08	0 10
Old fowl	0 05	0 06
Ducks	0 08	0 10
Geese	0 08	0 10
Turkeys	0 10	0 13
Squabs, per doz	2 50	3 00

WINNIPEG.

BUTTER—There is little change in the situation. Offerings of dairy butter are fairly liberal for this season, owing to the open fall. For choice No. 1 the Winnipeg price to country dealers is 24c per lb.; No. 2, 20c to 22c; No. 3, 17c to 18c. As noted last week, one large house has stopped buying country produce.

The creamery market is still unsettled, but the average price to the trade is about 32c per lb. for fancy bricks.

EGGS—Owing to heavy importations from the south, due to heavy liquidations, caused by the money stringency, the egg market is weaker than it was. Very few country eggs are offering. The average price to the retail trade is 25c to 26c per dozen. Produce dealers are paying about 3c less than these prices for country eggs.

CHEESE—Prices are as follows:

Finest Manitoba, large		0 13½
" Ontario, "		0 15
" " twins		0 15½

CURED MEATS—

Cured Meats.

Hams, selected, mild cure, 10 to 14 lb., 100-lb. crates	0 17
Bacon, selected, mild cure, 5 to 7 lb. "	0 22
Backs, selected, mild cure, 8 to 10 lb., crates	0 18

Sugar Cured.

Prices for 100-lb. sacks; add ½ for 200 lb. boxes; ¼ for 100-lb. boxes; ¼ for 50-lb. boxes.

Hams, light, 10 to 14 average	0 16½
" medium, 14 to 16 average	0 16
" heavy, 25 to 30 average	0 15½
" skinned, 20 and 25 average	0 16½
Picnic hams, 6 to 10 average	0 12½
Shoulders, 0 to 14 average	0 12½
Breakfast bacon, clear bellies, 8 to 10 lbs.	0 17½
" " 10 to 12 lb.	0 17
" " wide, 14-16, or strips 6-8 lb.	0 16
Clear backs, bacon, 8 to 10 lb.	0 17½
" " 12 to 16 lb.	0 16
Spiced rolls, long	0 16
" short	0 14
Dried beef hams, sets	0 16
English cured bacon, bellies, 14 to 18 average	0 16
Smoked beef tongues, choice	0 18

Smoked hams, boned and rolled, 3c, per lb. additional.

Dry Salt Meats.

Prices for 200-lb sacks; add ½ for 200-lb. boxes; ¼ for 100-lb. boxes.

	Unsmoked	Smoked
Long clear sides, 50 to 75 lb.	0 11½	0 13
Short clear sides, 45 to 60 lb.	0 12½	0 13½
Extra short clear, 35 to 50 lb.	0 12½	0 13½
Boneless backs	0 13	0 14
Clear bellies 20 to 25 lbs.	0 13½	0 15
Clear fat backs, 12 to 14 lbs.	0 11½	0 12½
Square shoulders, 14 to 16 lbs.	0 12	0 13

Barreled Pork and Beef.

	Bbls.	Hf. Bbls.
Mess pork	25 00	13 00
Short cut mess, standard	26 00	14 00
Pork, boneless brisket	22 00	12 00
Selkirk bean pork, clear	21 00	11 50
New mess beef	12 00	7 00
New plate beef	11 00	6 50

ON A TRIP TO EUROPE.

Leon Fontanel, Montreal, left Tuesday for Europe, via New York, where he sailed on the French line steamer La Savoie. He will visit his several principals in France and will also spend some time in Spain, and possibly Italy. He will be away some months. During his absence G. Suzanne will be in charge of the Montreal office.

Clark's Mince Meat Is Selling Now

Everywhere good Mince Meat is sold you will find **Clark's.**

It is prepared scientifically from the purest and best ingredients, and satisfied customers are gained through selling it.

CLARK'S MINCE MEAT

is sold in hermetically sealed tins, pails, barrels and half barrels.

INVEST ONE CENT IN A POSTAL INQUIRY.

WM. CLARK - MONTREAL

Manufacturer

The utmost **Cleanliness** and Experienced **Care** is taken to **Cure**

O'MARA'S

Hams and Bacon

Under Government Inspection

JOSEPH O'MARA

Pork Packer, PALMERSTON

REINDEER

MILK CONDENSED SUGAR COFFEE

A GOOD SELLER

A cup of excellent Coffee is made by simply adding boiling water.

—

There is no waste. Take from the tin, just what is needed for a cup.

It will keep till the whole is used.

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. The public demand will be brisk very shortly.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

Bode's
Buster Brown
Gum

To assist the grocer in selling **Buster Brown** Gum we have inaugurated a prize competition, giving each boy or girl saving the eleven letters (one letter to each one-cent package) forming the words **B-U-S-T-E-R B-R-O-W-N**, a handsome watch.

This competition has already created a strong demand for this popular brand, and progressive grocers all over Canada are stocking **Buster Brown** Gum to meet this demand, and at the same time reap the large profits obtainable on this brand.

If you are not yet supplied write us. It will pay you. Your competitor will take advantage of this opportunity if you do not.

THE BODE'S GUM CO., LIMITED
MONTREAL

Trade Winning and Profit Bringing Pernot Biscuits for Christmas

It is well enough to push extra fine and fancy biscuits for the Christmas trade, but it pays still better to sell them if there is good profit in the brand.

That is the beauty of **Pernot's Biscuits. Quality** for the consumer; **Profit** for the grocer.

Let us explain further. Better still send us an order. We guarantee satisfaction on your part and on the part of the consumer.

¼ lb, ½ lb., 1 lb., 2 lb., 4 lb. and 9 lb. air tight tins.

Leon Fontanel & Co.

4-6 St. James St., MONTREAL
20 Reaumur St., Paris (France)

Scientists, Bakers and Housewives

all agree that a blended flour is the best. It has been found that a blending of Eastern and Western grown wheat produces a flour absolutely peerless in quality. How much more so when the blending is done by an expert of fifty years' experience. That's how

BUDA

"The Flour of Quality"

is produced. It will pay you to please your customers by selling Buda flour. The margin of profit is A1; and the sale, once begun, is unceasing.

WRITE FOR LOWEST PRICES

J. B. HARTY
PICTOU, N.S.

Sales Manager for the Maritime Provinces, Province of Quebec, Newfoundland, West Indies.

Car Lots, Assorted or Straight.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CEREALS AND CONFECTIONERY

An Easier Feeling in Canadian Markets—Oats Decline in Ontario and the West —Crop Moving More Satisfactorily.

A generally easier feeling seems to prevail in Ontario and the West though the markets in the Eastern Provinces remain in about the same condition as last week.

The easiness has been reflected in a decline in rolled oats of from 15 to 20 cents. Flour is also easier but the feeling has not been sharp enough to affct prics. The change is felt particularly in Ontario's.

The proportion of Western wheat which, on inspection, is classed as inferior or good for feed only, continues large. Inspections at Winnipeg Saturday amounted to 386 cars, compared with 273 cars, on the corresponding day last year. The returns were: No. 1 northern, 44 cars; No. 2 northern, 76 cars; No, 3 northern, 57 cars; No. 4, 38 cars; No. 5, 14 cars; No. 6, 19 cars; winter wheat, 3 cars, and 105 cars of inferior kinds.

World's shipments of wheat during the past week were 8,544,000 bushels, compared with 9,760,000 in the previous week, and 11,240,000 in 1906. Corn shipments were 3,210,000 bushels last week, 2,104,000 the previous week and 3,750,000 a year ago. Bradstreet's estimate of the world's visible supply of wheat shows a decrease of 3,400,000 bushels during the past week, compared with an increase of 3,100,000 a year ago.

MONTREAL.

FLOUR—Flour prices remain unchanged with business a little less brisk, according to some millers. Others report a steady local demand for all grades.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 10
Glenora		5 50
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10

FEED—Feed is steady at old prices, the market showing no tendency to either firm up or decline.

Fine oatmeal, bags		3 40
Standard oatmeal, bags		3 40
Granulated "		3 45
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags		3 35
" 80-lb. bags		3 10
" bbls		6 90

ROLLED OATS—There is still some under-selling going on, but a better market rules to-day, and it is not so difficult to quote a range of prices which are nearly correct from the viewpoint of all sellers. If anything, the feeling today is a little easier, but steadiness is likely to characterize the market.

Ontario bran	22 00	23 00
Ontario shorts	24 00	25 00
Manitoba shorts	25 00	27 00
" bran		23 00
Mouille, milled	26 00	31 00
" straight grained	27 00	33 00
Mill feed	1 50	1 55

TORONTO.

FLOUR—Millers report a considerably easier feeling this week, with prices slightly below the level of a week ago. This probably results from the easier feeling in the west and a loosening up of local stocks. The decline is most marked in Ontarios.

Manitoba Wheat.

90 per cent. patents	5 80	6 10
85 " "		5 50
Strong bakers		5 20

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—Oats dropped from 15 to 20 cents since last reports, and the feeling all round is a good deal easier.

Rolled wheat in barrels, 100 lbs	3 00	3 15
Rolled oats, in wood, per bbl		6 35
" " in bags, per bag 90 lbs	3 00	3 20
Oatmeal, standard and granulated, per bbl		6 70
" " " " in bags, 98 lbs		3 42

CEREAL NOTES.

L. Monseek, Melfort, Sask., has sold his confectionery business to M. Fisher.

Roy German, baker and confectioner, of Amherstburg, Ont., has sold to Sam. Cox.

An assignment has been made by McKinley & Co., confectioners, Glace Bay, N.S.

A recent fire at Caledonia, Ont., destroyed the premises of the Caledonia Milling Co.

The general store of A. J. Brotzloff, Ladysmith, Que., was destroyed by fire last week.

POTATOES BY STREET CAR.

Some Montreal dealers are receiving potatoes from the outlying districts on the Island by street car. Several large lots have been bought in Longue Pointe, Bout de L'Isle, Riviere des Prairies, and other sections and transported through the eastern section of the city to Moreau St. where they have been loaded into C.P.R. cars. Th street railway people are willing to bring the potatoes into the heart of the city if necessary This is the first step in the transportation of freight by the street railway in Montreal. The question has been under consideration by the City Council for some time.

EASTERN FIRM MAKING GOOD.

The McKay Packing Co., a firm of enterprising young men in New Glasgow, N.S., have built up a noteworthy business in the few months since their establishment. With good business ability applied in a large and growing district and with advantageous central premises things are bound to go. R. O. Doucett, manager, and C. H. McKay, are both genial and gentlemanly men who deserve to make progress.

It is Important

for you to be in a position to guarantee the quality of your goods. You must have implicit confidence in your goods in order to work to the full your ability as a salesman.

That's one of the reasons why you should know

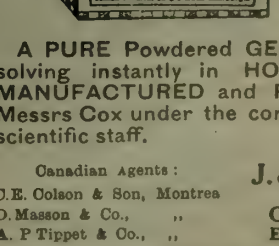
They are undeniably the daintiest, crispest, freshest cream sodas on any market. Moreover, they will keep their freshness and crispness right down to the last cracker in the package.

Why not write us?

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



COX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

Canadian Agents:
O.E. Colson & Son, Montrea
D. Masson & Co., "
A. P Tippet & Co., "

J.&G. COX, Ltd.
Gorgie Mills
EDINBURGH

GOOD PROSPECTS IN NEW BRUNSWICK

Opinions of Wholesale and Retail Grocers—Opening of Winter Port Business —Fish Scarce—New Cold Storage Warehouse.

(Special Correspondence of The Canadian Grocer.)

St. John, Nov. 25.

The manufacturers, jobbers and retailers in St. John unite in saying that 1907 has been a good year with a very large volume of business. They report that collections have been good, which shows that the purchasing power of the people has not been impaired. Practically all agree, however, in expressing the view that there is now some falling off in the demand for goods, due to the financial stringency, and the natural feeling of caution which it has developed. They do not anticipate any marked falling off in business, or more than a temporary check to the great activity of the past few years. In a word, there is no doubt about the general soundness of business conditions apart from the present scarcity of money.

* * *

A number of manufacturers, jobbers and retailers were interviewed by The Grocer correspondent and from all encouraging reports were received.

DeB. Carritte, speaking of the volume of trade of the Welcome Soap Co., said that on the whole they had had a very good year, and as far as they can see, business would continue good. The money stringency, up to the present time, has had no effect to speak of, unless it is that the dealers through the country are a little more conservative in placing their orders. Mr. Carritte said one of their travelers, who had just returned from a trip to P. E. Island, reported that both crop and trade conditions there were exceptionally good.

T. S. Simms & Co., manufacturers of brooms and brushes, report that the volume of their business exceeds last year to a considerable extent. There has been no heavy stocking up and the people must have the goods, so he could not see that there would be any serious drop in the trade.

T. Rankine & Sons, biscuit manufacturers, in answer to a query, had nothing to complain of. Their business has been good all along, and the indications are bright as far as they can see.

Thomas F. White, of the White Candy Co., said they haven't had as much business as usual, mainly owing to the scarcity of help. They had had to scratch off about 25 per cent. of their orders on account of lack of help. They can't get girls, like they could a few years ago Mr. White says, and this handicaps them to a large extent.

The condition of the wholesale trade is fairly summed up by the following reports: W. C. Cross, of Hall & Fairweather, reported that his firm had had the biggest year's business in their history, and things were in a fairly healthy condition, but at the same time it was quite necessary to be a little cautious just now. Local wholesalers, he thought, were beginning to feel the effect of the tightness in the money market in their collections, and more people than usual were asking for renewals. The fall business, he added, had been quite up to the average, but the prospects for winter were not as bright as usual. The markets have gone back somewhat lately. Dried fruits are easier, compound lard has slumped half a cent, peanuts are a little lower and pork has eased off somewhat. Flours dropped last week but have come up again to the previous high mark. The natural effect of this has been to frighten the average country storekeeper. The large fall orders are pretty nearly all filled, and from this on it will be sorting-up orders principally that the travelers will get.

C. H. Peters, of Baird & Peters, reported that business has been very good, fully up to last year, and in fact a little better. Collections have been good to date. With a little colder weather lumbermen's supplies will be shipped away. There was a drag on business just now and it was likely to be a little harder from this on, but he did not think there would be any serious slump.

G. E. Barbour, of the Geo. E. Barbour Co., said there was a falling now in business, but it had been good up to the present.

Among the retailers, W. Alex. Porter said business had been very good and he was looking for a continuance of it through the winter. Collections had been about as usual.

C. S. Philps found but slight difference in volume of business from the average. Collections were fair, what might be expected at the approach of the holiday season. Prospects were, on the whole, good, however.

P. Nase & Sons found the amount of business about the average, with the prospects not any too promising. When asked in what way they accounted for the unfavorable outlook, they explained that lumbering operations have every appearance of being on a much smaller scale than usual, much less work being planned for the woods than last year. This was because foodstuffs and feed were very expensive this season, the outlay for fitting out for men and horses in consequence was heavy.

N. C. Scott found the customary quantity of business with a rather bad outlook. He accounted for this by the indications of a poor lumber market.

F. E. Williams & Co., wholesale and retail grocers and pork packers, had a large volume of business, a fair increase over last year.

Slipp & Flewelling, pork packers, found things on the ordinary, the largest amount of their business was between the months of December and May 1st. The bulk of buying, selling and curing were done between these periods.

THE OLDEST MILL IN CANADA
POT AND PEARL BARLEY
CALEDONIA MILLS
John MacKay Limited - - - - - Bowmanville, Ont.

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS COCOA

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.
125 St. Peter St., QUEBEC.

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

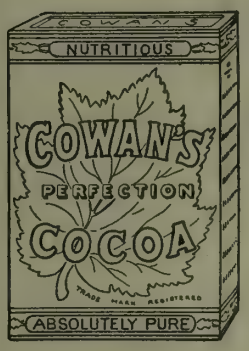
THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL,

THE NAME AND THE FAME OF

Cowan's Cocoa and Chocolate

IS KNOWN FROM OCEAN TO OCEAN



PURITY

is a characteristic of Cowan's Cocoa and Chocolate; and another characteristic is that flavor which is at once the envy and despair of other manufacturers. These points make Cowan's the name for unfailing

PROFIT

The Cowan Co., Ltd.

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Merit is bound to win—

The absolutely indisputable superiority of

Mott's

"Diamond" and "Elite" brands of

Chocolate

has convinced the Canadian housewife that experiments in other brands are unsatisfactory—Every grocer handling it will be of the same opinion.

All Jobbers

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

---

COCOANUT IS OUR ONE SPECIALTY

and we make it good, as good as the very best.

Our White Moss

was the pioneer Canadian brand. There have been many imitations since but no equals.

The Canadian Cocoanut Co. 613-619 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS.
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Milk is Scarce

FUSSELL'S

BUTTERFLY BRAND

Condensed Milk

Red Butterfly

Evaporated Cream

Silver Butterfly Brand

Unsweetened Milk

White Butterfly Brand

Thick, Rich Cream

Golden Butterfly Brand

Can Be Shipped Prompt from Europe

Prepared in the Highlands of Norway and Austria

TEN GOLD MEDALS AWARDED

Contractors to the British, German and Norwegian Governments

FUSSELL & CO.

LIMITED

LONDON, ENG.

CABLE ADDRESS: "Fussellato," London. A.B.C. 4th and 5th editions.

Or Particulars and Prices of the Agents,

JOHN W. BICKLE & GREENING
HAMILTON

CARMAN, ESCOTT & CO.
WINNIPEG

These expressions of opinion may be taken as a fair criterion of the general situation with all the dealers.

* * *

Things were quiet in the local market the last week and no great changes in prevailing prices are reported. Dealers in the produce market say that butter is offering more freely and the outlook is for lower prices. Eggs are also more plentiful, but the market is quite firm. Pork is down from a cent to a cent and a half a pound. Turkeys are quite plentiful and are now quoted at 17 to 18 cents a pound.

* * *

The winter port business of 1907-08 was opened Friday with the arrival of the royal mail steamer Empress of Ireland, with a large passenger list and a good general cargo. The season has started out badly, however, as the local ship laborers refused to work for less than 40c an hour, the rate they have been receiving during the summer months, whereas the rate last winter was 30c, and this amount is all the steamship people say they will pay. As a result there is a deadlock, the men refuse to work for less than 40c, and the steamship people will not grant the demand. The work is being done at present by the crew of the steamer, and other steamers are due at once. The steamship people say they will do one of three things; work their own crews, bring men from Montreal, or take the ships elsewhere. It is a serious state of affairs, greatly deplored by the citizens generally. It is hoped that a speedy settlement will be reached, as the business of the port is greatly threatened.

* * *

Though several large cargoes of fish arrived here during the past two weeks, local dealers report that the supply is not up to this time last year. On Nov. 17 the schooner Defender arrived with 20,000 pounds of fresh haddock for H. P. Robertson, and during the week the schooner Cora May landed 22,800 pounds of haddock and 1,200 pounds of cod and hake for the same dealer. Mr. Robertson reports that the fish curing business is good, but the trouble is to secure a sufficient quantity of fresh stock to work with. During the past fortnight Mr. Robertson shipped 900 thirty-pound boxes of finan haddies to Winnipeg, and has orders for several carloads of fish for Winnipeg, Calgary and the Pacific coast.

Leonard Bros. received 30,000 pounds of fresh haddock from Westport, N.S., and 20,000 from various places along the Bay of Fundy coast. A thousand pounds of fresh cod arrived from Grand Manon for James Patterson.

The big plant of the New Brunswick Cold Storage Company will be ready for business by December 1, but everything will not be completed before the first of the year. This plant is the second largest in Canada, and there is but one company in the U. S. that has more storage space under one roof. The structure is 150x250, and is six storeys high at the rear and four at the front, which is of grey stone. There are about twenty rooms in the building. The first, second and third floors are divided into four rooms, about 60 to 63 feet, and on the fourth and fifth floors one large room runs the entire length of the building. The company will handle all kinds of perishable goods, and at present they have about six hundred barrels of apples on hand. Their capacity for apples is 110,000 barrels. In all there is about 810,000 cubic feet of storage space. H. R. Ross is manager, and A. G. Crawford, assistant manager.

* * *

It is possible that St. John may lose one of its industries: the White Candy Co. Readers of The Grocer will remember the curious and remarkable advertisement of this concern, which was reproduced in a recent issue. The company stated that owing to scant consideration given to their welfare by the common council in allowing the street railway to lay double tracks on Union street in front of their premises, and for various other grievances, they were willing to sell their factory at cost and remove elsewhere. That they are in earnest in the matter is indicated by the fact that F. A. McAndrews, with full authority from the company, has been looking at possible sites and studying conditions in Moncton and Fredericton, with the view of their removal to either of these places. Mr. McAndrews was very favorably impressed with Moncton as a centre for labor and in other respects, and Manager T. F. White states that it is possible that they may remove there. A number of prominent business men of the railway town are interesting themselves in the project. Mr. White and his legal adviser were heard before the general committee of the common Council here last Tuesday night, but nothing was done, and it is unlikely that any further action will be taken.

* * *

The drug and confectionery store of William Hawker & Sons, on Prince William street, was flooded last Wednesday night by an overflow of water from a tap left running in a toilet room, two floors above. Damage to the stock and fixtures amounting to about $500 was done.

* * *

In conversation with a prominent wholesale grocer mention was made of the fact that a number of small retail grocers are complaining of the effect on their business of the moving picture shows. One of the travelers of this house, in going his rounds, had heard frequent complaints of the "Nickel habit." The small dealers point out that many people in moderate circumstances who are in the habit of taking in the picture shows are short of cash when it comes to settling up the week's grocery bill on Saturday night. For instance, a mother or father will take three or four children to the nickel shows, as the price looks small, but in going four or five times a week it amounts to quite an item, and the grocer is many cases has to bear the shortage. There are at the present time eleven of these five-cent shows in the city and two others are about to be launched.

* * *

Owing to the fact that the game laws will be rigorously enforced this year, no game will be shown in the local market during the approaching Christmas season, and this class of goods is being displayed at the present time.

* * *

The death occurred on Thursday of Mrs. John McMulkin, wife of John McMulkin, factory inspector and ex-alderman. Mr. McMulkin also conducts a grocery on Main street, north end. Mrs. McMulkin is survived by her husband, five sons and one daughter.

The Hunting Season

is a time for all enjoying venison and game to insist upon

Lea & Perrins'

Worcestershire Sauce

Game is plentiful but the "original and genuine" Worcestershire Sauce is only to be had under Lea & Perrins' label.

Imitation Sauces spoil the game—
Hand out the genuine.

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857

A STANDARD OF EXCELLENCE

has been set before the brush and broom trade by

BOECKH'S BRUSHES and BROOMS

The wise grocer rejects anything which falls below that standard. Inferior Brushes and Brooms haven't even the merit of selling quicker! The enormous growth of our great factory from small but honest beginnings, is proof positive that our goods have met with public approval. The name "Boeckh" on any brush or broom is a guarantee of excellence both of material and workmanship.

UNITED FACTORIES, Limited

TORONTO LONDON NEWMARKET MONTREAL

APPLE EXPORTERS

The fruit merchants of Great Britain would do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street
HAMILTON

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR?

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

FRUITS, VEGETABLES AND FISH

Demand for Green Fruit Continues Active—Potato Market Brisk—Fish Selling Steadily Under Good Demand.

The fruit markets are steady. Prices have not changed materially. Jamaica oranges are not meeting with a very active demand and consequently the prices are getting easier. Navels are coming in regular shipments. Christmas buying, no doubt, accounts for some of the briskness. Lemons are rather slow. It is reported that the banana crop of Jamaica has been greatly injured by drought, and this fact will, doubtless, have a stiffening effect on the banana market. Cranberries are moving steadily.

Vegetables are rather dull. This, of course, is due in a sense to the nature of the season. Considerable interest is being taken in the potato situation. Prices are firm and the demand is keen for good stock. Imported lettuce and cucumbers are selling well. Business in beets, carrots, cabbage and parsnips is slow.

The approach of Advent is stimulating the demand for fish. Fish dealers report sales as being entirely satisfactory. The demand for oysters is brisk and will continue with the coming of winter. Prices have not changed to any great extent. Smelts are arriving and are of good quality.

MONTREAL.

GREEN FRUITS—Late apples are selling freely at prices which have not materially changed. Demand for oranges is fairly good, grocers and fruit dealers being in the market for holiday supplies. Jamaica oranges are very low. Demand for them is light. Cranberries are moving steadily at old prices. Almeria grapes are in good demand at quotations given below. Lemons are slow. The supply of bananas is not large. It is reported that Jamica this year lost eighteen million stems through drought. High prices are being asked for choice jumbos, some demanding as much as $3.50. This price is rather extreme.

Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 25
Cocoanuts, per bag	....	4 00
Lemons	3 00	3 75
Porto Rico oranges, box	....	4 75
Jamaica oranges bbl	4 00	5 00
Nassau grape fruit, box	4 00	5 00
Florida grape fruit, box	....	7 00
Almeria Grapes, keg	4 00	5 50
Cape Cod cranberries, bbl	9 00	11 00
Nova Scotia cranberries, bbl	10 00	10 50
Apples Jameuse,	3 50	4 00
" other fall varieties, bbl	3 25	4 50

VEGETABLES—Business in vegetables is limited owing to the season. There have been few market changes since last week. Potatoes, good stock, are scarce, and demand for the best is brisk at prices ranging from 90 cents to $1. There are several lots of poor potatoes offering around 80 and 85 cents. Beets, carrots and parsnips are in good supply, but demand is not overly good. Spinach in the barrel is quoted this week. Boston lettuce is easier, as is also horse radish. Sweet potatoes, in basket, have advanced.

Parsley, per doz. bunches	0 10	0 15
Sage, per doz	....	0 60
Savory, per doz	....	0 60
Cabbage	0 20	0 35
Turnips, bag	0 65	0 70
Celery, doz	0 25	1 00
Water cress, large bunches, per doz	....	0 75
Spinach, per box	....	0 50
Spinach, bbl	....	3 00
Green peppers, bag	....	1 00
Boston hot house cucumbers, doz	1 50	1 80
Potatoes, per bag	0 90	1 00
Sweet Potatoes bbl	3 75	4 00
Sweet Potatoes, basket	....	2 40
Beets bag	0 60	0 65
Carrots, bag	0 60	0 65
Tomatoes, box 30 lbs	....	4 25
Hot house tomatoes, per lb	0 25	0 30
Spanish onions small crates	0 65	0 75
" " large crates	2 00	2 25
Canadian onions, lb	0 01½	0 02½
Boston lettuce per doz	....	0 75
Mushrooms, per lb	0 90	1 00
Horse radish, per lb	....	0 15

FISH—With Advent beginning December 1, fish dealers are looking forward to brisk business. Already the nearness of the season is being felt, good sales being reported by various handlers of fish. Grocers are offered a good range in fresh and frozen fish to-day, and are availing themselves of the opportunity given them to stock up early. Smelts and sea herring are two lines selling freely to-day. Yarmouth and St. John bloaters, and new kippered herring are selling well, speaking of smoked fish, while green cod, late arrivals, salt herring, eels, mackerel and sardines are in request in pickled and salted fish. The oyster fishing season being practically over, dealers are urging their customers to buy for Advent immediately. Nice lots of choice oysters are received daily by the larger houses, and are rapidly being distributed over Canada. The price of shell oysters is easier.

Fresh and Frozen Fish.

Haddock, express, per lb	....	0 05½
Halibut, express, per lb	....	0 10
Mackerel, "	....	0 10
Dore, "	0 09	0 10
Pike, lb	0 07	0 08
Market cod lb	....	0 04½
Steak cod, lb	0 06	0 07
Whitefish lb	....	0 07
Flounders, per lb	....	0 10
Sea trout, lb	....	14
B.C. salmon, lb	0 10	0 12
No. 1 Smelts, lb	....	0 19
Dressed sullheads, lb	....	0 10
Smoked and Salted—		
New haddies, box s. per lb	....	0 08
Kipp red Herring, 50 in box	....	1 10
Smoked herring, per small box	....	0 16
Yarmouth Bloaters, per box	....	1 25
Prepared and dried—		
Skinless cod, 100 lb. cases	....	5 25
Boneless cod, 20 lb. boxes	....	0 07
Boneless fish, 20-lb. boxes, bricks	....	0 06
Boneless fish, 25-lb., boxes, per lb	....	0 05
St. John bloaters, box	....	1 00
Oysters—		
Standards bulk, per imp. gal	....	1 40
Selects bulk gal	1 60	1 70
Malpeques, bbl	10 00	15 00
Malpeques, common grades, per bbl	8 00	10 00
Paper pails, 10 , pint size	0 80	1 10
" 100, quart size	1 00	1 50
Pickled fish—		
No. 1 Labrador herring, per bbl	....	6 00
" " per half bbl	....	3 25
No. 1 Salt herring per bbl	....	5 50
" " per half-bbl	....	3 00
No. 1 Mackerel, pails	....	2 00
No. 1 salmon trout 100 lb kegs	....	6 00
Small Green cod, per lb	....	0 03½
Medium " " "	....	0 03½
Large " " "	....	0 04
Labrador Salmon, ½-bbls	....	7 00
Salt sardines, bbl	....	6 00
" ½ bbl	....	3 50
No. 1 salt eels, lb	....	0 07½

TORONTO.

GREEN FRUITS—The fruit market remains active. Prices are easier in some fruits. Jamaicas are lower, the demand being rather light. Navals are arriving in fair quantities, notwithstanding the earliness of the season, some very choice grape fruit is on the market at higher prices. Almeria grapes are selling well. Cranberries are in good demand with prices unchanged. Winter apples are rather slow. Some fall apples are still on the market owing to the late season.

Oranges, Jamaicas, per bbl	4 25	4 50
" Florida's new	3 50	4 25
Oranges, Mexicans, new	2 50	2 75
" naval, new	3 75	4 25
Lemons, California, 240, 300, 360, 420	4 75	5 00
" Verdillis 300's 360's		3 00
" Messinas, new crop	3 75	4 50
Grape fruit, 54's 80's, 96's	4 50	6 00
Apples, No. 1 winter fruit	3 75	4 50
" No. 2 "	3 25	3 75
" lower grades	2 00	3 00
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 5 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
Quinces, per basket	0 50	0 60
Cranberries per bbl	11 50	12 00
Almeria grapes, per keg	5 50	6 50

VEGETABES — Potatoes remain firm. Very few Delawares are on the market owing to their scarcity and poor sample. Trade in other vegetables is inclined to be slow, due dealers say, to the feeling of hard times. California celery is meeting with a good demand. Some good sound cabbage is on the market. Cauliflowers vary a great deal in quality. Imported cucumbers are a little stiffer. Carrots are lower.

New Brunswick Delawares, per bag		0 95
New potatoes, Canadian, per bshl	0 95	1 00
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	0 70	0 75
Beets, per bag	0 75	0 90
Cabbage, per doz	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Parsnips, per bag		0 75
Cauliflower, per doz	0 60	1 50
Parsley, per doz		0 25
Celery, Canadian, per doz	0 35	0 40
" california, per doz		0 75
Lettuce, imported "		1 35
Cucumbers, imported, per doz	1 50	1 75

FISH—No important changes are recorded. The demand is active. Prices remain about the same. Oysters are stiffening in price owing to the brisk demand caused by the cold weather. Haddock and cod are still reported scarce but improved in quality. Fresh caught smelts are arriving in small quantities and selling sharply. Herring are in good demand as are also bloaters and ciscoes.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb	0 07	0 08
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 10
Trout, fresh, per lb		0 11
Ciscoes, per basket	1 00	1 25
Labrador herring, per bbl	5 00	5 50
Halibut, fresh caught		0 10
Shredded cod, per lb		0 08
Shredded cod, per doz		0 95
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08
Oysters, per gal		1 85
Shell oysters, blue points, per 100		1 50
Bloaters, box		1 50
Kippered Herring		1 75
Smelts, fresh caught		0 10

W. A. Gibb, of W. A. Gibb Co., Hamilton, who has been confined to the house for a week with a severe cold, is on the way to recovery.

"Cranberries"

Fancy Late Howes

We are offering this week a car of very fancy large Dark Berries. Suitable for long keeping and very attractive for Xmas.

Our Xmas price list is being mailed this week. As usual we are giving a small box of Holly with each Xmas order. Also a very neat ***"Ready Reckoner"*** in leather case one for each customer.

WHITE & CO., Limited

TORONTO and HAMILTON

MEXICAN ORANGES

STAR BRAND BEATS THEM ALL

Never Before
So Sugary Sweet
Highly Colored, Beautifully Textured

W. B. Stringer & Co., Agents, Toronto

Our First Car

FANCY ALMERIA GRAPES

is here

Prime Quality, long-keeping Handsome Fruit

NEW FIGS

Celebrated "CAMEL" brand, A. Hamparzum's Packing, Finest Quality.

3, 5, and 7 Crowns, 10-lb. boxes.

FIRST NEW DATES

Due this week

We would be pleased to have your orders.

HUGH WALKER & SON

Established 1861 **Guelph, Ont.**

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

"Bronco"

"Nuff Sed"

Everybody in the Orange Business knows what it means.

California's Finest Production

Sole Distributors

White & Co.
LIMITED
Toronto and Hamilton

Almeria Grapes

Splendid crop with a dry season is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your Dominion. C. & F. rates to all points.

For closest market rates apply to

ANDREW WATSON
91 Place d'Youville, - Montreal

STUART WATSON & CO.
P.O Box 144, - WINNIPEG

Proprietors,

FRED^K. FISHER & SONS
Green Fruit Experts
"St. Magnus" House,
LONDON, - ENGLAND

THREE NEW SENATORS.

Two of the Recent Appointees Interested in Provision Business.

The elevation to a seat in the Senate of Archibald Campbell, M.P., for Centre York and President of the Campbell Milling Co., Toronto Junction, has just been officially announced. No appointment in recent times meets with more hearty approbation than this. As a citizen, politician, business man, and gentleman, "Archie" Campbell, as he is familiarly called, has won the esteem and good-will of everyone with whom he has come into contact.

"Archie" Campbell was born in the Township of Howard, County of Kent, on April 27th, 1845. His parents were Scots, being natives of Argyleshire, a circumstance which perhaps helps to explain his success. His education was received at the public and high schools of Kent.

His first taste of public life was obtained in Chatham. Here he served his political apprenticeship in municipal affairs. For several years he was a member of the town council and also represented Chatham in the County Council. He proved to be a valuable member and no doubt this training stood him in good stead on his election to the House of Commons in 1891 and 1896. In the meantime he had removed to Toronto Junction and in 1900 he contested West York ,but unsuccessfully. Upon the death of the Hon. W. Clarke Wallace in 1901 he was elected Liberal member for West York. In 1904 he was elected member for Centre York, the redistribution of the county having wiped out West York for Dominion elections. At Ottawa he has always taken a keen and lively interest in national affairs. He has filled numerous positions in a creditable manner, such as Chairman of the Commission on Banking and Commerce when his intimate knowledge of finance and business proved most helpful.

From the age of fifteen to the present time, Arch. Campbell has been identified with the milling industry. In 1892 he left Chatham and started the Queen City Mills at Toronto Junction. Under careful and skillful management his business made rapid increases until a few years ago it was turned into a joint stock company, the Campbell Milling Co., whose products have mad a name for themselves all over the Dominion.

His life has been singularly successful. And now after many years spent in the turbulent arena of politics, he has obtained a fitting reward for his services. No doubt, in the comparatively peaceful atmosphere of the Senate, "Archie" Campbell will still be found a "warrior worthy of his mettle" and will continue to stamp his individuality on Canadian public life.

In addition to Mr. Campbell, two other Senators have been appointed, the Hon. W. A. Belcourt, and D. Derbyshire. President of the Eastern Ontario Dairymen's Association and ex-M.P. for Brockville.

Daniel Derbyshire is a native of Leeds County and was born in 1846. He early came into close touch with the dairy industry and has made his name famous as an authority on butter and cheese. He has served faithfully in the muncipal life of Brockville and in 1904 was elected to the House of Commons.

Hon. W. A. Belcourt is a native of Toronto, being born in 1860. He received a university education and later took up the study of law in which he was eminently successful. He afterwards removed to Ottawa where, after holding several municipal offices, he was elected to represent one of its divisions in the Liberal interests.

Jamaica Oranges
Fine goods, $5.00 per barrel.

Cranberries
Carload fancy stuff just arrived.

The Dawson Commission Co.
Toronto
Consignments of Farm Produce Solicited

FRUITS and VEGETABLES!

We are in touch with the leading shippers and can supply *the best at closest prices.*

J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

No. 1 CHOICE LABRADOR HERRING

NEW PACK

We offer a few cars of our **"DUFF'S" Choice No. 1 LABRADOR HERRING in Barrels, ½ barrels and 20-lb. Pails For Prompt Shipment.**

FULL WEIGHT and QUALITY GUARANTEED

Write or wire our nearest Selling Agents for full particulars.

ATLANTIC FISH COMPANIES, LTD.

NOVA SCOTIA

Selling Agents:

A. H. BRITTAIN & CO. Montreal.

STUART WATSON & CO. Winnipeg, Man.

CHAS. MILNE Vancouver.

BRUNSWICK BRAND

¼ Oil Sardines—¾ Mustard Sardines—Finnan Haddie—Kippered Herring Herring in Tomato Sauce—Clams and Scallops

ALL NEW PACK

Connors Bros., Limited

Black's Harbor, N.B.

DO YOU PUT UP

Meats **Baking Powder**
Lard **Coffee**
Syrups **Spices**

If you are a manufacturer or packer of these lines we can do business together.

You require first-class cans of every size and description; the kind that will give you satisfaction. You want them well made and you want them ***when you want them.***

We can supply you. Write Us.

ACME CAN WORKS

Montreal

FISH for ADVENT

Fresh and Frozen Fish of all kinds in season.
Haddies, Bloaters and other Smoked Fish.
Labrador Herring, Salmon and Trout.
Green Cod, Skinless Cod, Boneless Cod.
All grades at Lowest Prices.

WRITE FOR NEW PRICE LIST.
THE LARGEST FISH WAREHOUSE
IN CANADA.

P. O. Box 639.
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

SPECIAL

We have been devoting our energies during the past few weeks to figuring out the **Oyster question** to advance the interests of our customers and consequently ourselves, and think we have been highly successful. We have decided to handle 3 grades of oysters at prices that suit all classes of trade, and will sell only Imperial measure.

Ask for our Prices. **It will pay you.**

We also have a complete assortment of

Fresh, Frozen, Salt and Smoked

FISH

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors **76 Colborne St. TORONTO**

F. T. JAMES, - Manager

LONG ISLAND NATIVE

OYSTERS

Large, Clean, Delicious

Possessing the Size and Flavor not found in others.

Fresh Every Day.

Same price as ordinary Oysters.

Solid Meats, $1.85 per Imperial Gallon.

White & Co., Ltd.

Toronto and Hamilton

DISTRIBUTORS.

QUEEN QUALITY PICKLES

Sweet—Mixed and Chow

Bulk Pickles

Tomato Catsup

Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited

OWEN SOUND

NEW FIRM IN VANCOUVER.

Hudson Bay Co.'s Officer Will Open Wholesale Brokerage Business.

Early in the new year Messrs. F. G. Evans & Co. will open in the wholesale brokerage and commission business in Vancouver, with especial attention to the needs of the wholesale grocery trade. At the present moment Fred. G. Evans, head of the new firm, is in the east making an extended visit to the many wholesale centres of eastern Canada and the United States. He will visit all the principal cities of Canada and many of the U.S. cities, going as far south as New Orleans.

For nearly fifteen years Mr. Evans has been a valued officer of the Hudson's Bay Co. at Vancouver, being connected with the wholesale grocery branch of their business, most of the time being head salesman and buyer. On the occasion of his retirement recently, the fellow-members of the Hudson's Bay Co.'s staff honored Mr. Evans by presenting him with a very handsome onyx and bronze clock, with elaborate candelabra to match. The sterling business worth and valuable services of Mr. Evans to the company were expressed by Mr. Lockyer, the manager, while he spoke of his personal regret at the severance of a connection which had been pleasant throughout.

TRADE NOTES.

F. C. Stipe, grocer, Toronto, has sold to Geo. McLaughlin.

The assets of L. Legare & Frere, Roxton Falls, Que., have been sold.

C. W. Varcoe and J, H, Lennon, two Toronto grocers, have sold.

Levitt & Son, grocers, Montreal, have dissolved partnership.

L. Methot, grocer, of Quebec, has made an assignment.

D. M. Grant & Co., Rosseau, have assigned to O. Wade, Toronto.

Toupin Freres, general storekeepers, of St. Justin, Que., have assigned.

S. G. Cline, a fish merchant, of Hamilton, has assigned to C. S. Scott.

W. E. Vanderveer, grocer, of London, Ont., has assigned to E. J. Dawson.

Mrs. L. Seymour, White Fish, Ont., is advertising her general store for sale.

The grocery stock of W. A. McQuestion, North Bay, has been seized at the instance of creditors.

An assignment has been made by F. X. Gadbois, general storekeeper, of Maniwake, Que.

C. E. Authier and W. Brouillet, grocers, of Montreal, have recently made assignments.

The partnership existing between Gervais & Frere, grocers, Montreal, has been dissolved.

Mrs. A. Joubert, who has been conducting a general store at Ripin, Que., has made an assignment.

Millar & Co., and Jas. Connell & Son, two general storekeepers, of Vegreville, Alta., have been forced to assign.

Jos. Lamoureaux & Cie., pickle, jam and catsup manufacturers, Montreal, have gone into liquidation. The liabilities are estimated at $78,000.

GET IN YOUR WINTER'S SUPPLY OF

The Genuine **HOLBROOK'S** WORCESTERSHIRE **SAUCE**

Acknowledged the Premier Sauce of the World

Holbrooks Limited

Canadian Branch:

25 FRONT ST. E., TORONTO

Canadian Manager, H. GILBERT NOBBS

Cold Cash May Be Scarce

but that won't prevent the smoker from continuing to hanker after his pipe of

T. & B.

Nothing "dopey" about "T & B"! Just the purest of pure Virginia Leaf, cured and flavored in that particular manner which the discriminating smoker appreciates. It won't clog the pipe or bite the tongue.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Why?

Why is the **BUSY MAN'S MAGAZINE** the best publication in the magazine field?

Simply because each issue contains, in addition to its original articles, the Cream and the Choicest and Best articles appearing in all other magazines and periodicals.

Take your favorite magazine, pick out the articles that interest you, then turn to the Busy Man's and you will find that these same articles appear in it.

Not only do the best articles in your favorite magazine appear in Busy Man's, but the live, up-to-date ones appearing in SCORES of publications which do not come your way.

Think of how interesting, entertaining, and instructive this many-in-one magazine must be. Not a dull page in it; every page SELECT.

It is so interesting that not one per cent. of our thousands of readers discontinue their subscriptions. A post card giving us your address will bring you the unsolicited testimony of dozens of our readers.

We will send the Magazine till January 1st, 1909 (14 issues) for $2, the price of one year's subscription. This offer only holds good while the Christmas Number lasts.

Send Us Your Order To-day

The Busy Man's Magazine
Toronto

TRADE PRESS AND THE POST OFFICE

Some Tributes by American P.O. Officials—The Situation in Canada—What The MacLean Newspapers Have Done.

We have several times referred in these columns to the tendency of leading officials in the Canadian Post-office Department to cater to the interests of the big departmental stores and mail order houses. We have pointed out that the present Postmaster-general was not personally to blame for this tendency, but it is a fact that one of his predecessors, Sir William Mulock, was associated with the owners of two of the largest mail order houses in the country in the control of a well-known daily newspaper. A year ago these officials prevailed upon the present Postmaster-general to adopt a C.O.D. system, which, if carried out, would have meant that every postmaster in Canada would have become an agent for a departmental store. The MacLean newspapers drew the attention of the trade to the matter and such a storm of protest arose from manufacturers, wholesale and retail merchants from one end of Canada to the other that he was forced to withdraw it. In doing so he explained and frankly admitted in the House that he was not familiar with the situation, having never been in touch with the trade outside of Montreal.

Quite recently when the new postal rates went into effect betwen Canada and European countries whereby twice the weight could be sent in a letter for the same rate, a leading post-office official in an interview published in one of the dailies, speaking of the great advantages this regulaton would be, referred partcularly to the fact "that it would be a great saving to the departmental stores who sent large orders for goods to Europe."

These officials and the mail order houses do not by any means entertain a friendly feeling towards the MacLean newspapers for having defeated the scheme to make postmasters agents for departmental stores. Recently one of the officials at Ottawa announced his intention of trying to induce the Postmaster-general to make it uncomfortable for the Maclean papers by charging a higher postage on trade newspapers than on any other publications. The departmental stores complain that trade newspapers give so much news and information to the business men in the smaller cities and towns that they are in consequence as much up-to-date as the departmental stores themselves; that the trade newspapers are educating them in the value of advertising and to do as good advertising in the local newspapers as the departmental stores are doing in the big cities, that in consequence consumers are getting more confidence in the local merchants and buying more freely from them instead of developing their trade with the big stores in Montreal, Toronto and Winnipeg.

While some of the higher officials in the Canadian Post-office Department have been showing their antipathy to trade newspapers the very opposite views have recently been expressed by the Postmaster-general of the United States and by his Deputy. when addressing a gathering of trade newpaper publishers in Washington recently. Hon. Von L. Meyer, the Postmaster-general, said:

"First of all, I am delighted to have the honor of extending a cordial greeting and welcome to all you gentlemen who are here this evening, and I am pleased to be here to meet you, because I am aware of the great work which you men are doing, not only in extending trade but also in education, and I desire to take this opportunity to say to you that the policy of the department toward your association and its members is absolutely friendly.

"The problems which come up before the department will be taken up and handled carefully by the Third Assistant Postmaster-general, Mr. Lawshe, who is here this evening, and with whom I am heartily in accord. I want to also assure you that similar treatment, under similar conditions, will be accorded to all publishers. As questions arise, they will not be taken up in a bureaucratic manner. Our desire is to carry out the intent of the law and at the same time do justice to the publisher. In turn we ask that you act in good faith, which I am happy to say is the case with rare exceptions.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
Those made by McDOUGALL are peerless. Insist upon having them
D. McDOUGALL & CO., Glasgow, Scot.

How Much Do You Spend?
A merchant will spend, each month, a considerable sum for Leaf, Plug and Package Tobacco, Cigars and Cigarettes, Pipes, Tobacco Pouches, and all Smokers' Sundries, Biscuits and Confectionery. Does he always get the value of his money? It is contestable. To make sure, he should buy from
JOS. COTE
The Largest Wholesale Importer and Tobacconist in the District.
Office and Sample Room: 186-188 St. Paul St.
Warehouse: 119 St. Andrew St., QUEBEC. Phone 1272

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

SWEET CAPORAL

CIGARETTES
STANDARD OF THE WORLD
Handled by all the Wholesale Trade

"The work that the department is doing in the way of transporting and distributing second-class mail matter is stupendous, but it is not a money-making concern, and I want to assure you, from the study which I have made of this subject and the object lessons which I have derived, that it will not be my policy to advocate any increase in rates.

"I said to you that the Post-office Department is not a money-making concern, as that is clearly evident from the deficits, which you are all aware of, which have been shown for the last ten years. At the same time we desire to make in return a dividend to our patrons by giving excellent service and by giving such satisfaction as is possible."

Mr. Meyer further said that he had been urged to extend the parcel posts system and he would recommend some changes but he recognized the rights and importance of the country merchants as compared with the mail order houses and any changes made would be in the interests of the smaller dealers.

Mr. Lawshe, the Assistant Postmaster-general, said:

"I am always glad to meet publishers face to face. I was guilty myself once. I began my career as "devil" in a printing office and worked my way up, or down, as you please, to the proud position of editor and publisher of a country newspaper. It was my custom to receive payment from those who desired to enroll their names on the "legitimate list of subscribers" in anything and everything—pumpkins, apple butter, water elm wood, and, on rare and festive occasions, real money. You will, therefore, understand that I have no prejudice against publishers or publishers' interests.

"The attitude of the Post-office Department toward the trade press is in no way different from its attitude toward other publications, and that general attitude may be said to be one of friendly interest. Trade publications, like other periodicals, have certain rights under the law, and it is the declared purpose of the Postmaster-general and myself to accord to every publisher of this class, as well as every publisher of any class, every right to which he may be lawfully entitled. To deprive any man of a legal right, however insignificant, is to deprive him of his liberty to that extent. The press in general is the one supreme educational factor of our country in disseminating information to the masses, and for that reason Congress in its wisdom saw fit to establish for the press a rate of postage lower than that accorded to any other class of mail matter.

"I recognize that the trade press is peculiarly educational, and that it is a powerful factor in trade and commerce. There is no higher plane of usefulness in journalism than that occupied by some of the great engineering, manufacturing and other technical periodicals of our day, which search the world for things new and useful to place before their readers. The trade press has been fitly designated "the great clearing house and equalizer of technical information." In their true sphere such papers are the legitimate product of business needs and conditions, and if they fail to meet those needs and conditions it is their fate to die the death of the unworthy' In the true sense they are "specialized publicity," invaluable to their respective constituencies. Congress must have taken this view of the matter, and rewarded the trade press with favor, when it gave to it special mention and distinct recognition in the law covering the admission of newspapers and periodicals to the second-class of mail matter.

"After specifying certain conditions upon which a publication shall be admitted to the second-class, such as regularity of issue as often as four times a year from a known office of publication, and that they must be formed of printed paper sheets not having substantial bindings such as distinguished periodicals from printed books for preservation, the law further provides that a publication to be admissible must be originated and published for the dissemination of information of a public character, or be devoted to literature, the sciences or some special industry. I conceive that this language as used by the law makers had no other purpose than to place the trade press—that portion of the press devoted to special industries—on the same footing as the press devoted to public information, or the arts and sciences. Gentlemen, I believe that in these statements I have established the eminent respectability of the trade press and defended its right to move in good society."

NEW CUSTOM HOUSE.

Montreal to Get $3,000,000 for New Site and Building.

Owing to the inadequacy of the present custom house, there is to be a new building erected on Lower McGill St. Deeds have been signed transferring from the Grey Nuns to the Dominion Government, an area of 67,800 square feet of land, for the sum of $402,000. It is reported that the entire cost of the land and building to be erected thereon will amount of $3,000,000, thus making the new custom house one of the most handsome government buildings in Canada.

At present the custom house fronts on Place Royale, Youville, Common and Callieres Sts., and the examining warehouse is at the corner of Common and McGill Sts. Recently the top storey of the custom house was severely injured by fire. However, this was not the cause of the purchase on McGill St., as the project of a new custom house for Montreal has been under way for some time.

TRADE NOTES.

Jos. Valiquette, grocer, Ottawa, has been succeeded by P. L. Foisy.

The grocery and confectionery business of J. D. Leith, Eganville, is advertised for sale.

W. T. Robinson has taken over the general store business of C. H. Keys, at Maple.

Mrs. M. A. Hicks, Ottawa, who has been conducting a grocery, has retired from business.

C. C. Ross, of Hyde Park Corner, Ont., has disposed of his general store to Wm. Rutledge.

H. Saunders, Arnprior, has taken over the general store business of A. J. Charbonneau & Co.

Ever Try a Royal Sport ?

Mr. Grocer, we have claimed, and do claim, a great deal for our **Royal Sport** and **Hogen Mogen** Cigars. These claims are based upon the conviction that we are making the best cigars in Canada for the money. To appreciate what we say you must know the cigars.

Try one yourself. If you have none to try, drop us a postal saying so.

Sherbrooke Cigar Co. - - Sherbrooke, Que.

SHOULD CONSIDER THE RETAILER

Manufacturers and Wholesalers Cannot Ignore the Man Behind the Counter—Instances of Disaster Through Negligence of This Principle.

The following article from a recent issue of the New York Journal of Commerce should be read with interest not only by wholesalers and manufacturers to whom it seemed to be originally directed, but also by the man behind the counter, to whom it will give some very valuable information:

Advertisers—that is, advertisers who do any serious thinking along the lines of the psychological effects of advertising—will do well to consider some of the utterances of the Los Angeles Commercial Bulletin regarding the recent collapse of the "Force" and "H. O." concern. It may not all be accepted without debate, but it is worth considering for the thought it contains. Among the statements are these:

"The retail grocers of the United States, nearly 200,000 strong, contributed more than any other one element to the $2,760,000 failure. The Force and H.O. companies reckoned without the retailer. They regarded him as a necessary though objectionable element in distribution; an element to be used but not respected. And they have failed.

The consumer demanded Force, and the retailer was forced to stock it. He bought at $4.25 to $4.50 a three-dozen case, and sold it at two-for-a-quarter, making a margin of profit which would bankrupt him if it represented the margin on all of his grocery sales. For a time he was defenseless. The sales managers for Force depended on just one thing for this success—advertising ..to the consumer. They concluded that an advertising-made demand for Force represented all that was necessary.

A Pertinent Lesson.

The lesson to be drawn from this by other manufacturers is that the retailer must be reckoned with. He is the biggest single element in the trade.

He can dictate the manufacture and sale of things about as powerfully as any other class. He can buy what and where he pleases, and if he does not like one line he can turn it aside and take up some other more to his liking."

Whether it be just to attribute all the troubles of the "H.O." people to the antagonism of the trade or not in this particular instance is immaterial for the purpose of this argument. But there is back of it a thought which every advertiser ought to consider—must consider eventually—if he is to get results from his advertising. That thought is, that "the man behind the counter is the man who sells the goods," and it is as true of the jobber, perhaps, more so, than of the retailer. In modern advertising the manufacturers appear to have completely forgotten this fact, and have gone mad on this one fad of "advertising to the consumer."

That there is merit in advertising to the consumer there can be no reasonable doubt. It is equally true that on a new commodity there is an educational effect from advertising to the consumer which is valuable in introducing the new goods. But, alas, the resulting demand is generally one of mere curiosity, which fades away about the time the grocer has stocked up. If there is any effect at all from advertising of that sort, it is as effective for the next new-comer as for the first. And in breakfast foods, which nowadays come trooping down the defile in daily phalanx, the invasion becomes to the average grocer an intolerable nuisance and graveyard for his capital. He is heartily disgusted with advertising-fed artificial demand.

Then there is the manufacturer who feels so confident of his ability to force the grocer to take his goods that he boasts of the fact, takes all the profit and doesn't care a rap for the grocer. He is using the fickle public as a bludgeon with which to bulldoze the trade into submission. He relies on the claim that his goods are "the only genuine," when as a matter of fact, it is quite likely the self-same goods are being sold by some grocer under another label. His tyrannical attitude merely places a premium on substitution by the grocer at the first opportunity. And he has only himself to blame. He has really been a foe to the grocer and a deceiver of the public. And you can't fool all the public all the time.

As against this, contrast for a minute a logical advertising campaign which will become effective because it is natural and sound. If a manufacturer expects his products to take a permanent stand on the market, he must reckon with two elements of trade—the wholesaler and the retailer—as well as the consuming public. The manufacturer who is wise will make his peace and friendship with both alike, and will share with each a reasonable profit in payment for his share in marketing the manufacturer's wares. The wisest students of the art of merchandising to-day have agreed that the true tide of success lies along the logical channel of the jobber and the retailer. Here and there an eddy which cuts out one or both may reach its goal, but the great deep irresistible tide runs smoothly in the recognized channels, and a cargo on such a stream will reach its goal more safely than it will when threatened by rocks of antagonism.

Co-operation Necessary.

The manufacturer who can win the co-operation of the jobber need have no concern about the fate of his goods. The jobber, with his corps of salesmen his economical and co-operative facilities for handling many lines, his knowledge of local conditions, his recognized influence with the retailers, the obligation, perhaps, which the retailer owes him for past favors, his knowledge of financial circumstances—all these are the possession of the manufacturer who will win to his cause the jobber. It is of far more value than any conceivable demand from the consumer that may last a few hours or days, and then fade away with the advent of a cleverer scheme.

Advertising to the consumer, or even to the retailer, is well enough in its way and may possibly be worth what it costs if applied with intelligence. But the average manufacturer rushes pellmell into a wild furore of billboard and barn door advertising which amuses rather than convinces the public. He stands in front of the grocer's shop and yells in a tone of mingled egotism and defiance without once thinking of going in and talking it over with the grocer seriously. How much more effectively might he spend some of his appropriation if he would appeal directly to the trade, the jobber and retailer alike, select reputable, trustworthy newspapers which actually reach the trade, print in them plain trade arguments, which will appeal to the grocer as a business man, show him where his interests and the manufacturer's may alike be subserved, talk dollars and cents to him. If there is real merit in the goods and the proposition, the intelligent grocer will listen. And once won an outlet of that kind will last a lifetime, many lifetimes. It was advertising of this stamp, backed by real merit in the goods, which placed some of the staples of the grocery trade in positions many years ago from which no end of clap-trap clamor of recent times has been able to shake them. Any grocer can recall a score of them in a minute.

The great mistake made by the average large advertiser is that he spends his resources clamoring at the front door of consumption, totally forgetting that there is a back door which is quite likely to lead directly into the confidential office of the trade. Carrying one's eggs all in one basket is a bad practice. There is more than one way to create a demand, and the perpetual campaign of advertising to the consumer has been very much overdone. Remember that "the man behind the counter is the man who sells the goods," and always will!

ELECTED BY ACCLAMATION.

The Commercial Travelers' Benefit Society of Western Ontario met in the Temple Building, London, on Saturday, November 16th, for the nomination of officers. The peculiar result was reached that all officers were elected by acclamation, as follows: President, Robert Tait; first vice-president, J. M. Ferguson; second vice-president, F. E. Harley; treasurer, A. Anderson, London; secretary, Alfred Robinson, London.

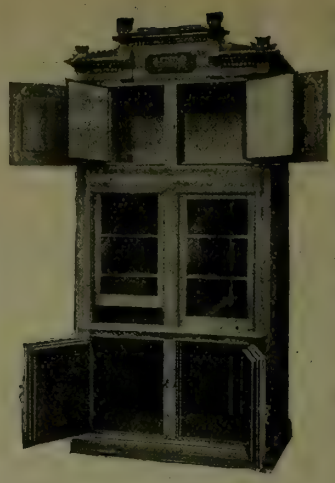
The retirinf president, A. Anderson, who presided, delivered a short address, in which he complimented the association on its prosperous condition. A large number of new members, he stated, had been secured, and after paying all death claims, the reserve fund would be increased by almost $2,500.

QUEEN CITY WATER WHITE OIL

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE BY ALL DEALERS



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

"They'll transform your store and transform your business, too."

"WALKER BIN" FIXTURES

A large Western Departmental Store writes:

"THEY (WALKER BINS) ARE SPLENDID SILENT SALESMEN; OUR GROCERY BUSINESS HAS INCREASED OVER 50 p.c. SINCE WE INSTALLED THEM. WE CONSIDER THE MONEY PUT INTO THEM TO BE A SPLENDID INVESTMENT."

Write for Illustrated Catalogue.

The Walker Bin & Store Fixture Co. Limited

BERLIN ONT.

Representatives:

Manitoba—Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,
77 Front Street East, Toronto

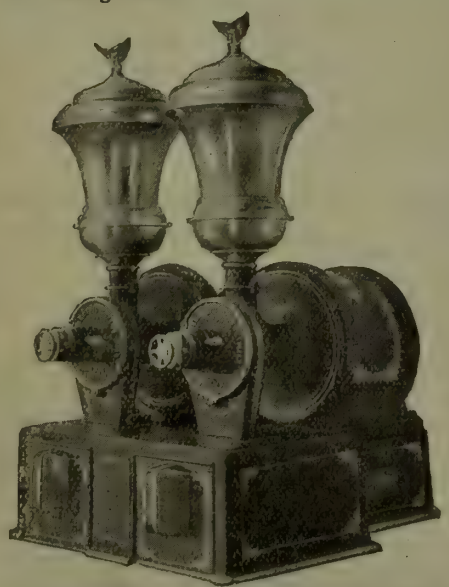
Twine, Paper Bags and Jute Goods.

Phone Main 5548

COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

—

Grinding Capacity

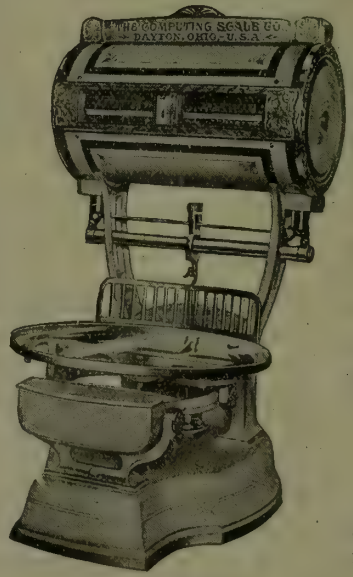
Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

Boston Special

Absolutely Automatic



The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

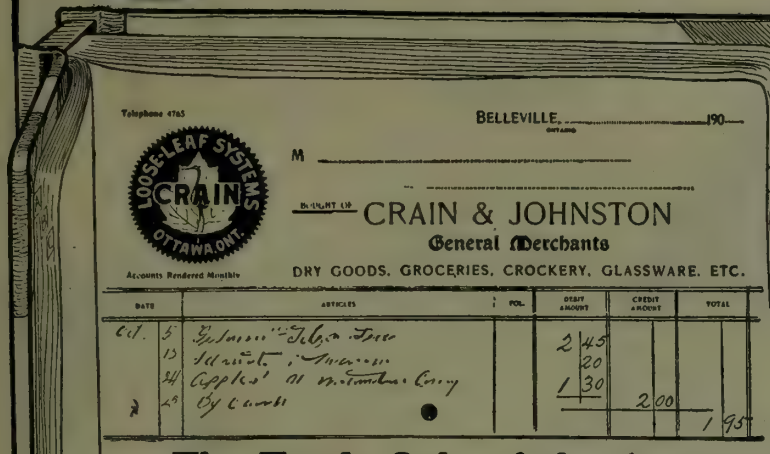
No mistakes or errors are possible. Down weight not possible.

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

Crain



The Totals Only of the Accounts Are Posted in the Ledger

The old, slow and laborious method of posting every item of an account from the day book to the ledger is agreeably missing in the Crain Monthly Account System.

By the Crain method the accounts are written up in duplicate daily from the counter check books or blotter—always up to date.

At the end the month, or other regular periods of rendering, the originals are torn out and sent to the customers, the duplicates removed and filed on a separate binder, and the *total monthly balance only posted in the ledger.*

Just think of that for economy of time and labor. Glad to mail our folder, "The Retail Dealer's Friend," with complete information.

Monthly Account System

THE ROLLA L. CRAIN CO., Limited, Ottawa
Branch Offices—Toronto, Montreal, Winnipeg

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—Few more good selling lines of grocery specialties; Toronto and Ontario district Apply box 165, CANADIAN GROCER, Toronto. [48]

WANTED—A good second-hand, 6-foot silent salesman. Reply with price, etc., to Box 168, CANADIAN GROCER, Toronto. [51]

SALESMAN calling on wholesale and retail trade in Ontario and Quebec desires line on commission. Box 169, CANADIAN GROCER, Toronto.

SITUATION VACANT.

WANTED—Two first-class tea travellers Dec. 1st, or not later than Jan. 1st, 1908, must be hustlers, know teas and have good connections; first-class reputation essential. Box 170, CANADIAN GROCER, Toronto.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

The Need Supplied

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates. The

"Duplex" Counter Check Book

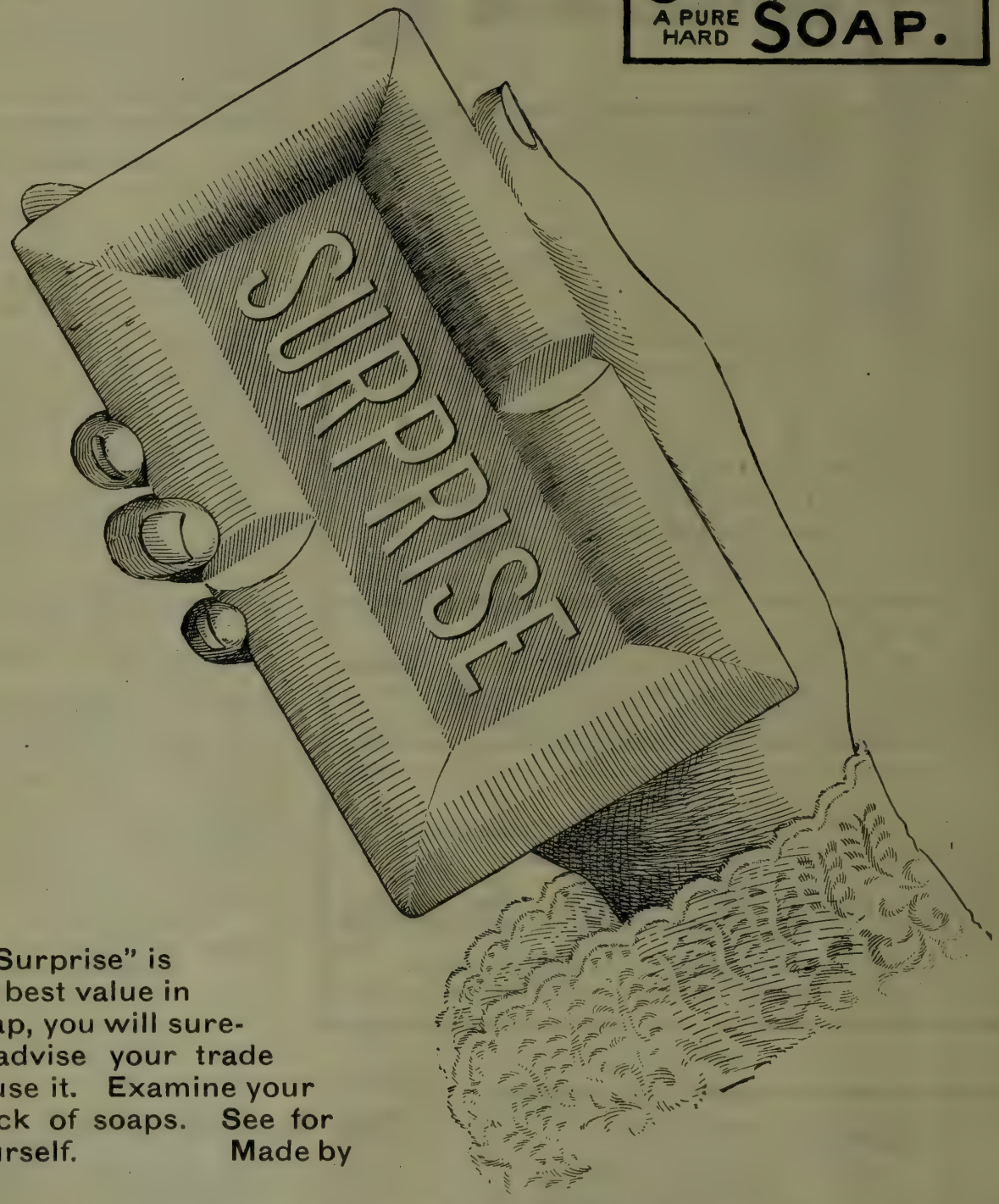
is just that kind of book. It is made in various sizes too. You will find the book of much service to you.

Write and secure Sample, Free

The Carter-Crume Company, Limited

Toronto and Montreal

SURPRISE
A PURE HARD SOAP.



If "Surprise" is the best value in Soap, you will surely advise your trade to use it. Examine your stock of soaps. See for yourself. Made by

The St. Croix Soap Mfg. Company

Factory at ST. STEPHEN, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, West Indies

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Nov. 29, 1907.

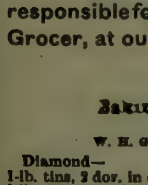
Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	8 40
½-doz.	24lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
" "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	3 00

JAMES' DOME BLACK LEAD.

	Per gross.
6a size	$2 40
3a size	3 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS. 16 lb. bags	0 15
"Pickaninney" Buck Wheat Flour	
doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼ lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" "	0 19
London Pearl per lb.	0 24
Special quotations for Cocoa in bbls., kegs, etc	

Chocolate—	
Queen's Dessert, ¼-lb. cake, 12-lb. boxes per lb.	$0 38
Queen's Dessert, 6's, 12-lb. boxes, lb.	0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	0 35
Parisian 8s, per lb.	0 30
The following sweetened for household purposes:	
Royal Navy, ¼'s, ½'s, 12-lb. boxes per lb.	0 33
Diamond, ¼, 7's, boxes, per lb.	0 28
Perfection, 2?c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz.	0 90
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 35
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S.

Chocolate—	per lb.
Caracoas, ¼'s, 6-lb. boxes	$0 42
Vanilla, ¼'s	0 42
"Gold Medal," sweet, ¼'s, 6-lb. boxes	0 29
Pure, unsweetened, ¼'s, 6-lb. boxes	0 42
Fry's "Diamond," ¼'s, 14-lb. boxes	0 24
Fry's "Monogram," ¼'s, 14-lb boxes	0 24

Cocoa—	Per doz.
Concentrated, ¼'s, 1 doz. in box	2 40
" ½'s, " "	4 50
" 1-lbs. " "	8 25
Homoeopathic, ¼'s, 14-lb. boxes	
" ½'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

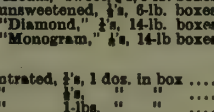
BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz.	$ .90			
¼ " " 4 " "	"	2.40			
½ " " 2 " "	"	4.75			
1 " " 1 " "	"	9.00			

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



	Per
Elite, ¼'s (for cooking)	$0 32
Prepared cocoa, ¼'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ¼'s	0 40
" ½'s	0 38
" No. 1 chocolate, ¼'s	0 32
" Navy ¼'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ¼'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ¼ and ½-lb. cakes	$0 43
Breakfast cocoa, 1-5, ¼, ½, 1 & 5-lb. tins	0 43
German Sweet chocolate, ¼ and ½-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 45
Cracked cocoa, ¼-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw cap cans, 10 cans in case,	42c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	42c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins,	43c.
12-lb. boxes, 6 boxes in case,	45c.
Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins,	35c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins,	36c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.,	38c.
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.,	38c.
Milk chocolate—	
50 5-cent pieces to box, per box	$1.75
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins,	30c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.,	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ¼-lb. pkgs.,	26c.
6-lb. " 12 " " ¼-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	
1 lb. packages	0 26
1b. "	0 27
1b. "	0 28
1 and ½ b. packages assorted	0 26½
¼ and ½ b. "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—	Pails.	Tins.	Bbls.
In 15 lb. pails and 10, 25 and 50 lb. boxes.			
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz
"Eagle" brand (4 doz.)	$6 00	$1 50
"Gold Seal" brand (4 doz.)	5 25	1 35
"Challenge" brand (4 doz.)	4 30	1 10
Evaporated cream—		
"Peerless" brand evap. cream	4 75	1 20
" hotel size	4 90	2 45

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ¼ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON

	retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 26
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	per doz. 2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec. Rio No. 1	0 15

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz.			1 75
10 " " 4 " "			3 00
Rep. quarts, 1 " "			6 50
Imp. " 1 " "			9 00

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6 "
20 00 "	7½ "
25 00 "	8 "
50 00 "	13 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities
for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Grey Nun Street, MONTREAL

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

LIMITED

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb.	0 07½
7 and 14-lb. wood pails, per lb.	0 07½
30-lb. wood pails "	0 07¼
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb.	0 07½
30-lb. wood pails "	0 07¼
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 10¾
½-bbls.	0 10¾
Tubs, 60 lbs	0 10¾
20-lb. Pails	2 18
20-lb. tins	2 08
Cases 3-lb. "	0 11¾
Tubs 5-lb. "	0 11½
10-lb. "	11½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
"Ringed" 5-lb. boxes, per lb.	0 40
"Acme" pellets, 5-lb. cans, per can	2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.	$3 60
3 cases of 4 doz.	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ... $12 00
per case of doz. net ... 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins, per doz.	$1 40
" ½-lb. tins "	2 50
1-lb. tins "	5 00
Durham 4-lb. jar, per jar.	0 75
" 1-lb. jar "	0 25
F. D ½-lb. tins, per doz.	0 85
1-lb. tins "	1 45

E. D. MARCHAU, Montreal.

"Condor," 12.1b. boxes—	
½-lb. tins, per lb.	$0 35
¼-lb. tins "	0 33
1-lb. tins "	0 32½
4-lb. jars, per jar	1 20
1-lb. jars "	0 35
Old Crow," 12-lb. boxes—	
½-lb. tins, per lb.	25
¼-lb. tins "	0 23
1-lb. tins "	0 22½
4-lb. jars, per jar	0 70
1-lb. jars "	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

THOMAS J. LIPTON
Prices on application.

Sauces.

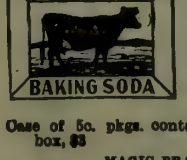
PATERSON'S WOCESTER SAUCE.
Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.	0 90
Pint " 3 doz.	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.



Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, $3

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 25
5 cases	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	$10 20
" " black "	15 30
Oriole soap "	10 20
Gloriola soap "	12 00
Straw hat polish "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs	0 06½
Canada White Gloss, 1-lb. pkgs.	0 06½
Benson's enamel, per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps	0 8½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 08
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 08
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb.	0 07
Barrels, 200 lb.	0 06½
Kegs, 100 lb.	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case	0 08
6-lb. enameled tin canisters, 8 in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 60
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60

IT'S THERE

Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½

SAN TOY STARCH.

pkges, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

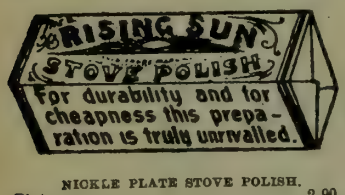
St. Lawrence corn starch, 40 lb .	0 07½
Durham corn starch, 40 lb.	0 06½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb..	0 07
" 3-lb. cartons, 36 lb..	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 6-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 50 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb..	0 08
Argo Gloss, 1-lb. packages, 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



NICKLE PLATE STOVE POLISH.

Pints.	2 90
Quarts.	5 40
½ gallons.	5 10
Gallons.	4 80
Gallons.	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.	1 25 each
3 " " 38½ lbs.	1 75 "

Plain tins, with label—

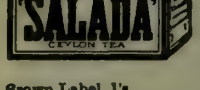
	Per case.
2 lb. tins, 2 doz. in case.	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03¾ "
Kegs, 150 lbs.	0 03½ "
2-gal. pails 25 lb.	1 25 each
" " 38½ lbs.	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.



SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.	$0 20	$0 25
" " ½'s.	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.	0 35	0 50
Gold Label, 1's.	0 44	0 60

LIPTON'S TEA

Thos. J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only

	wholesale	retail
Green label, 1's only.	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ⅛'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's.	$0 19	$0 25
Blue Label, ½'s.	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.	$0 25	$0 50
Blue Label, 1-lb. and ½s.	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.	0 22	0 25
Green Label, 1's and ½'s.	0 22	0 30
Blue Label 1's and ½'s.	0 25	0 35
Red Label 1's, ½'s, ¼'s and ⅛'s.	0 30	0 40
White Label, 1's, ½'s and ¼'s.	0 35	0 50
Gold Label 1's and ½'s.	0 42	0 60
Purple Label, ½'s and ¼.	0 55	0 80
Embossed, ½'s and ¼'s.	0 70	1 00

Cases, each 60 ½-lb.	$0 35
" " 80 ½-lb....	0 35
" " 120 ¼-lb.	0 35

MELAGAMA TEA.

Put up in 60 ½ and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ⅛s.	0 70	1 00
" " ¼s.	0 55	0 80
" " ½s.	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ⅛s.	0 35	0 50
" " 1 lbs., ½s & ⅛s.	0 30	0 40
" " 1 lbs. & ⅛s..	0 2½	0 30
" " ½ lbs.	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 22
" " ½-lb., " "	0 22
Blue Label, retail at 30c.	0 23
Green Label, " 40c.	0 30
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

E. D. MARCEAU, Montreal.

Japan Teas—	
"Condor" I 40-lb. boxes.	$....
" II 40-lb. boxes.	....
" III 80-lb. boxes.	....
EMD AAA Japan, 40 lb " at.	....
" AA " "	....
Blue Jay, basket fired Japan, 70 lbs.,	....
"Condor" IV 80-lb. "	....
" V 80-lb. "	....
" XXXX 80-lb. boxes.	....
" XXXX 80-lb. "	....
" XXX 80-lb. "	....
" XXX 80-lb. "	....
"Condor" XX 80-lb. "	....
XX 80-lb. "	....
" LX 60-lb. per case, lead packets (25 1's and 70 ½'s)	0 27½ ....

"Condor" Ceylon black tea in lead packets
Green Label, ½s, ¼s and 1s
60-lb. cases ..... retail, 0 20 at 0 25
Grey Label, ½s, ¼s and 1s,
60-lb. cases ..... retail 28 at 0 30

"Condor" Ceylon black tea in lead packets
Yellow Label, ½s and 1s,
60-lb. cases ..... retail 0 26 at 0 35
Blue Label, ½s, ¼s and 1s,
50-lb. cases ..... retail 0 30 at 0 40
Red Label, ½s, ¼s and 1s,
50-lb. cases ..... retail 0 34 at 0 50
White Label, ½s, ¼s and 1s,
50-lb. cases ..... retail 0 40 at 0 60

Black Teas—"Old Crow" blend—

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1 ..... per lb.	0 35
No. 2 ..... "	0 30
No. 3 ..... "	0 25
No. 4 ..... "	0 22
No. 5 ..... "	0 18

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 [illegible]
" Rosebud, 7s.	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 55
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.
Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H C., 1-20.	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20.	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins.	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Vinegars.

E. D. MARCEAU, Montreal.

	Per gal
EMD, pure distilled, highest quality..	$0 32½
Condor, pure distilled.	0 30
Black Swan	0 27½
Old Crow	0 23½
Special prices to buyers of large quantities	
White Wine, proof	0 32
" extra strength pickling	0 28
" XXX	0 25
" XX	0 20
" X	0 18

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.
Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1 per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOOD EN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony, per doz.	$1 10
Crown.	1 75
Improved Globe.	1 95
Standard Globe	2 05
Original Globe.	2 35
Superior Globe	2 50
Newmarket King.	2 70
Jubilee..	2 75
Diamond King Glass.	3 35

CANE'S CLOTHESPINS.

	5 cases.	single.
5 gross loose, per case	0 55	0 57
4 " packages, per case..	0 62	0 67
6 " " " ..	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	$1 10
Gillett's cream yeast, 3 doz in case.	1 10

BATGER'S

Machine-cut Mixed Peel

In ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme
Montreal and Toronto

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Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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Stevens-Hepner Co., Port Elgin, Ont.
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Old Homestead Canning Co., Picon.
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Veterinary Remedies
Young, W. F., Montreal

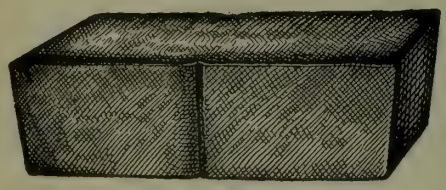
Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville

Washing Compound.
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.

Woodenware
Stevens-Hepner Co., Port Elgin
United Factories Limited, Toronto.

Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc
Thorne, A. M. & Co., Toronto

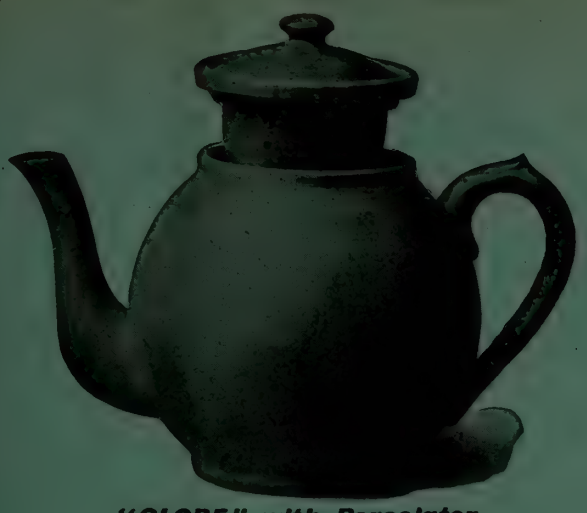
Yeast.
Gillett, E. W., Co., Toronto.



OUR FAMOUS TWIN BLOCK PURE MAPLE SUGAR

This Sugar has stood the test of Government analysis. Out of the many samples collected not one is reported adulterated.

SUGARS and CANNERS Ltd., MONTREAL



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS MONTREAL

THE PEOPLE OF

JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

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Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street

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Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week — therefore we can equip you **speedily** and **economically** for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

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You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

Everything in the line of

SALT

VERRET, STEWART & CO.

LIMITED

MONTREAL

MINCE PIES

MADE FROM

Wethey's Condensed Mince Meat

are what your customers want.

Have you got this line in stock?

Every day you are without this Mince Meat you are losing profits you might just as well have.

It is a ready seller.
It is a steady seller.
It is a repeat seller.
It sells when other brands do not sell.

All Jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED

ST. CATHARINES

Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.

Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.

E.W. GILLETT COMPANY LIMITED

CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1852.

Food products that are produced in clean factories are best.

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, DECEMBER 6, 1907. NO. 49.

Ask your Jobber to send you
a trial order of . . .

Robinsons' Patent Barley

It is a line he should draw your attention to as it is a staple food. Every family should use it.

Write for closer particulars.

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, Montreal

A Profitable and Seasonable Line

"Crown" Brand Table Syrup

Made from Corn

PUT UP IN TINS

2-lb. tins—cases 2 doz. Also in Brls., ½ Brls
5 " " " 1 " Kegs and Pails
10 " " " ½ "
20 " " " ¼ "

Freight paid on 5 cases and over to all railway stations east of North Bay.

You can't please your customers any better at this season of the year than by suggesting the use of a table syrup. Suggest the best—"Crown Brand."

Every jobber sells it.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont. Works, CARDINAL, Ont. 164 St. James St., MONTREAL

Besides the regular lines, we have so many sundries which you cannot afford to be without. Why not place an order for Crosse & Blackwell's goods? We ship direct to you if order is placed with a wholesale house.

Crosse & Blackwell, LTD.

"Purveyors to the King"

AGENTS:

C. E. COLSON & SON

MONTREAL

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¶ The faultless product of a faultless factory—a factory whose seventh time enlargement is due entirely to

The Satisfaction of Unvarying Quality

It's the old story of the success that comes to those who live up to an ideal standard—the highest.

Macaroni

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¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

"Thistle"

¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - Montreal

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Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

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F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

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WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
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McFARLANE & FIELD
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Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL.

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad." Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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TEL. MAIN 778 — BOND 28

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REGINA
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
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Toronto
Grocery Brokers and Agents.
Established 1885.

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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

MacLAREN IMPERIAL CHEESE CO.
Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

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RAISINS
EVAPORATED APPLES.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

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Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

TORONTO.

"EXCELSIOR"
Finest Eastern Townships
Maple Syrup Compound
None better made
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

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RAY & WINDLE
Manufacturers' Agents and Commission Brokers
330 Homer Street,
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DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
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Office and Warehouse: 141 Balentine St.
Correspondence Solicited.

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MOOSE JAW, SASK.
Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

(Continued on page 4.)

We are Headquarters for

MALAGA TABLE RAISINS

Our Prices Are Right.

THE EBY, BLAIN CO. LIMITED

The House for Fancy Groceries - - - TORONTO.

To enable us to keep up the exceptional high standard of quality always maintained in Blue Ribbon Tea, and the very fine margin of profit we have always worked on, compel us to advance our price in accordance with Market conditions.

YELLOW LABEL, pounds and half pounds.
Costs you 22c., you sell at 25c. per pound.

GREEN LABEL, pounds and half pounds.
Costs you 22c., you sell at 30c. per pound.

BLUE LABEL, pounds and half pounds.
Costs you 25c., you sell at 35c. per pound.

RED LABEL, pounds, half pounds, quarter pounds and one-eighth pounds. . . .
Costs you 30c., you sell at 40c. per pound.

WHITE LABEL, pounds and half pounds.
Costs you 35c., you sell at 50c. per pound.

GOLD LABEL, pounds and half pounds.
Costs you 42c., you sell at 60c. per pound.

PURPLE LABEL, half pounds and quarter pounds. . . . . .
Costs you 55c., you sell at 80c. per pound.

DOLLAR TEA, EMBOSSED LABEL, half pounds and quarter pounds. . . . . .
Costs you 70c., you sell at $1.00 per pound.

BLACK, GREEN or MIXED

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BUNNELL & LINDSAY
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General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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Tel. 359 Box 793 MOOSE JAW, SASK

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
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Good References TORONTO, ONT
Special Attention to Advertising

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Wholesale Manufacturers of
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Write for prices and particulars
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JAMES MATHEWSON, SON & CO.
St. George's House
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Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.
We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

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KILLS { Roaches and Bed-Bugs / Rats and Mice

All Dealers and 381 Queen St. W.

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Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
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PEANUT ROASTERS and CORN POPPERS.
Great Variety, $8.50 to $350.00
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Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
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We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
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You be sure to write at once and we will send you 5 copies for next week and everything necessary.

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EDUCATE YOUR CUSTOMERS TO LOOK FOR THIS SEAL

It's our guarantee of Quality

CANADIAN CANNERS, LIMITED

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

You can form NO JUDGMENT OF THE FUTURE

Except FROM YOUR EXPERIENCE IN THE PAST

YET in spite of UNPROFITABLE EXPERIENCE many grocers keep on LOADING UP with EVERY NEW PACKET TEA that is offered and pushed upon them. Some of these teas they have stocked every two or three years, ONLY to have FORMER UNPROFITABLE EXPERIENCES REPEATED. If you buy them at all, why not on the same terms as "SALADA," viz., "Money back if it doesn't sell."

INSIST UPON THIS ON YOUR INVOICE

Thousands of wide-awake, up-to-date grocers are cheerfully sharing in the profitable and ever increasing sale of

"SALADA"

to the exclusion of all other brands. ARE YOU ?

We will be pleased to hear from you.

"SALADA" Toronto or Montreal.

'CAMP' COFFEE

Tell your Customers

"CAMP" Coffee is the very best beverage for cold weather. "CAMP" not only quickens the circulation and stimulates the body, but induces a comfortable sensation of warmth and well-being—a sensation that lasts for hours. "CAMP" pays you a handsome profit. It serves you well—serves your customers well. Stock it freely.

Manufactured by—
R. Paterson & Sons, Coffee Specialists, Glasgow.

Sole Agents:
ROSE & LAFLAMME
Montreal

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It Is Mince Meat Time Now

Be particular in the

MINCE MEAT

you offer customers. This end is met when you place on your counter the mince meats that are known as coming from this factory. Done up in quantities to suit customers—at prices that are satisfactory.

Buy from your jobber or order direct from the manufacturer.

The T. A. LYTLE CO.
Limited

TORONTO - CANADA

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Montreal Depot, 322 Notre Dame St. East.
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Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

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J. W. Bickle & Greening, -	Hamilton.	G. H. Gillespie, - -	London
Carman Escott Co., -	Winnipeg.	R. G. Bedlington & Co., -	Calgary
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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME
AGENTS
Montreal Toronto

FOR TEA
YOU CANT
BEAT LIPTONS

THE TEA OF KINGS
THE KING OF TEAS

LIPTON'S TEA

THE FINEST THE WORLD PRODUCES. PACKED ONLY IN AIR-TIGHT TINS.

THOMAS J. LIPTON

Canadian Office: 75 Front St. East. - - - Toronto

Look Here, Mr. Grocer!

Don't pass this space without figuring where you can make money on our goods. The reason you can make money—and lots of it—by handling our goods will be as plain as daylight when you see the goods. Our **Pure Apple Juice** for drinking purposes has never yet been equalled for exquisite purity and flavor. Our **Pure Cider Vinegar** is a table vinegar which will please every person who uses it. And our **Pure Tomato Catsup** is without a peer.

"We Get the Perfect Flavor by Unadulterated Purity."

WRITE FOR OUR PRICES AND YOUR PROFITS!

The Belleville Fruit and Vinegar Co.
LIMITED
BELLEVILLE - - ONTARIO

New Grenoble Walnuts
New Shelled Almonds
New Raisins
Currants, Etc.

Shipments now on hand. We guarantee delivery when you require the goods. Our quotations will interest you.

Our Circular FREE

C. A. CHOUILLOU & CO.
14 Place Royale, - MONTREAL

HAYCASTLE

and PARADISE

CURRANTS

The choicest growths from the most favored Districts in Greece.

We have new selected **Valencias** in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

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CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

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Bonded and other Warehouse Facilities.

Has A Customer Ever Asked You

if you will guarantee the goodness of a can of preserved vegetable you were selling her? In many cases it would be a risky thing for you to guarantee canned goods. But there is one brand which you may safely guarantee every time. A brand which never disappoints either you or your customer. That brand is

Old Homestead Brand

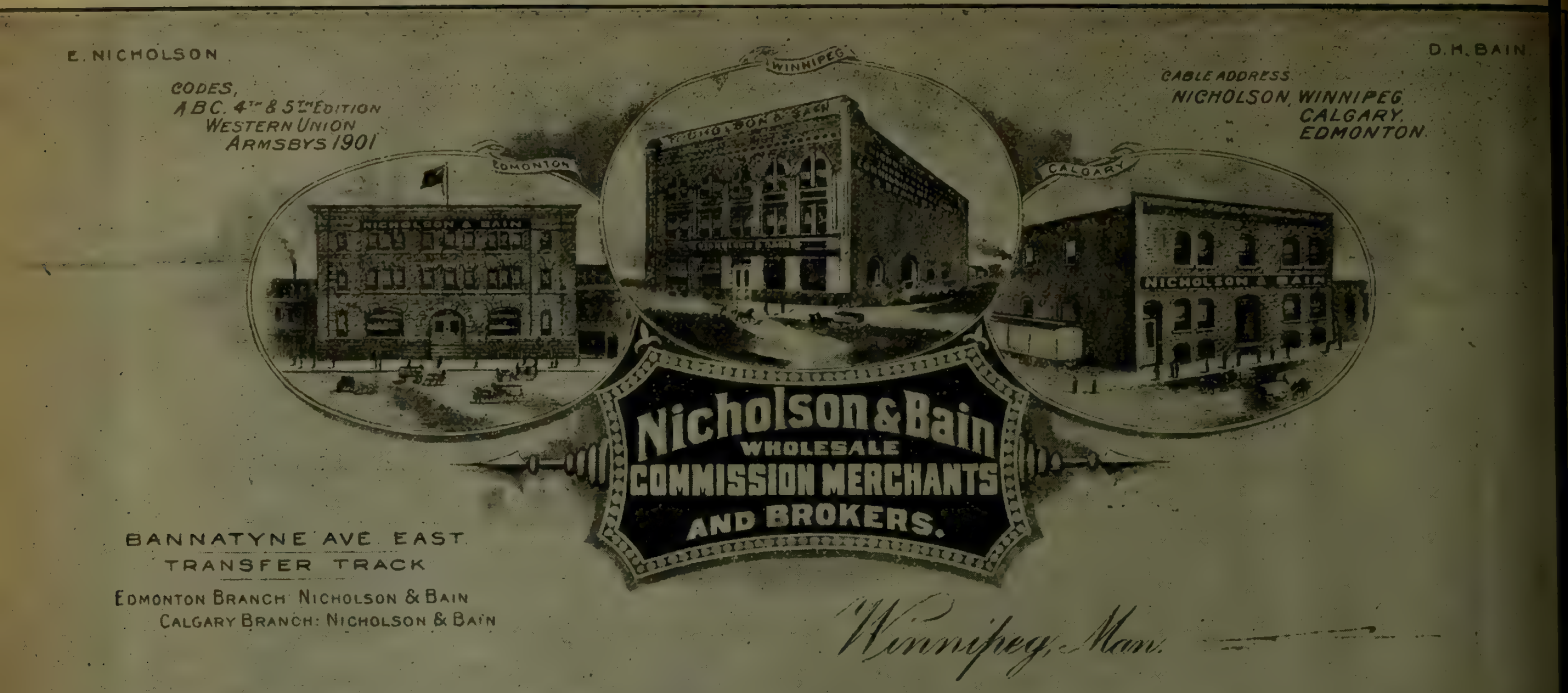
"The Brand of Unparalleled Excellence"

Old Homestead has not attained its pre-eminence by chance. Neither has it attained it by mere publicity. There is a foundation of honest goods—vegetables and fruits of the very soundest variety—honest methods, and a factory sanitary and up-to-date in its appointments, that the visit of the government inspector occasions no extra cleanings-up and glossings over. We are ready for inspection at any time and at all times.

It will pay you well to insist that your jobber ship you the Old Homestead Brand!

The Old Homestead Canning Co.

Picton, Ontario



Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

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LEA'S

The Pickle with the Home-Made Flavor

We are offering a Sweet Mustard Pickle in bottle and bulk of excellent quality which has been pronounced by connoisseurs to be one of the finest Mustard Pickles ever offered to the Canadian trade.

Try a small lot, and your sales of Mustard Pickles will astonish you

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

NEW NUTS

Walnuts, Almonds, Filberts

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

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The Salt
that's all Salt

If your Wholesale Grocer is not quoting "Empire Salt," write us for prices on straight or assorted carload lots. We manufacture all grades of salt.

Our large production and approved modern machinery and appliances, used in the process of manufacture, insure prompt service and the highest standard of quality.

Satisfaction Guaranteed

EMPIRE SALT COMPANY, LIMITED

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SARNIA, ONT.

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Messrs. W. B. Bayley & Co., Toronto.
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Messrs. F. L. Benedict & Co., Montreal

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EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS THOS. SYMINGTON & CO. EDINBURGH

Backed Up by the Government

The Grocer who sells

E. D. S. Brand
JAMS and JELLIES

may truthfully declare them to be the purest on the market. We have government documents which will back him up. Our goods have been declared "Absolutely Pure" by the government analyst. And apart from the government declaration we KNOW that our home grown material and our processes combine to produce Jams and Jellies of the highest order.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

Most Women ask for Bee Brand

BEE BRAND Jelly Powders have taken hold wonderfully, and wise grocers who have recognized this are selling great quantities and reaping profits.

The flavors chiefly in demand are:

Strawberry ***Raspberry***
Lemon ***Cherry***
Pineapple ***Nutto***

But we have others if you want them.

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - **MONTREAL**

Pure Food is Essential to Good Health

Wagstaffe's Fine Old English Mince Meat

Guaranteed absolutely Pure.
The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

There is a Big Demand for Seeded Raisins

The Up-To-Date Grocer who Insists on having Seeded Raisins Packed by:---

José Segalerva

Malaga, Spain

will be Ahead of his Competitors Because the Malaga Seeded Raisin is

Superior in Richness and Flavor, and Can be sold at Popular Prices

Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

Malaga Seeded Raisins

You will make a Good Profit.

Agents for the Dominion

Rose and Laflamme

Montreal and Toronto.

COCOANUT
Has Been Scarce of Late

We have however just landed several cars of Prime Jamaica Cocoanuts and our entire Cocoanut Department staff are busy working day and night to get it ready for your Christmas trade.

SEND IN YOUR ORDERS NOW

THE ROBERT GREIG COMPANY, Limited
TORONTO

"Pride of Canada"

Never yet has there been a question as to the quality of **Pride of Canada** Maple Syrups and Maple Sugar.

That this brand is a market leader is an undisputed fact.

Everywhere quality is recognized you will find **Pride of Canada** Maple goods sold. Grocers find profits good and the line such as satisfies customers.

IT PAYS

Maple Tree Producers Association

WATERLOO, - P.Q.

TIGHT MONEY

Times of financial stringency need not be feared by the family with a well filled bank. We assist to this end by packing our

HIGH-CLASS CARPET TACKS

in a neat little wooden bank, as above.

RETAILS AT 5 CENTS.

A Great Seller **Liberal Profit**

All sizes, blued and tinned.

Send for Samples and Prices.

THE BAZIN MFG. CO.
94 Arago Street, QUEBEC

Mr. Grocer—

Your aim is big profit and satisfied customers. You get both in handling our coffee. Guaranteed 100 per cent. more healthful and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 lbs. in box.

Order from your jobber.

The Kaiser Mfg. Co.

TRADE
Kaiser MALTED HEALTH Coffee
MARK
SATISFACTION GUARANTEED OR MONEY REFUNDED
Guaranteed 100 per cent more healthful and better flavored than any other
Save Coupons for Premiums
Roasted, Ground and Packed by
THE KAISER MFG. CO.
WINNIPEG REGINA CALGARY
EDMONTON VANCOUVER TORONTO
MONTREAL
CHICAGO and NEW YORK U.S.A.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Allison Coupon Books

Eliminate the Non-essentials

Many a business man is so loaded down with details that his really important problems can receive only secondary consideration.

This condition is overcome in any mercantile house by the adoption of the **Allison Coupon** system. With it, accounts are kept better and more accurately, at about one-tenth the usual cost.

THE PLAN

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

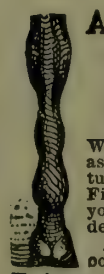
For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO
Canadian Agents



AN INFLAMED TENDON
NEEDS COOLING.

ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. **No blister, no hair gone,** and you can use the horse. $2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

Buy Herbs Now

Do not leave the buying of your herbs until the last minute. See our traveller and his samples.

Sage, Savory, Mint, Thyme, Marjoram, etc.

In ¼-lb. air-tight tins, and in bulk. All guaranteed superior herbs.

S. H. EWING & SONS

96-104 King St., Montreal — Phones Bell Main 65 and 155

20½ Front St. E., Toronto — Phone Main 3171

Currants **Raisins** **Walnuts**
Almonds **Filberts** **Figs**

"Maple Leaf" brand **Valencia** raisins, **Standard of Quality.**

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited

QUEBEC — Montreal — OTTAWA

JAPAN TEAS

Are absolutely pure, wholesome and invigorating; always give entire satisfaction to your customers. There are no other teas which possess the equally high merits of

JAPAN TEAS

SHAW T. NISHIMURA, Sole Agent. - 55 St. Francois Xavier Street, Montreal

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

DELAY IS COSTING MONEY

When a Fixture Saves its Cost the First 90 days,
CAN YOU AFFORD TO WAIT?
Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits.

Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Shipped f.o.b. Hamilton, Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA
18 and 20 Mary St., HAMILTON, Ont.

A PAYING INVESTMENT

for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

"Non-Pareil Oil"

Highly Recommended by

Leading Bakers and Confectioners

The most Economical and Satisfactory Oil

Kentucky Refining Co.,
Incorporated
Louisville, Ky.

J. M. BRAYLEY, Manager Montreal Branch,
322 East Notre Dame Street,
MONTREAL

Samples and prices on application. Phone Main 3938.

TRADE MARK KEYSTONE BRAND REGISTERED

The Grocers of Canada

KNOW A GOOD THING

When they see it.
That is why the sales of

KEYSTONE BRAND BROOMS AND BRUSHES

have increased so rapidly

MANUFACTURED BY

Stevens-Hepner Company Limited
Port Elgin, Ontario

I Offer

French Shelled Walnuts

Perfect halves and broken. Shipment from December, 1907, to June, 1908.

600 Bags, Specially Fine

Spanish Peanuts

for Prompt Shipment

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

Butter Fruit

The best is always satisfactory. We handle Butter, Cheese, Eggs, Fruits and Produce.

Let us handle your stock.

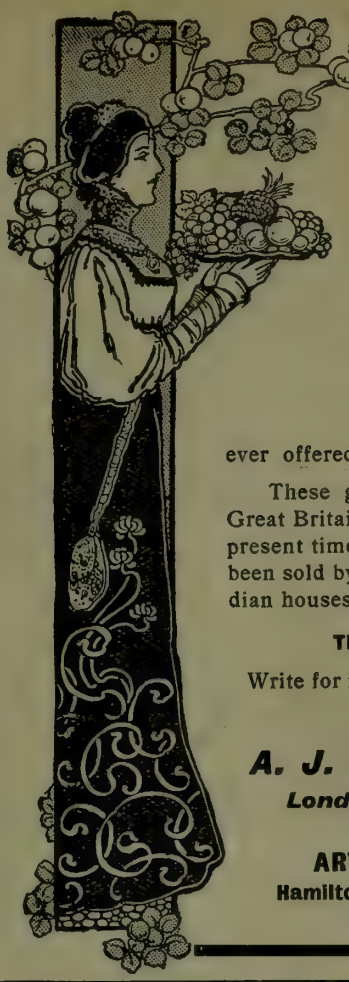
We buy, we sell.

When handling on commission we get best possible price and make prompt returns.

Write us to-day.

NICKERSON & HART,
HALIFAX, N. S.

P. O. BOX 352



THE
MOST BEAUTIFUL
Line of
Xmas Cracker Novelties
Table Decorations and
Xmas Stockings
ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by
A. J. HOVELL & CO.
London, W.C., England

ARTHUR E. BOWRON
Hamilton, - - Canada
Canadian Agent

STARCH

is a peculiar thing—that is, ordinary laundry starch. Sometimes it does what is expected of it, but oftener it does not. That's what makes it extremely easy for you to make money by pushing

IVORINE

It is a brand of laundry starch which may always be relied upon. You may tell your customers this with the knowledge that they will find such a claim to be absolutely true.

Why not look into the matter?

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

"Balmoral"
Reg'd.

Scotch Marmalade

Send in your orders now for

Balmoral New Season's

Scotch Marmalade

QUALITY THE BEST.

J. W. WINDSOR
Montreal

IN STOCK

New Crop Grenoble, Marbot and Bordeaux

WALNUTS

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

From 25 to 49 Raisins.

Why you should purchase

ROWLEY'S

Finest Selected Valencia Raisins

Count the number of RAISINS in a pound of other brands, then count ROWLEY'S and you will find they run the above number of RAISINS in a pound less than other packers best grades. You might as well purchase S. BODI BRAND Selected Valencias at less money and get the same fruit as other packers use for their finest brands.

Rowley's Valencia Shelled Almonds are the same We Pack Both
Rowley's Seedless Valencias are Seedless.

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents: **Wm. C. Christmas, 22 St. Francois Xavier St., Montreal**
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

CHRISTMAS WANTS PROMPTLY FILLED

We have just received a large shipment of

New French Cherries
Olive Oil

Crystallized { **Rose Leaves** / **Lilacs** / **Violets, etc.**

For decorative purposes

direct from **MARTIN FRERES**, the celebrated French dealers.

SHELLED ALMONDS

CACHEW NUTS from Ceylon

We are also agents for

DE FORNEL & CO'S famous

SHELLED WALNUTS

The largest NUT firm in the world.

LET US KNOW YOUR WANTS EARLY

W. P. DOWNEY, 26 St. Peter Street, **MONTREAL**

You Have No Cause for Anxiety

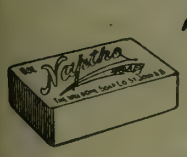
as to the disposal of your stock of Canned Goods, if you are wise enough to stock the

Burlington Brand

It is a brand of canned fruits and vegetables which never spoils on the shelves waiting for customers. It has a reputation for genuine excellence which makes it one of the most profitable lines for any grocer to handle. If you have not yet tried handling Burlington Brand, just order a small stock through your jobber, and see how it pleases your customers.

THE BURLINGTON CANNING CO., LTD.

BURLINGTON, ONT.



Naptha SOAP

MADE IN CANADA

In every walk of life there are men who stand out prominent among their fellows. They possess something which distinguishes them from all the rest.

It is so in things that men produce, as for instance, Laundry Soap; the public are quick to recognize the best from the second best or lower grades.

NAPTHO IS A SOAP that was bound from the first to be successful because it possessed just those qualities which make it stand out above others.

The Welcome Soap Co.
Limited
St. John, - N.B.

May Queen Canned Goods
Are Guaranteed

We can supply the trade with a quantity of Corn, Tomatoes, Pumpkin, Beans and Apples; also Tomato and Apple Pulp.

The Newbury Canning and Preserving Co., Limited
Newbury, Ontario

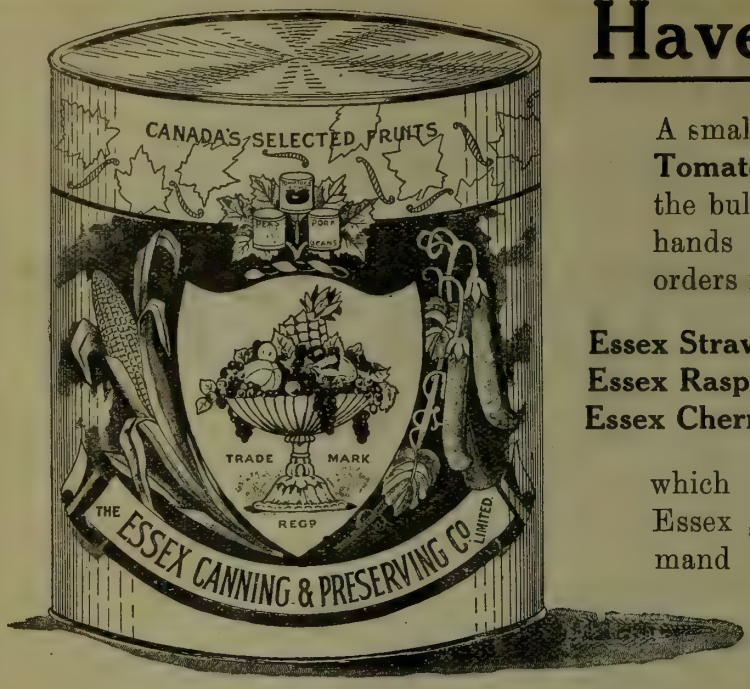
BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.



Have Still Left

A small quantity of **"Essex Corn," "Essex Tomatoes"—and "Essex Pumpkins"** but the bulk of the season's output is now in the hands of the trade. We can fill no more orders for

Essex Strawberries
Essex Raspberries
Essex Cherries
Essex Peas
Essex Beans
Essex Gallon Apples

which speaks for itself as the success of Essex goods last year has doubled the demand now, and those who were fortunate enough to lay in a good stock have decidedly the advantage.

We are working now on Tomato Catsup, Pork and Beans, Apple Butter, Jams and Jellies. Send for samples and prices.

The Essex Canning and Preserving Co. Ltd.

28 Wellington Street E., TORONTO, Can.

FACTORY AT ESSEX, ONT.

Consider Your Own Profit!

Is it not the part of a wise man to push that particular line which he knows will bring the customer back for more? Of course it is! Then, any merchant who has observed the outstanding success of

2 in 1
SHOE POLISH

must know that it is already a staple article. People want 2 in 1 time after time. That is because 2 in 1 is clean to handle, unbeatable as a shoe-polish, and in addition possesses the quality of preserving the leather.

The F. F. Dalley Co. Limited

HAMILTON, Canada **BUFFALO, U.S.A.**

STOCK THE BEST.
"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St. Quebec City, Albert H. Dunn, 67 St. Peter St. Ontario, A.E. Bowron, 18 King William St. Hamilton Winnipeg, Mason & Hickey, 108 Princess St.

Tartan BRAND

SIGN OF PURITY

CHRISTMAS SUPPLIES COMPLETE

OUR TRAVELLERS HAVE ALL DETAIL

RAISINS, VALENCIAS—All finest grades, no trash.

CURRANTS—Finest Filiatra Cassalina Patras and Vostizzas.

FIGS—All sizes Pressed and Pulled, finest quality. Also Mats of Comadra, bags and boxes Naturals.

PEELS—Finest Drained Caps and Candied.

DATES—New Hallowees and Fards.

NUTS—Shelled Valencia and Jordan Almonds.

SULTANAS—Fancy, extra bright and fine qualities.

MINCEMEAT—Wagstaffe's fine old English.

PLUM PUDDING—Wagstaffe's cannot be excelled. Packed in 2-lb. and 3-lb. porcelain crocks.

Your Mail Orders will receive spontaneous attention.

PHONE *596*. FREE TO BUYERS

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

QUAKER SALMON

We found there was a call for an even better Salmon than our famous **VICEROY** for the highest class trade. To meet this demand we spared no pains nor expense to secure what was wanted.

QUAKER SALMON resulted. Highest quality Canadian fish. Highest art Canadian labels. Greatest care in packing. Every tin wrapped in tissue paper. First class cases. Prices very reasonable quality considered.

QUAKER is not alone equal to, but is better than, any Salmon that has ever been offered Canadians. This we guarantee.

Quaker Salmon, Flats,	*$2.05 doz.*
Quaker Salmon, Talls,	*1.90 doz.*
Viceroy Salmon	*1.75 doz.*
Empress Salmon	*1.50 doz.*

M

Mathewson's Sons

202 McGILL STREET, - MONTREAL

ESTABLISHED 1834

Matches and More Matches

is what your customers will buy on trying

Our

"Laurier" and "Togo" brands

These matches are unequalled in make by any other brands. They also show you a bigger profit.

Write for prices, etc.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE, MONTREAL.

Factory:
DRUMMONDVILLE, P.Q.

THE CANADIAN GROCER'S Christmas Competitions

Window Dressing Contest

Almost every grocer devotes a little extra attention to Window Dressing at the Christmas holiday season. And this is a form of advertising which is certain to bring good results. With a view to improving the windows of our subscribers and to show what may be done along this line, THE CANADIAN GROCER has arranged this contest.

This year, however, as a new departure, contestants will be divided into two classes :

I. Grocers and Grocery Clerks in city stores ;

II. Grocers and Grocery Clerks in stores in the country districts.

Prizes of $7 and $3

For each class first and second prizes of $7 and $3 are offered, $20 in all.

To enter the contest, send a fair sized photograph of one or more of your Christmas windows, with a description of it and the name of the person who dressed it, to us. The contest will close on December 31st.

A competent judge will make the awards, and the results will be announced, together with reproductions of the best windows, early in the new year.

Address photograph to Editor CANADIAN GROCER ; mark, " Window Dressing Contest."

Best Advertisement Contest

For some years this paper has been publishing articles telling its readers how best to advertise, and emphasizing the fact that their own home newspapers are the most effective medium. We want to find out how much good you have received from these hints and criticisms and to that end have arranged this contest.

Most up-to-date grocers, even those who use newspaper space at no other time in the year, advertise to a greater or less extent at the Christmas season. Every one of our subscribers who does should enter this contest. A prize of $5 is offered for the best advertisement from a Canadian newspaper.

Prize of $5

The advertisement should be about groceries, confectionery, etc., for the holiday season. All that is necessary is to forward clipping from local paper to us, with the name of the advertisement-writer. The award will be made by our advertising specialists and will be announced, with a reproduction of the prize advertisement, early in January. Contest closes December 31st.

If you have not yet arranged for your Christmas advertising, do so at once, and send in one of the best advertisements to us for entry in this contest.

Address advertisement to Editor CANADIAN GROCER ; mark, "Advertisement Contest."

PROFIT-BRINGING DELICIOUS CHRISTMAS CONFECTIONERY

Grocers, there is going to be a constant demand until after the holidays for high-class confections. A few suggestions are opportune.

Maple Cream Hearts

Always in demand where the most delicious of Maple Specialties is required. These never fail to please. Sell 20c. lb. Costs you 12c. lb.—Profit 8c. lb. Pails contain 18 lb. — $2.16, which means a profit of $1.44 per pail to you.

Maple Smacks

The finest chewing candy ever put in the market. Sells at sight. Put up in large Pails. Price per pail $2.00. 15 lbs. net. No charge for pail. Freight prepaid with other goods making 5 cases or more. Order through your Jobber.

Twin Block Pure Maple Sugar

Look for our name and you are safe. The real smack of the Maple is here found. Others have tried to imitate unsuccessfully. Get the genuine. Cost to you, $3 case of 40--10c. blocks. Profit, $1,00.

Good Old Reliable Diamond Brand Maple Syrup

Just what your customers are after for the Xmas table. The real article not adulterated in the slightest. Canada's Standard. Never mind the others. See that you get Diamond Brand. Have you our prices?

We want to give you our Catalogue

Sugars & Canners Limited, Montreal

Makers of the Purest Canadian Maple Goods

F. P. BIXLER

I am a practical meat curer and will answer any questions regarding meat curing.

The Progressive Way of Curing Meats

BY ONE WHO THOROUGHLY UNDERSTANDS
THE CURING OF MEATS OF ALL KINDS.

My meat cures are absolutely the best, Packers and Butchers. They are correct. There is no experimenting. They are used by the best meat curers of America. They produce a tender, juicy and excellent flavored meat, second to none. They have won fame for others and will do the same for you.

Every Packer and Butcher should have them.

A Pamphlet on the Rapid Cure, tells how to cure hams and bacon in half the regular time.

A Pamphlet on the Excelsior Cure.

A Pickle Tester. A Nickel-plated Trier.

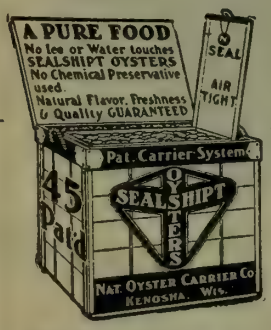
A Silver Injector, which prevents hams souring at the bone.

All sent Express charges Prepaid for Ten Dollars ($10.00).

TESTIMONIAL FOR THE ASKING

Address:

F. P. BIXLER, Fremont, Ohio, U.S.A.



WHICH ?

Fresh, wholesome oysters, with a delicate sea tang, the true flavor of the ocean, packed in a case of smooth, clean, sanitary steel, **sealed** and imbedded in ice in a Sealshipt Patent Carrier,

or

Flabby, slimy, bruised, white oysters, tasting of little else than stale water and preservatives, packed in a wooden tub, soggy with stale juices and impure water, with a loose cover and an odor of formaldehyde?

Which appeals to you as the more palatable, appetizing and sanitary?

Sealshipt Oysters or Tub Oysters.

For full particulars address

National Oyster Carrier Co., Kenosha, Wis.

Affiliated oyster shippers in all the great oyster districts.

CANADA'S CAN CENTRE

We make or can make everything in tin cans.

Sap Buckets, Syrup Cans, round and square.

Friction Top and other Paint Cans, Lead and Coler Irons, Putty Boxes and Irons, Jacketted Shipping Cans, all sizes.

Square and Oblong Varnish and Oil Cans, Lye Tins and Caustic Drums.

Paint Makers and Color Workers will profit by dealing with us. Write or phone. Promptitude our motto.

Cans that please, Cans that will outwear any others.

Cans that are made by high-class workers and with the best material.

Tin Can Screws, Tin Chaplets, Roofing Caps.

ACME CAN WORKS

Ontario St. E., Montreal

Fruits, Vegetables, Fish

Although the canning of Fruits, Vegetables and Fish has been less than usual, we are in a position to make our clients benefit through the large purchases we have effected. If your stock in these lines is not complete inquire from us and we will give you satisfaction.

Currants—Cleaned, in boxes of 50, 1-lb. packages ; Cleaned, Loose, in half boxes and quarters.

Valencia Raisins—F. S. O. Selected, 4 Crowns, layers.

Malaga Raisins—Bevan brand, 3 Crowns, 22 lbs.

Table Raisins—Empress, clusters, in 22-lb., 20-lb. and 5½-lb. boxes.
Princess, clusters, in 22-lb. and 5½-lb. boxes.
Duchess, clusters, in 22 lb., 20-lb. and 5½-lb. boxes.
Countess, clusters, in 22-lb. and 5½-lb. boxes.

Oregon Prunes—30/40 to 90/100, in 25-lb. boxes.

Figs and Nuts—Our assortment enables us to supply fully all inquiries.

Domestic and Imported Canned Vegetables

Canadian Canned Goods	Imported Canned Goods—Soliel Brand	
Tomatoes, Corn,	Small French Peas,	Medley of Vegetables,
Green Peas,	String Beans,	Sliced Carrots,
Butter Beans,	Mushrooms,	Celery Branches,
Lima Beans,	Asparagus—Giant Whole,	Cream of Spinach,
Succotash,	Asparagus—Extra Whole,	Cherfil Soups,
Asparagus,	Artichokes Bottoms,	Julienne, Printaniere,
Pumpkins,	Butter Beans,	Cream of Tomatoes.
Pork and Beans.		

We have all the most popular brands in Canada, and are ready to quote bargain prices to buyers.

Canned Fish, Lobsters, etc.

Salmon—Clover Leaf, Horse Shoe, Victoria, Oweekayno, Red Poppy, Eagle, Clematis.

Mackerel—Crescent, T.S., Crescent Sauced, Bell Brand.

Finnan Haddies—Boneless Crescent, Thistle. **Sardines**—Canadian and Imported.

Lobsters—Beaver, I.C.B., Dufour, wholes and natural.

Shrimps—Nigger Heads, Barataria.

Clams—Oak, Empire, Burnham, Chowder and Bouillon, Underwood.

Herrings—Connors, T. S., Morton, Marshall, Maconochie, Moir and Wilson.

Our prices are interesting to all wise purchasers. For all information, orders, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines, Cognacs and Liquors

Montreal

FOR YOUR XMAS TRADE

RAISINS	NUTS	PEEL
Malaga	Almonds	Lemon
California	Walnuts	Orange
Valencia	Filberts	Citron
Sultana	Brazils	Candied and Drained

CURRANTS—Casandra, Superbas, and Fancy Exquisitos

OUR STOCK IS COMPLETE AND PRICES RIGHT.

WARREN BROS. & CO., Limited

TORONTO

"Imperial Brand" Maple Syrup

is sold by grocers who are wise in knowing a good thing. — Do you?

Put up by

Imperial Syrup Co.

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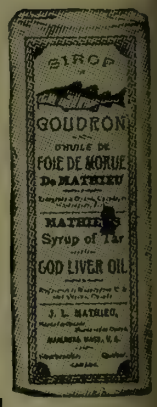

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The New Franco-Canadian Treaty

Details of New Tariff as Affecting Grocery Trade—Gives France Benefit of Canadian Intermediate Tariff and Admits Our Manufacturers to France on Equally Favorable Terms.

The terms of the new Franco-Canadian treaty, which was brought down in the Dominion House last Thursday, are of particular interest to the grocery trade in general.

The old treaty gave to Canada in the French market minimum tariff rates on a few articles, chiefly products of the fisheries and forest. It gave to France in the Canadian market special rates of duty on a few French specialties of which the most important were champagnes and wines.

What France Gets.

The new treaty gives to France in Canadian markets the benefit of the Canadian intermediate tariff on ninety-eight tariff items. In addition to those, concessions below the intermediate tariff are granted to France on a few French specialties. Canned vegetables, except tomatoes, are to bear duty at one cent per pound; anchovies, sardines, etc., two cents per box. Olive oil, fifteen per cent. ad valorem.

In several of these cases the duties are the same as in the British preferential tariff, and in one or two cases they are lower than the rates of the British preferential tariff. But these are cases in which Britain does not produce the goods. In any case where the British preferential rate is higher, it follows that it will be reduced to the rates of the French treaty.

How Canada Benefits.

Canada is to enjoy the benefit of the French market at rates of duty in the French minimum tariff upon 132 tariff items. These include nearly all the products of the farm, meats, fish, wood goods, pulp, paper, and a considerable line of manufactured goods, some of which are already exported from Canada and others are of a class which might in the future be exported.

In the case of a number of these items, which are printed in italics in the treaty as brought down, the rates of the French minimum tariff are the same as the rates of the French general tariff, but, by putting them in the list, Canada is assured the benefit of any reduction which may hereafter be made on such items. In the old treaty Canada received guarantees of favored nation treatment in France as respects the particular articles mentioned in the treaty, while France, on the other hand, received guarantees of favored nation treatment in all tariff and commercial matters. In the new treaty the conditions are more reciprocal. France received favored nation treatment in Canada, not on everything as before, but on the list of articles mentioned in the schedule. Canada receives favored nation treatment in France on all the articles mentioned in the schedules. In the old treaty the benefit of the reduced rates on Canadian products was limited to such articles when sent to France by direct ship, while France received the concessions on the articles named coming into Canada irrespective of route.

In the new treaty the conditions are reciprocal. Canada receives the benefit of the concessions on all goods mentioned in the schedules sent to France by direct ship. If the goods mentioned in the schedules be sent indirectly by way of a country enjoying the benefit of the French minimum tariff, the minimum tariff will still apply, subject, however, to a special tax as hereinafter mentioned, France receives the benefit of the concessions on all goods mentioned in the schedules when conveyed direct to Canada without transhipment, or by way of a country enjoying either the preferential or intermediate tariff In the case of all shipments from non-European countries which go to France indirectly, France has for some years imposed a special tax known as the "surtaxe d'entrepot." Canada in the treaty receives the right to impose a similar tax on French goods coming directy.

Details of New Tariff.

Schedules A and B of the treaty are the two most important departments of the convention which will affect Canadian and French trade mutually. The items in these departments which will affect the grocery trade are given herewith.

Schedule A includes Canadian products which will enjoy the benefit of the minimum tariff, as follows:

Horses, steers, bullocks and heifers, fresh meats, mutton, pork, beef.

Meat, salted-pork (ham, bacon, etc.), beef.

Pork, butchers' produce.

Poultry, dead.

Meat, preserved in tins, extracts of meat in cakes or otherwise.

Animal fat, other than fish oils; tallow, lard.

Eggs, of poultry or game.

Milk condensed, pure. Milk, condensed, with addition of sugar. Milky farina, with an addition of sugar.

Cheese, butter, salted.

Honey, boneblack (animal black).

Fish, fresh, fresh water, of the salmon family; other fresh sea fish.

Fish, dried, salted or smoked; cod (including klippfish), stock fish, herrings.

Fish, preserved 'au naturel,'' pickled or otherwise prepared.

Lobsters, fresh, preserved "au naturel," or prepared.

Fish oils, spermacetti, roe or cod and mackerel.

Wheat, spelt and meslin.

Grain, flour. Oats, grain, meal. Barley, grain, meal. Rye, grain, meal. Maize, grain, meal. Buckwheat, grain, meal.

Malt, groats grits (coarse flour), pearled or cleaned grain. Millet, hulled or cleaned. Pulse, beans decorticated or broken whole, in clusters or pods. Bean meal. Chick peas (pois pointus), other in the grain, decorticated; in flour.

Potatoes.

Table fruits, fresh; apples and pears; for table use, for cider and perry; peaches.

Table fruits, dried or drained; apples and pears for table use, for cider and perry; peaches.

Table fruits, candied or preserved.

Luzern and clover seed.

Syrups, bon bons, and candied fruits.

Preserves, manufactured with sugar or honey, without sugar or honey.

Vegetables, fresh, salted or pickled, preserved or dried.

Spirits, mineral waters (receptacles included).

Schedule B is the list of goods of French origin which are granted the benefit of the Intermediate Tariff of Canada. This tariff is in no cases lower than, and in most cases slightly higher than, the British Preferential Tariff of Canada. In several cases it is identical with the General Tariff, and a number of articles on which the Intermediate and General Tariffs are thus identical are included in the schedule.

The Special Tariff.

Schedule C includes French products enjoying the benefit of a special tariff. Vegetables, tomatoes excepted, including baked beans, in cans, or other air-tight packages, n.o.p., the weight of cans or other packages to be included in the weight for duty per pound. Duties 1 cent.

Anchovies, sardines, sprats, and other fish packed in oil, or otherwise, in tin boxes, the weight of the tin box to be included in the weight for duty; (C), when weighing over eight ounces, and not over twelve ounces each, per box, duties 2 cents.

Wines, of the fresh grape, of all kinds, not sparkling, imported in barrels or in bottles; (A), containing 20 per cent. or less proof spirit (1) per gallon, duties 15 cents, (B), containing more than 20 per cent, (1) and not more

than 23 per cent. proof spirit (2) per idem, duties 20 cents; (C), containing more than 26 per cent. of proof spirit per idem, duties 25 cents. For each degree in excess of 26 per cent. of proof spirit, until the strength reaches 40 per cent. of proof spirit, duties three cents. Provided that six quarts (three) bottles, or twelve pints (four) bottles shall be held to contain a gallon for duty purposes under this item.

Champagne and all other sparkling wines in bottles, containing (A) not more than a quart, but more than a pint, old wine measure (per dozen bottles, duties $3.30 (B) not more than a pint, but more than one-half pint (old wine measure) per idem, duties $1.65; (C) one half-pint or less per idem, duties two cents; (D) over one quart (old wine measure) per gallon, duties $1.50.

Old and New Tariffs Compared.

The table below shows how the rates on goods included under schedule B will compare with both the Preference and the General Tariffs:

	Preference.	Intermediate.	General.
Canned meats, etc., extracts, soups	17½ p.c.	25 p.c.	27½ p.c.
Preparations of cocoa or chocolate	25 p.c.	32½ p.c.	35 p.c.
Marcaroni and vermicelli, per cwt.	75c.	$1.00	$1.25
Florist stock	15 p.c.	22½ p.c.	25 p.c.
Fruit trees, each	2 cents	2½ cents	3 cents
Tomatoes and corn, canned, per lb.	1 cent	1¼ cents	1½ cents
Pickles, sauces and catsups	25 p.c.	32½ p.c.	35 p.c.
Dates and figs, dried, per cwt.	40 cents	55 cents	62½ cents
Prunes, raisins, currants, etc., per lb.	½ cent	2-3 cent	1 cent
Fruits, canned, per lb.	1½ cents	2 cents	2¼ cents
Almonds, walnuts, etc., per lb.	1¾ cents	2 cents	3 cents
Nuts of all kinds, per lb.	1¾ cents	2 cents	3 cents
Nuts, shelled, per lb.	3 cents	3 1-3 cents	4 cents
Anchovies, sardines, etc., in tins, 20-36 oz., per box	3½ cents	5 cents	6 cents
Anchovies, sardines, etc., in tins, 12 to 20 oz., per box	2½ cents	4 cents	4½ cents
Anchovies, sardines, etc., in tins under 8 oz., per box	1¼ cents	2 cents	2½ cents
Fish, preserved in oil	20 p.c.	30 p.c.	35 p.c.
Sugar, candy and confectionery	22½ p.c.	32½ p.c.	35 p.c.
Lime juice, etc.	15 p.c.	17½ p.c.	20 p.c.
Acid and vinegar, per gallon, of any strength not exceeding proof	10 cents	12½ cents	15 cents
And for each degree over proof	1½ cents	1¾ cents	2 cents
Soap, powders, etc.	22½ p.c.	32½ p.c.	35 p.c.
Castile soap, per lb.	1 cent	1 cent	2 cents
Glue, mucilage, gelatine, etc.	17½ p.c.	25 p.c.	27½ p.c.
Essential oils	5 p.c.	7½ p.c.	10 p.c.
Tableware, china porcelain, white granite, ironstone	15 p.c.	27½ p.c.	30 p.c.
Articles of glass	15 p.c.	20 p.c.	22½ p.c.
Aluminum, manufactures of	15 p.c.	22½ p.c.	25 p.c.
Silverware, nickel-plated ware, etc.	22½ p.c.	30 p.c.	35 p.c.

Some Local Opinions.

Business men generally seem to be pretty well pleased with the terms of the new convention. The opinions of several Toronto wholesalers and manufacturers are given herewith:

Hugh Blain, of the Eby, Blain Co., wholesale grocers, speaks favorably of the new treaty. In his estimation there is a decided improvement in the tariff as it affects such imports from France as canned vegetables, canned fruits, nuts of all kinds, olives, sardines, French prunes and dried fruits. Wholesale grocers would be in a position to discover its advantages quicker than other classes. By the new treaty a substantial reduction will result in the prices of some goods. Sardines are down half a cent per pound, olives, which were twenty per cent. are now fifteen per cent. He expresses himself as quite satisfied with the outcome of the arrangement and looks to an increased business in French goods in view of the probable reduction in prices.

C. B. Watts, secretary of the Dominion Millers' Association, does not believe that the new treaty will affect the milling industry to any appreciable extent, owing to the fact that flour and such grain products are not in the list. Canadian trade with France has never been of any importance in regard to the importing or exporting of cereals, for France has always been in a peculiar situation under her tariff. She placed a high tariff on our grain, but returned the duty to the dealer if he exported an equivalent to us. The result of this unusual relation was that the importer of our hard wheat in France always saw to it that he exported to us an equivalent value of his soft wheat. Our position has never been very satisfactory and the situation will not be materially changed under the new treaty.

Jas. T. Maddon, president and general manager of the T. Ryan Co., produce merchants, is of the opinion that owing to the high prices ruling in the home market, the French market is impossible for the Canadian farmer. There is a good market for our poultry in England but the scarcity of fowl prevents it being adequately developed. Instead of exporting butter shipments have been brought in from Ireland and Denmark. At the prices prevailing at present there is no desire on the farmer's part to seek a market in France. However, there is a good chance for developing the meat trade with that country.

J. W. Flavelle, general manager of the Wm. Davies Co., wholesale meat packers, is emphatic in his belief that the packing trade with France will be greatly strengthened under the new treaty. He says that his firm some years ago built up a considerable business in hams in France, but under a rearrangement of the French tariff 3 or 4 years ago his firm had been obliged to vacate the French market. While the French trade was by no means extensive, yet it fitted in nicely with their general export trade. They had learned that a particular cut of ham was a favorite in France, and sent them to Ireland to be cured and smoked and shipped from thence to France as Canadian hams. The result was that a satisfactory business was built up. Just when they were finding a good market in France, the tariff on Canadian hams was made 25 per cent., while English and Danish hams continued to go in at 12 per cent. This practically destroyed the firm's French market. Under the new treaty it is highly probable that they shall get this lost trade back again and it may lead to a widening of the market.

ONTARIO CROP REPORT.

Department's Returns Show Decreases in Everything Except Potatoes.

Ontario's oat crop this year was nearly 25,000,000 bushels less than it was in 1906, according to figures compiled by the Provincial Agricultural Department, as embodied in the fall crop report.

The following is a statement of areas and yields of crops for 1907 and 1906 respectively:

Fall Wheat — 15,545,491 bushels, against 18,841,771.

Spring Wheat — 2,473,651 bushels, against 3,267,000.

Oats—83,524,301 bushels, against 108,341,455.

Barley—21,718,332 bushels, against 25,253,011.

Rye—1,081,706 bushels, against 1,397,582.

Buckwheat—2,546,468 bushels, against 1,792,903.

Beans—790,269 bushels, against 950,312.

Peas—7,365,036, against 7,388,987.

Potatoes—20,907,803 bushels, against 15,020,290.

Turnips—48,205,605 bushels, against 57,060,151.

Corn for husking (bushels in the ear) —22,287,931 bushels, against 23,088,682.

Corn for forage (green)—2,029,547 tons, against 2,149,413.

Hay and Clover—3,891,863 tons, against 4,684,625.

THE BANK OF MONTREAL

The ninetieth annual general meeting of the Shareholders of the Bank of Montreal was held in the Board Room of the institution yesterday, at noon.

There were present :—Sir George Drummond, K.C.M.G., president ; Mr. E. S. Clouston, vice-president and general manager ; Sir William C. Macdonald, Sir Robert G. Reid, Hon. Robert Mackay, Messrs. James Ross, R. B. Angus, A. T. Patterson, James Croil, W. H. Evans, R. C. Fisher, A. C. Lyman, H. W. Aird, W. B. Blackader, C. J. Fleet, K.C.; James Kirby, K.C.; E. Goff Penny, James Tasker, G. F. C. Smith, Henry Dobell, Richard White, Huntley Drummond, F. S. Lyman, K.C.; M. S. Foley, B. A. Boas, R. W. Shepherd, Henry Mason, William Stanway, B. Dawson, A. G. Watson.

On motion of Mr. R. B. Angus, Sir George Drummond, President, was unanimously voted to the chair, and after this, it was resolved : "That the following be appointed to act as scrutineers ; Messrs. F. S. Lyman, K. C.; and G. F. C. Smith ; and that Mr. James Aird be secretary of the meeting."

Mr. E. S. Clouston then submitted the report of the Directors as follows :

THE DIRECTORS' REPORT.

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1907.

Balance of Profit and Loss Account, 31st October, 1906		$ 159,831 84
Profits for the year ending 31st October, 1907, after deducting charges of management, and making full provision for all bad and doubtful debts		1,980,138 04
		$2,139,969 88
Dividend, 2½ per cent., paid 1st March, 1907	$360,000 00	
Dividend, 2½ per cent., paid 1st June, 1907	360,000 00	
Dividend, 2½ per cent., paid 1st September, 1907	360,000 00	
Dividend, 2½ per cent., payable 1st December, 1907	360,000 00	
		1,440,000 00
Balance of Profit and Loss carried forward		$699,969 88

Since the last Annual Meeting Branches have been opened at Medicine Hat, Alta., and Charlottetown, P.E.I., and sub-Agencies at Chilliwack, B.C., Summerland, B.C., Rosenfeld, Man., Westminster Avenue (Vancouver), Hull, P.Q., St. Roch's (Quebec), Maryville, N.B., and Dundas Street, (Toronto). Arrangements have also been made for opening a Branch at Prince Rupert, B.C.

On 20th April last the Bank acquired the business of the People's Bank, of New Brunswick, at Fredericton, N.B.

All the Offices of the Bank, including the Head Office, have been inspected during the past year.

G. A. DRUMMOND,
President. Bank of Montreal,
Montreal, 2nd December, 1907.

THE VICE-PRESIDENT.

The Vice-President then spoke as follows:

There is not much in the General Statement, laid before you, calling for special comment. Deposits not bearing interest have temporarily increased since last year $5,200,000. Deposits bearing interest have decreased $9,000,000; partly through the withdrawal of funds for railway construction and partly owing to our depositors making more permanent investments in securities at the present tempting low prices. There has been, however, a satisfactory and general increase in our regular deposit business through the entire Dominion. To meet the special withdrawals and to provide for the increase in our current loans in Canada, we have reduced our call loans in other countries $6,400,000. Our profits have been satisfactory, showing $1,180,000, as against $1,797,000 last year. The Bank Premises Account remains at the nominal amount of $600,000. Every year a certain expenditure will be made on this account, and I do not see that any good object will be served by increasing the figure at which it stands.

Early in the year, in view of the approaching stringency in the money markets of the world, we slightly advanced our rates of discount, not so much with a desire to increase our profits, but more to give a practical indication to our customers of our expectations of the trend of financial affairs, and to impress upon them that in the conduct of their business they must bear it in mind, and govern themselves accordingly.

The stringency is largely the result of universal prosperity, and as a natural consequence the world has been spending more and saving less. This state of affairs will cure itself by retrenchment. When it comes suddenly, as it usually does, it brings many hardships, but we well eventually reach a much better and sounder basis, though the process may be, in the meantime, somewhat unpleasant. Still, in Canada, where we have been exceptionally prosperous for several years we can stand a temporary reverse without serious consequences, and I do not look for a reaction on anything like the scale which we experienced in previous similar epochs.

Owing to the lateness of the crop in the Northwest, the approaching closing of lake navigation, and the fact that a considerable portion of the wheat was low grade, a fear was expressed in some quarters that sufficient funds would not be forthcoming to satisfy the abnormal pressure to move the crop promptly. To meet this, the Government asked the banks to co-operate with them in assisting the export of wheat as rapidly as possible. The joint action has had the desired effect, the crop is now being forwarded in a normal way, and there are buyers for all grades of wheat in the market. There is one factor in the condition of affairs in the Northwest which must not be lost sight of, and that is the large amount of low grade wheat in this year's crop, making it a much more risky one for exporters to handle, and rendering it necessary for banks to be more careful in granting credits.

I wish to allude briefly to some criticism which has recently been made in the press respecting the practice of Canadian banks in keeping a portion of their reserves in other countries. The aggregate of call and current loans by the banks elsewhere than in Canada, approximating at times $100,000,000, has been cited as evidence that these institutions are not serving the needs of Canadian borrowers as freely as they might, were all the money loaned in this country. In the first place, let me point out that a year ago, when these loans abroad, in England, the United States and other countries amounted to $96,000,000, the banks had deposits made with their foreign branches of $55,000,000; so that the actual net amount of foreign loans was only some $41,000,000. Every dollar of this money is loaned on call at short date, upon the most ample security. It constitutes a part of the reserves of Canadian banks. If to-morrow we were to call in the whole of our loans of this class, which are at all times immediately available. the mercantile public of Canada would derive absolutely no benefit from the action. Being a portion of our reserves, the choice given the bank is between retaining the money unproductive in its vaults, or lending it at call upon interest in foreign financial centres. We adopt the latter alternative, as being in the interest not alone of the shareholders, but of the commercial community of Canada.

Let me illustrate this by a concrete case. A year ago the banks had $96,000,000 loaned abroad; to-day these loans amount to $73,200,000, a reduction of $23,000,000. In the same period current loans in Canada have been enlarged by $48 000,000, and the cash reserves have been increased upwards of $5,000,000; that is to say, as occasion warranted the banks have drawn upon their reserves abroad to meet requirements at home, and have carried on the process with as much facility as if the reserves had been stored in

their own vaults. Assume that these call loans on readily realizable securities protected by ample margins, had been in the same markets in Canada, and that the money was required for commercial purposes, does anyone suppose that the sudden calling in of the loans would not have been attended by most baneful effects? In making such loans here we would probably have enhanced local stock market values unduly, to be followed by a sharp collapse and serious losses upon their sudden withdrawal. The employment by Canadian banks of a portion of their reserves in call loans abroad is not a new policy. It has prevailed from the beginning of our banking, and is in the interests alike of bank shareholders and bank depositors.

I wish also to correct another erroneous impression which appears to have crept into the public mind, and that is, that in consequence of the financial condition in the United States our loans are tied up and the money cannot be brought into Canada. I have no hesitation in saying that there has been no time during the present crisis when we could not realize all our call loans in the United States, and transfer the proceeds to England, whence we could easily import gold here if it should be considered advisable. But as we know how liquid and available they are, we continue to retain all that is not needed here, both as part of our reserves and as a valuable aid to our international exchanges.

GENERAL STATEMENT.

The General Statement of the position of the Bank, 31st October, 1907, is as follows :

LIABILITIES.

Capital Stock		$14,400,000 00
Rest	$11,000,000 00	
Balance of Profits carried forward	699,969 88	
	$11,699,969 88	
Unclaimed Dividends	1,898 01	
Quarterly Dividend, payable 2nd December, 1907	360,000 00	
		12,061,867 89
		$26,461,867 89
Notes of the Bank in circulation	$12,500,549 00	
Deposits not bearing interest	36,043,275 92	
Deposits bearing interest	90,094,882 91	
Balances due to other Banks in Canada	134,193 13	
		138,772,900 96
		$165,234,768 85

ASSETS.

Gold and Silver coin current	$ 7,729,734 99	
Government demand notes	4,320,385 25	
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation	550,000 00	
Due by agencies of this bank and other banks in Great Britain $ 4,530,021 75		
Due by agencies of this bank and other banks in foreign countries 3,084,813 32		
Call and short Loans in Great Britain and United States 23,341,220 00		
	30,956,055 07	
Dominion and Provincial Government Securities	1,329,927 69	
Railway and other Bonds, debentures and stocks..	9,556,819 75	
Notes and cheques of other Banks	4,820,335 09	
		$59,263,257 84
Bank Premises at Montreal and Branches		600,000 00
Current Loans and discounts in Canada and elsewhere (rebate interest reserved) and other assets	105,107,113 91	
Debts secured by mortgage or otherwise	172,527 45	
Overdue debts not specially secured (loss provided for)	91,869 65	
		105,371,511 01
		$165,234,768 85

E. S. CLOUSTON,
General Manager.

Bank of Montreal,
Montreal, 31st October, 1907.

THE PRESIDENT'S REMARKS.

The President, in moving the adoption of the directors report, said:

Our review would be imperfect without reference to the startling financial collapse which has taken place in the neighboring Republic. It first evidenced itself in the decline in values of stocks and securities of all kinds and this shrinkage, before long, assumed unexampled proportions as the supply of credit for speculation failed. The distrust spread to banks and trust companies, and was duly followed by the hoarding of currency, and, of course, a serious interference with ordinary commercial transactions and undertakings. As a result of this declination of credit, the suspension or failure of several important financial institutions ensued.

Following, as this reverse did, on a period of unexampled prosperity and inflation, during which credit was abundant, capital poured forth freely, with in consequence a more or less general rise in the price of commodities and labor, when sound principles of finance were forgotten, and fictitious capital created to an enormous extent, it was only consistent with all previous experience, and apparently inevitable, that a reaction should come. To this result, various causes contributed. Among the most prominent was a wave of distrust and hostility to corporations and capital, which seems to have passed over the United States, and for which some justification was given by the management of some great companies within its borders. This hostility to corporations, to my view, merely hastened the coming and added to the violence of a collapse, bound to come anyway.

Strangely enough, the hostility to which I refer has manifested itself strongly against railways, in spite of the fact that railways on this continent have been constructed and are operated at least as cheaply and efficiently as anywhere in the world, with a consequent preponderating influence on the development of the country and a substantial assistance in raising the price receivable by the agriculturalists for their produce.

No doubt all these disturbing conditions may be expected to pass away and normal and saner views once more rule, and it must not be overlooked that all the present trouble leaves the resources of that country practically undiminished and its powers of recuperation unimpaired.

Here in Canada we have escaped most, if not all, of the troubles of our neighbors. The collapse in stocks has, no doubt, affected many investors, but beyond a certain tightening of the money market and advancing interest, I see no evidence of serious ill effects. The banks have been acting with caution and reserve, which is eminently proper with a conflagration raging next door; but, as the detailed review which follows will show, consumptive demand has been good, and the excellent business of the early part of the year has shown little abatement up to the present time.

Woollens—A good volume of trade in imported goods; our home mills not flourishing under increasing importations.

Boots and Shoes—The advance in leather has left insufficient margin, and spring trade is expected to be short.

Lumber—Exports to Great Britain have fallen off, though the total exports may exceed $30,000,000. The limitation of credit will affect the winter's output, which is expected to be

considerably curtailed, and wages are declining accordingly. The demand for pulpwood for the United States continues, and offsets the diminished trade in other directions.

Iron and Hardware—The total business large, symptoms of retrenchment now apparent.

Chemicals—Report an increase of 10 to 20 per cent. over last year.

Grocery trade—Large trade with fair profits, with, however, the usual lull at this season.

Dry goods trade has been good, though, in common with other business, a lessening is now visible.

Cotton manufacturers have had a busy season, and largely exceed 1906.

The failures of the year do not show a material difference from 1906, being for the whole country 1,187 in number, with liabilities, $10,259,512, as against 1,257, wth liabilities, $9,954,821 for the year 1906.

Notwithstanding reduced crops, the farmer is being recouped by higher prices: 25 to 28 cents per bushel for wheat; 16 to 17 cents per bushel for corn; 14 cents per bushel for peas; 15 to 16 cents per bushel for oats; $4 to $5 per ton for hay. Against this must be set the fact that poor crops ruled in this province and feed of all kinds is scarce and dear.

The shipping interests have participated in the general prosperity of the country. The passenger traffic has been large, both eastbound and westbound, and of all classes—cabin, intermediate and steerage. A noteworthy feature is that numbers of the latter, who, being immigrants in the spring, become emigrants in the autumn, with the intention merely of spending the winter with their kindred and of returning to their work with the advent of spring. The volume of import traffic has been large, and freight rates remunerative. The volume of export traffic has also been large, but freight rates have ruled low. Altogether it may be said that the oversea trade with British and continental ports has been profitable to the shipowner.

Canada has experienced a decade of remarkable commercial expansion. Ten years ago our total foreign trade on the basis of imports for home consumption and domestic exports, amounted to $234,926,000; in 1907, on the same basis, it reached $571,783,000, showing an increase of no less than 143 per cent. According to the census of 1901, our population was 5,370,000, and in the six years which have since elapsed the returns show some 930,000 immigrants to have entered the country for settlement, and adding to these the natural increment, our population to-day is approximately 6,600,000, representing a gain of 23 per cent., as compared with a gain of 143 per cent. in foreign trade. These figures indicate an extraordinary period of commercial development, perhaps unparalleled in any other country.

Domestic trade, measured by the amount of currency in circulation, is seen to have experienced a similar expansion. In ten years the circulation of Dominion notes of small denominations has risen from $7,560,000 to 16,430,000, or upwards of 100 per cent., while the bank note circulation has expanded from $36,000,000 to $84 290,000, or 135 per cent. These returns are certainly most gratifying, indicating the great natural wealth of the Dominion, the capacity and enterprise of our people.

That the trade has proved profitable and contributed to the enrichment of all classes, the public deposits in the banks, chartered, Government and savings, attest. Since 1897 the aggregate of these deposits has mounted up from $270,000,000 to $677,400,000, and in the last six years the deposits of the public in the banks have increased from $74 per head of population to $103 per head.

This is the bright side of the shield; what of the reverse? We have had, the country over, a somewhat unfavorable year for agriculture. Inclement weather has reduced the product of cereals, hay and feed, below the normal, and the important dairy output has also been diminished. Higher prices of farm products of all kinds prevail, and it is believed that the higher prices will compensate the farmer for the lessened supply.

The foreign trade balance is running somewhat heavily against Canada. In the five years, 1898-1902 inclusive, the excess of our imports over exports of domestic products was only $25,250,000, the smallest adverse balance of trade in the history of Canada in a like period. In the five years elapsed since 1902 the value of imports for home consumption has exceeded the value of domestic exports by no less than $291,850,000, and in the fiscal year ended June 30th, 1907, the excess of imports was $118,760,000, the greatest in our history. This balance has to be liquidated sooner or later. Foreign loans assist materially in the process, and in the nature of things Canada will borrow largely in the future to carry on the development of her resources. The condition of the foreign money markets may, however, temporarily check the flow of capital into this country, and reduce somewhat the activity of enterprises which contribute to the commercial industrial prosperity of Canada.

A good deal depends on the duration of dear money in the financial centres of the world and, not having the gift of prophecy, I refrain from expressing any opinion on that point. What the situation does appear to counsel, is the wisdom of refraining from speculative ventures, from embarking much in enterprises in new fields, until capital flows more freely The general state of trade I believe to be sound, and if we have reached a period of pause, if the pendulum is to swing back somewhat, there is no reason to believe that the recoil will be severe or protracted. The large emigration we are now receiving, the opening of new territory by railway construction, give reasonable assurance of continued commercial progress, while our financial and banking methods are so sound and conservative as to mitigate, when they cannot altogether prevent, the severities of the natural law of reaction.

I beg to move: "That the report of the directors now read, be adopted and printed for distribution among the shareholders." If any shareholder has any questions to ask, we shall be pleased to answer them.

The motion was seconded by the Vice-President, and was unanimously adopted, without discussion.

Amendments to By-laws.

The President then said: On behalf of the Directors, I beg to state that, after consideration, they recommend the directorate be increased from ten to twelve members. To effect this will require a change in the by-laws, and I therefore now move: "That Shareholders' By-law No. III. be amended by replacing the word 'ten,' in the third line, by the word 'twelve,' the by-law, with this exception, remaining the same."

This was seconded by Mr. A. T. Paterson, and was unanimously concurred in.

The President—This will necessitate a change in By-law No. IX., which states: "In each year any sum of money not exceeding twenty-five thousand dollars currency may be taken by the Board of Directors from the funds of the Bank as remuneration for their services as Directors." In consequence of the increase in the number of members of the Board, from ten to twelve, it is necessary to change this by-law. It is therefore proposed that the sum do not exceed thirty-five thousand dollars; and I move that this change be made. In 1900, when the present number of directors and the sum of twenty-five thousand dollars was made the rule, the position of the Bank was just a little less than half of what it now is. The increase has been more than the doubling of all the main items in the Bank's financial statement. In 1900 the assets were $79,000,000, and now they are $165,000,000; the loans were then $53,000,000, and now they are $105,000,000.

Mr. A. T. Paterson seconded the motion for the changing of the by-law, and it was unanimously agreed to.

Mr. Croil's Address.

Mr. James Croil then spoke as follows:

The honor of moving a vote of thanks to the Directors at this time has devolved on me, in consequence of the discovery made in the Transfer Department the other day, that your humble servant is supposed to be the oldest Shareholder in the Bank of Montreal alive at the present time. his connection with the Bank dating from 1847.

In looking back through that long vista of sixty years it is difficult to realize the wonderful changes that have taken place in the trade and commerce of the country and in the development of its varied resources, not to speak of the marvelously increased facilities of intercommunication by land and water.

And I confess that, in attempting to say a few words on this occasion, I

feel myself to be in a tight place. Were this a missionary meeting, and these gentlemen all "true blue Presbyterians," I might be able to say something suitable to the occasion; but I fear they have not all been drilled in the Shorter Catechism as thoroughly as I was, which, of course, is their misfortune rather than their fault.

I have attended many bank meetings in my time, but this is the first occasion on which I have ever opened my mouth to address such a meeting as this; and as it is likely to be the last, I must crave your indulgence, and ask you to overlook anything I may say out of the way, and attribute it to my youthful inexperience.

My first voyage to New York, in 1841, was made in forty days, then accounted a fast voyage for an emigrant ship. The Lucania trotted leisurely across the ocean's race course last month in four days and nineteen hours! Such is the advance of ocean navigation in these sixty-six years. The journey from New York to Montreal then took four days, for we did not travel by night. The last stage was by the rickety railway from St. Johns to Laprairie—seventeen miles—then the only passenger railway in Canada. It was opened in 1836. In 1905, Government reported 21,394 miles completed, with some 4,000 miles under construction, actually more than all the British mileage in that year (21,174). In the sixties, Lord Milton and Dr. Cheadle took twelve months to cross the continent from Toronto to the Pacific; and had to eat one of their horses, as lean as themselves, before they completed their journey. To-day you may travel from Montreal to Vancouver in your luxurious Pullman car in less than ninety hours! Thanks to two of your past presidents—Lord Mount Stephen and Lord Strathcona, and the far-seeing Government of the day.

When I began farming in Ontario, we had neither mowing, nor reaping, nor threshing machines, and the women had no sewing machines. I threshed my first crop of grain in the same way that Ornan, the Jebusite, did 3,000 years before, and learned the meaning of the Mosaic injunction: "Thou shalt not muzzle the ox when he treadeth out the corn."

There was no money in circulation in those days. Everything was done by barter. The surplus products of the farm were exchanged by the storekeeper for his dry goods and groceries. Most obliging of men was the storekeeper. He gave unlimited credit. If the account was overdrawn, he took a little promissory note; when that matured, it might be renewed, with compound interest added; when that fell due, if not paid, he took a little mortgage; and, as a last resort, in many instances, he took the little farm.

Canada was then in many respects a terra incognita, consisting of half a dozen of provinces, knowing about as much of each other as they did of the South Sea Islands, with differing laws, tariffs and currency. The postage on a letter from Ontario to Halifax was 2s. 3d. Now a letter of an ounce weight can be sent to the ends of the earth for two cents. Among the monetary institutions of the country at that time, in good standing, was the Bank of Russico, in Prince Edward Island. Its capital was £1,000, Halifax currency. It had no rest at all. A thrifty farmer was the sole stockholder, the president, general manager, and teller of the Bank. It frequently happened that a customer had to go out to the field and bring the cashier away from the tail of the plough!

When I entered into partnership with the Bank of Montreal in 1847, its capital was $3,000,000 and Rest not quite $100,000. To-day, its combined Capital and Rest is $25,400,000; it has 134 branches and agencies, and a staff of more than 1,000 persons in its employ. It ranks among the great banks of the world.

Mr. Alexander Simpson was the cashier till 1855, and was followed by Mr. David Davidson, who became the first general manager in 1862 till March, 1863. Mr. Davidson was an uncle of the present Archbishop of Canterbury. He became manager of the Bank of Scotland, the oldest in Scotland (founded in 1695), and during his term of office the splendid banking house on the Castle Hill took its present stately form—one of the finest edifices in "Auld Reekie" to-day.

Singularly enough, the Bank of England was founded by a Scotchman in 1694, and the Bank of Scotland by an Englishman in the following year, and by its act of incorporation it was accorded the sole privilege of banking in Scotland for twenty-one years.

Mr. Davidson was followed here by Mr. E. H. King, as general manager—1863-1869. During that short time the business of the Bank of Montreal increased by leaps and bounds. On his retiring, the old saying became rife: "What can the man do that cometh after the King?" But the men who came after Mr. King worthily upheld the traditions of the past. Mr. R. B. Angus, 1869-1879; Mr. C. F. Smithers, 1879-1881; Mr. W. J. Buchanan, 1881-1890, and Mr. E. S. Clouston, our able and accomplished general manager to-day, since 1890.

The President of the Bank in 1847 was the Hon. Peter McGill, who was twice Mayor of Montreal. I have good cause to remember Mr. McGill, for it was from him I purchased the old Crysler Farm, where I earned my bread for twenty-five years, by the sweat of my brow. The presidents of the Bank following Mr. McGill were :—Mr. T. B. Anderson, 1860-1869 ; Mr. E. H. King, 1869-1873 ; Mr. David Torrance, 1873-1876 ; Mr. George Stephen, (now Lord Mount Stephen), 1876-1881 ; Mr. C. F. Smithers, 1881-1887 ; Lord Strathcona, 1887-1905 ; Sir George Drummond, since 1905.

Among other officers of the Bank I retain a pleasant recollection of old Mr. Franklin, who dealt out his dividend cheques with a smiling face during twenty-eight years, up to 1879, as has since been done by Mr. Smith, of the Transfer Department, until now.

For several years we received dividends and bonus at the rate of 16 per cent.; from 1871 to 1874, we got 12 per cent. annually ; since then the rate has been uniformly 10 per cent.

The highest price for Bank of Montreal stock in the market was $310 (per $100) in June, 1870, the par value of the shares being then $200 per share. The lowest price on record since 1847 was, in like manner, $108, in June, 1857.

In 1847, there were six chartered banks in British North America, all of which are still in existence, as per the following classification :—

Name.	Founded.	Paid up capital.	Rest.	Total capital.	Paid dividend p.c.
Bank of Montreal	1817	$14,400,000	$11,000,000	$25,400,000	10
Bank of N. Brunswick	1820	709,380	1,195,428	1,904,808	12
The Quebec Bank	1822	2,500,000	1,250,000	3,750,000	7
Bank of Nova Scotia...	1832	3,000,000	5,250,000	8,250,000	12
Bank of British North — America	1836	4,866,666	2,238,666	7,105,332	7
St. Stephen's Bank, N. B.	1836	200,000	50,000	250,000	5

During this interval of sixty years many other banks were founded, some of them destined to be short-lived, some amalgamated with kindred institutions, while others had resort to the dire expedient of writing off large portions of capital. But the Bank of Montreal has encountered no such disasters ; its progress and prosperity have been uninterrupted, the most convincing proof of which is the magnificent financial statement in our hands to-day, showing profits for the year ended October 31st last, amounting to $1,980,138.04.

There are at the present time thirty-five chartered banks in the Dominion, six of which have a paid up capital and rest combined exceeding eight millions of dollars, as follows :

Name	Founded	Paid up capital	Rest	Total capital	Paid dividend
Bank of Toronto	1855	$3,999,910	$4,499,910	$8,499,820	10 p.c.
Merchants Bank of Canada	1863	6,000,000	4,000,000	10,000,000	8 p.c.
Bank of Commerce.....	1867	10,000,000	5,000,000	15,000,000	8 p.c.
The Royal Bank.....	1869	3,900,000	4,390,000	8,290,000	10 p.c.
The Dominion Bank....	1871	3,802,636	4,782,900	8,585,536	12 p.c.
The Imperial Bank.....	1875	4,860,306	4,860,306	9,720,612	11 p.c.

These thirty-five banks have in all no less than 1,820 branches. In what I am now about to say, I know that I am treading on dangerous ground, so you will please take it cum grano, for what it is worth. Needy and greedy shareholders are asking with such an exhibit as has now been made, has the time not come when the bank should increase its dividends? The emphatic answer to that question is "Decidedly, No." When the Rest is made equal to the paid up capital then, and not till then, should the proposal be entertained. In this opinion I am supported by Mr. Knight, the secretary of the Banking Association, and Mr. Fyshe, whose experience as a successful bank manager invests his opinion with importance.

Shareholders, as a rule, are not the best judges of what is good for themselves in this behalf. The responsibility and it is a very serious one, rests with the directorate, with whom the element of safety must always be paramount.

"The strongest bank in Canada today," I quote from Mr. Fyshe, "is not one having the largest amount of capital; it is one of the smaller banks, having a capital of $3,000,000. But it has a Rest of $5,250,000. It is a little bank that could easily declare a dividend of 15 per cent. or 16 per cent., but which has the courage of its convictions, and has nailed its colors to the mast with this motto: "Judicious dividends and absolute safety to the shareholders."

I may add that the dates and other figures I have mentioned have been carefully scrutinized and verified by Mr. Knight. And now thanking you for your patient hearing, I add no more. I have much pleasure in moving the adoption of the resolution: "That the thanks of the meeting be presented to the President and Directors for their attention to the interests of the Bank."

This was seconded by Mr. Henry Dobell, and was unanimously concurred in.

It was moved by Sir Robert Reid: "That the thanks of the meeting be given to the General Manager, the Assistant General Manager, the Inspector, the managers and other officers of the Bank for their services during the past year."

Hon. Robert Mackay seconded the motion, which was carried unanimously.

The General Manager returned thanks on behalf of the staff, after which Mr. B. A. Boas moved: "That the ballot now open for the election of directors be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time and for that purpose only, this meeting be continued."

This was unanimously agreed to.

THE DIRECTORS.

The ballot resulted in the election of the following directors:

R. B. ANGUS.
E. S. CLOUSTON.
HON. SIR GEORGE A. DRUMMOND, K.C.M.G.
E. B. GREENSHIELDS.
HON. ROBERT MACKAY.
SIR WM. C. MACDONALD.
DAVID MORRICE.
A. T. PATERSON.
SIR ROBERT G. REID.
JAMES ROSS.
SIR THOMAS G. SHAUGHNESSY.
THE RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G.

AN OLD GROCER'S COMMENTS.

Last week I parted with an old friend in the shape of a horse and I hated to see her go for she has been a good one and will do her share of delivering yet. But when a horse has been a good one it is hard to part with it. I remember a few years ago a firm I was with had an old horse named "Bob" that for 20 years delivered for the one firm. He certainly knew his business well and if the driver stayed in a house too long Bob would trot back to the store and back the rig up to the door waiting for the load. He knew the road to all the customers and would turn in every time he passed. But he got too old for the job and the firm decided to either give him away or sell to some one where he would have a good home while still giving him his turn of a half day with the other horses. So one day old Bob was sold for $10 to a man who wanted him for his wife to drive. They would start out to drive him but just as soon as he got on the road he would make for the store and back the old buggy up to the sidewalk in front of the store with the woman and her son in the rig and as soon as he thought the load was on would go off again. It was a sight to see. But inside a month the man came in to get his money back as old Bob was dead when he went to the stable in the morning. I sometimes think he died from a broken heart at parting from the business and feel that way yet when I see an old reliable horse going off the road.

A few years ago no first-class grocery store would have lady clerks, but it is entirely different now. They have come to stay and while one used to feel jealous of the ladies they have made a distinct place for themselves in first-class stores and don't interfere with the male clerks. A good, cheerful, hustling young lady in a store can sell as much as a man and can explain the different processes of cooking different articles better than some men. She can dress a silent salesman or show case neater and keep the store more clean and tidy and also puts new ideas into the boys' heads on window-dressing. She also adds a cheerfulness to a store that no one man can. But one of them is plenty, generally, as where two or three are gathered together there is too much talking and laughing among themselves which is not good for any business. Then again, the young lady does up spices, pepper, starch and other light goods, keeps the store dusted and sees it is done and a hundred and one things too numerous to mention and after five years' experience I am glad to say she is a great help in a grocery store and if you have not tried it it is not too late to try and be convinced that she has a place there.

GROCER MAKES A VISIT.

The manager of The Grocer was up in Aurora last Saturday and Sunday, the guest of J. Percy Thompson, manager of grocery department of J. Whimster, Aurora's leading store. Mr. Thompson is an old grocer, though young in years, having for many years been connected with Mr. Whimster's grocery department before taking a position in a Toronto wholesale glassware and crockery house. Previous to assuming charge of his present position he had a good training on the road with such prominent concerns as E. W. Gillett Co., Davidson & Hay, and Eby Blain, Co., and this training is now bringing its results. Mr. Thompson is a close observer of trade matters and a regular reader of The Canadian Grocer. He has also good ideas on retail store advertising, some of which The Grocer had to acknowledge as being unique and effective.

Whimster's is a household word in Aurora, and this is due to the energy and push and generalship displayed by the head of the firm. Mr. Whimster's activity was proverbial in the past, and while still at the rudder, he has associated with him Mr. Wilcox, as chief buyer. Mr. Wilcox grew up in the business "from knickerbockers up," as Mr. Whimster expressed it, and is thoroughly familiar with every branch of the business. With such lieutenants, business is being looked after to the satisfaction of the customers. An up-to-date store, well conducted, was The Grocer's verdict.

ENLARGING SOAP FACTORY.

Lever Bros., soap manufacturers, of Toronto, have just begun operations on a new addition to their present factory, which is situated on the Don Esplanade. Their business has made such rapid strides in the past few years that present facilities have proved inadequate to their growing needs. The new structure under course of erection, will cost in the neighborhood of $45,000 when completed, and will be fitted up with every modern convenience. Undoubtedly the fame of "Sunlight" soap is not on the wane.

To save his sample trunks from rough usage, Albert Newberry, a resourceful New York traveler, labeled them "Dynamite—Handle with Care." He gathered up the labels at a western mine he visited, and they are of the kind that will never fail to catch the baggageman's eye.

* * *

"Train holdups," said the traveler, "are nothing new to me. I've been in lots of them."

"How does it feel to be covered with a revolver?" asked the listener.

"Can't say," replied the old traveler. "I've always been held up with a whisk broom."

BUTTER AND BEEF IN THE WEST

The Grocer's Authority in the West Poi nts to the Advisability of Developing a Dairy Industry—Large P roduce Imports From the East.

The planting of the dairy industry in the Canadian West has always been uphill work. Any country that can grow wheat as easily as the Canadian West, and can show an average yield of 18.75 bushels to the acre for a period extending over twenty years, looks upon cattle raising and butter making as drudgery.

It was hoped by those who can see far enough ahead to anticipate the time when wheat cannot be profitably grown without artificial fertilization, that the partial failure of the present crop would be an incentive to the Western farmers to turn their attention more to the raising of cattle and hogs, and the making of butter and cheese. But unfortunately feed was scarce in Ontario and in the Old Country, and there was a prospect of extremely high prices for low grade wheat, and this proved too much for the farmers with cattle and instead of adding to their herd they have been selling everything in sight, even though the prices have in consequence been very low. They have sold indiscriminately both beef and dairy cattle so that the outlook from a beef and dairy standpoint is not good. The question of feeding and finishing beef cattle was taken up a couple of weeks ago, but there is, or there should be, a very close relation between the dairy and the beef herd. Whatever may come in the more distant future, it is quite evident to those on the spot that for a time at least the farmer of the Canadian West will not go in for exclusively dairy herds. The great drawback to the dairy herd is that there is no market for the calves, as calves, and if they are raised for beef they make such a poor showing that they have a tendency to lower the standard and the price. A great deal has been said which is wise and otherwise, about the dual purpose cow. But there is such an animal, and it is the cow that will give a reasonable flow of milk for a long period, and will also give a calf that will develop into a marketable beef steer that is wanted in the Canadian West. The trouble is that very few people know anything about them, or where they can be had or what they can do. It would seem that this is an opportunity for the Dominion Live Stock branch of the Department of Agriculture to take up a new line of very much needed work, that is, a careful study of the beef and butter cows of Great Britain as found in the ranks of the Shorthorns, both registered and unregistered. There are a number of beed herds in Yorkshire and Lancashire, as well as some of the border counties. This information could only be obtained by a personal inspection of registered and unregistered herds, special attention be given to the system of breeding, the methods of raising the calves, both male and female, and the records of the milk; also the results of competition. And, further, the record of this type of animal as a beef producer and what prices are obtained for such beef. This would take time and cost something, but it would be almost invaluable to the West, which can only be led by slow, easy and profitable paths to see the absolute necessity of increasing their herd if they would maintain the fertility of the soil, which, at the present time, has no rival in the world.

Matters with regard to dairying are at a very acute stage in the West at the present time, and the best proof of this is a few figures that come to hand from the houses that make a specialty of handling dairy products. It will be a surprise, probably, not only to people in Eastern Canada, but to a great many people in Western Canada also, to learn that the West has during the last six months brought in from the East, mainly from Montreal, 40 cars, or 10,000,000 pounds of butter, on which has been paid for freight alone, the sum of $12,000. Much of this butter cost the purchasers 25 cents a pound in Montreal, so that it is not surprising that butter in Winnipeg to-day is selling at 38 to 40 cents a pound retail. This butter was all creamery and some of it went as far West as the Kootenay country. But the Kootenay country should be a market for the produce of the Middle West. In the matter of dairy butter, things are very little better. In the year 1906 there were shipped from the Province of Manitoba to Montreal, 17 carloads of dairy butter; in 1907, the make of dairy butter had fallen so low that it has been necessary to bring in several carloads from Montreal and Ontario to supply the Western trade. It really does not seem as if the question of price cut much figure, as the price of dairy butter has been extremely high all season. Pasturage, though late in coming, was very abundant and lingered long, yet the make of dairy butter dwindled steadily with the advance of the season. Price also seems to make no difference with the makers of creamery butter, as a concrete instance will illustrate: A creamery in the northern part of the Province was offered 21½c a pound for their season's make, all boxes and parchment paper to be supplied by the purchaser. This was equal to 22¼c a pound at their own station, and yet the make of that creamery was just half of what it was last year.

The retail dealers in the country would be doing a good work, and at the same time furthering their own interests, if they would talk with farmers and encourage them in the matter of keeping cows and sending the milk to the creamery. No local merchant wants to handle dairy butter, but it certainly should be to his advantage to have the farmers send their milk or cream to the creamery and have cash to spend with him every month in the year.

The building up of a dairy industry in the Canadian West will be a slow process and will have many setbacks, as it has had in the past. But it is a matter of such vital importance to the country at large that every man engaged in trade of any kind should give it some attention. It is all very well to be able to raise wheat, sell it at a good price, and do nothing for the rest of the year, but it is not farming, it is simply robbing the soil. While at the same time the country is spending many thousands in procuring what ought to be raised at home.

There is another feature of this question which is rarely touched upon at either breeders' or dairymen's meetings and that is the effect on the boys on the farm having little or nothing to do all winter. This tends to their driving into town and spending time and money playing billiards and doing other things which are not for their good or for the good of the country.

This is a great big subject. It has many sides, many arguments, both for and against, and in the meantime the million pounds of butter and the $12,000 of freight stand as a lasting disgrace to the progress and enterprise of the west.

AWARDED A BARONETCY.

Among the recent birthday honors bestowed by King Edward, a baronetcy has been most deservedly conferred on Jeremiah Colman, D.L., J.P. The recipient of this title is familiar to the Canadian grocery trade as the chairman of the J. & J. Colman Co., Norwich and London, manufacturers of bluing, starch and mustard.

The new baronet is a comparatively young man, being yet in the forties. He has been closely associated with business, where his sterling qualities have helped very materially in the successes of his firm. Incidentally it may be mentioned that J. & J. Colman's have always taken a keen interest in the conditions of their employes, and have done much to improve their social, physical and intellectual welfare by the erection of model reading and recreation rooms and by pension and savings funds.

Jeremiah Colman has always displayed a laudable public spirit. Not only has he been thoughtful of his employes' interests, but he has always been wide in his outlook and has striven to benefit the masses. He has been a staunch supporter of Liberal principles in Surrey, and has been well rewarded for his services. His country estate ranks among the finest in Great Britain. "Jeremiah" is a family name, and there is always a "Jeremiah" in the Colman family.

Sir Jeremiah Colman is particularly well known in Toronto, as the husband of a Toronto young lady. Mrs. Colman is the daughter of J. Shortt McMaster, treasurer of McMaster University.

The sign over the shine stand in the waiting room read: "Shine, 5c.; Polish, 10c." The Irishman looked at it long and intently. He took his pipe from his mouth and spat reflectively. "Begorry, they'd do well to be chargin' dagos double too," he remarked with conviction.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

BARRIE.

Among the business men who are offering their services for aldermen again this year are S. McMorrow and Jno. Coffey. R. Powell will oppose Jno. Bennett for mayor.

* * *

Jas. Vair, grocer, of this town, has joined partnership with John McMillan, of Bracebridge, and is starting a large grocery business at North Bay. Mr. McMillan will manage the store.

* * *

Mr. Budd, J. M. Bothwell's Allandale manager, has a fine window display of Christmas china, etc.

* * *

The market here was well patronized on Saturday, but there was no great amount of produce offering. Butter sold at 26 to 28 cents; eggs, 25 to 27 cents; turkeys, 12 cents; geese, 8 to 9 cents; ducks, 8 cents; chickens, 8 to 10 cents; potatoes, 75 cents; wheat, 92 cents; oats, 43 cents; barley, 68 cents. Hay was in abundance and sold as low as $17 per ton.

* * *

Some noticeable declines in foodstuffs took place early this week. Sugar declined 10 cents; flour, 10 cents per barrel. Rolled oats are now quoted at $1.75 per 90-lb. sack, delivered here. Bacon and hams and all pork products have been slightly reduced in price.

* * *

The light snow falls which have been continuing this week have made very fair sleighing and business has been picking up remarkably. Christmas shopping has begun and the amount of fruits, etc., which are being sold, does not by any means show signs of hard times. The shop windows, too, are looking extra fine.

NEWCASTLE, N.B.

T. W. Crocker will this winter build a new vessel to help his present boat "The Bessie" handle his rapidly increasing fish business. The new boat will be built here. She will be 50 feet long, 11 feet beam and will draw 4 feet of water.

* * *

Bad bills have been placed in circulation in Chatham, N.B., lately. They are bills from the non-existent State bank of New Jersey. Counterfeit quarters are also passing.

* * *

In the parish of Durham, Restigouche Co., farmers complain of their potatoes, especially the Late Puritan variety, rotting in the cellars.

* * *

Smelts are selling for three cents a pound. The weather is good for catching them. The river is beginning to freeze up.

CHATHAM.

With Christmas just three weeks away, the Christmas trade here is just about beginning to stir. That it is so late in moving is largely due to the fact that there has been no snow, and practically no very cold weather. The call of the housewife for raisins, currants, peels, etc., for her Christmas pudding is commencing to be heard. Candy windows are coming more and more into evidence.

* * *

Hogs, live weight, sold at $4.50 per cwt. on the local market on Saturday. Whatever the cause of the pronounced slump in price, there is no doubt that a large share of the hog raisers in Kent and Essex blame the new regulations with respect to dressed pork. The prospect of a future increase in price in consequence of maintaining and strengthening the hold of Canadian products on the foreign markets is not accepted by the farming interests as a sufficient return for the present drop in price. The concession with respect to local inspection has done much to allay popular resentment; but it would be hard to persuade the average farmer that any other cause than the regulations had led to the slump.

* * *

In one respect the drop in meat prices tends to hit the packers. On Saturday meat was offered for sale by farmers on the market at prices phenomenally low. This cannot but have a tendency to hurt the local trade in canned and smoked meats. The latter during recent years have been growing decidedly in popular favor. With an increasing variety of canned meats to choose from, the customer bought more and more in that line to the detriment of the fresh meat trade. Now, under circumstances which may prove temporary, and are, perhaps, merely local, the fresh meats are coming back to their own.

* * *

The example recently set by the Chatham branch of the Retail Merchants' Association in refusing to purchase tickets for concerts and bazaars has been quickly followed by Wallaceburg. There the merchants and business men have unanimously pledged themselves to refuse to purchase tickets, coupons or anything of a like nature from any ticket solicitors. This action was taken on account of the steady drain involved upon the resources of the business men of the Sugar City. There seemed to be no limit to the schemes evolved by churches and charities for thrusting tickets upon the unwilling merchants; and the latter, compelled by a system akin to blackmail to patronize all ticket solicitors alike, felt that in justice to themselves the time had come to call a halt.

* * *

Chatham was early last week visited by a deputation from the Heinz pickling interests of Pittsburg, Pa. For some time past the civic industrial committee have been in negotiation with this concern, which purposes establishing a Canadian branch factory. As a result, the deputation, which is touring the Province in search of a suitable site, visited the Maple City. They were met by members of the Board of Trade and the industrial committee, who presented Chatham's claims and discussed the proposition in considerable detail.

* * *

On Nov. 25, Leamington was visited by a disastrous fire, which broke out at 11 p.m. in the new Wigle Block. Although a large part of the building was saved, much damage was done by smoke and water. Among the heaviest sufferers was G. M. Sawyer, the enterprising proprietor of the Star Grocery, whose loss was estimated at $1.800, with about $800 insurance. Mr. Sawyer made a speedy settlement of his losses with the insurance company, and was able to reopen for business last Saturday.

* * *

There has been another change in the ownership of the Setterington grocery in Leamington. Only a couple of weeks ago John Setterington disposed of his business to Mr. Jeffery, an oil man, the latter turning it over to Frank Herdman. The latest purchaser is Anson Smith. Mr. Smith is remodeling the premises and adding extensively to his stock, indications that he evidently intends to stay.

* * *

Thos. Frye, the Wallaceburg restauranter, has purchased the Armstrong bakery near the North Branch bridge. He intends improving and renovating the property, and will take in a partner who will have charge of the bake shop, Mr. Frye continuing his present business.

* * *

A very pleasant event took place on the evening of Nov. 25, when the employes of the Chatham Fruit Growers' Association waited on the manager, Mr. W. D. A. Ross, and presented him with an address, accompanied by a handsome umbrella and a gold-mounted fountain pen. The address was read by Byard McMullin, and the presentation make by Mrs. Haynes,

Jas. McHardy, of Merlin, has disposed of his butcher business to Wm. Hope, of the same place, the latter taking charge on Monday.

* * *

The firm of Grant, Whillans & Co., of Amherstburg, has been dissolved, Mr. Whillans retiring. John Grant has taken over the dry goods department, and George Jamieson has taken the grocery business, both of which wil be run as independent concerns in the future.

* * *

Mr. and Mrs. J. R. Palmer, late of Tilbury, have taken up their residence on Raleigh street. Mr. Palmer's new bakery will be completed this week.

VICTORIA.

The condensed milk problem is rather a serious one here just now. Dealers find it impossible to procure a supply, an order for a carload occasionally brings forth about 25 cases, which is just like a drop in the ocean. A number of local firms have ordered English milk, but it will be some time before it arrives to relieve the situation. The present wholesale price of "Reindeer" and "Gold Seal" brands is $6 per case. There is plenty of cream on the market.

* * *

Sugar has advanced 15c. and is expected to go higher in the near future. The present price is $5 per cwt. for granulated.

* * *

New Smyrna figs and Malaga raisins arrived a week ago and are opening up in splendid condition. The Smyrna "natural" figs are being imported in large quantities and are gradually taking the place of California "white" figs for cooking purposes.

* * *

California grapes are practically over for this season, but the kegs of Malagas have arrived to take their place. These Malaga grapes arrive in splendid condition. They are packed in cork dust in 40-lb. kegs, and keep this way for several months. They retail at 30c. per lb.

* * *

Spanish onions are on the market, but in very limited quantities. 8c. per lb. is the retail price.

* * *

"Holbrooks" goods are very much in evidence these days, for there are three demonstrators in the city, expounding the merits of these famous English goods, one at Dixi H. Ross & Co.'s, one at Fred Carne's, and one at the West End Grocery Co. Holbrooks goods have not been handled very extensively here before, but there is no doubt that in future they will hold their own.

* * *

Sultanas in 1-lb. packages are the latest arrivals from California. They are very clean and the package is very attractive. The grocers seem to think that it is a very convenient and satisfactory way to handle them, and there is not the least doubt but that henceforth this will be the method for handling California sultanas. The "Pure Food Law" of the United States has put a stop to the bleaching of raisins with sulphur, and it is a good thing. The sultanas, though darker in their natural color, are most undoubtedly a very superior article to the artificially colored ones. The change in color is a matter easy of explanation to the general public. The modern grocer will do well to give some attention when buying goods to the deplorable custom some manufacturers have of coloring goods. No doubt some goods look brighter for having coloring in them, but no one will venture to say that the flavor is improved and in many cases injurious ingredients are used.

* * *

The oyster industry is very likely from now on to form an important item in the commercial history of Victoria. A large company was organized a year or two ago, and they planted extensive beds in Esquimalt Harbor, and are gathering the first oysters this season and have every reason to be satisfied with the results. Capt. Williams, formerly of Nova Scotia, is manager of the company, and he says that although he has visited almost every oyster bed from the "Horn" to Hudson's Bay, and from the "Horn" to Alaska, and also the Japanese oyster beds, yet nowhere can they produce oysters with such a fine flavor as the ones grown in the waters around Vancouver Island. In a few years the company expects to be able to supply the wants of every hotel from Victoria to Winnipeg. They also expect to enter American territory as the tariff is favorable to Canada.

HAMILTON.

Grocers generally are complaining of collections being slow. This week, they say, has been the slowest since the new year. While money is a little tight there is no lack of employment, and most grocers are attributing the cause to the fact that just now their customers are laying in their fuel supply and the coal dealers are demanding cash with the order.

* * *

Messrs. Peters & Boursell are installing a steam heating plant in their already up-to-date little grocery.

* * *

It is surprising the small amount of advertising carried by Hamilton grocers, while other grocers are over-running themselves with ads. One day this week, out of seventy-six columns of display ads. in one of the leading papers, only six inches was taken by grocers, and two others are carrying readers of about ten lines each. This is not as it should be. Grocers reap as much benefit from advertising as any other class of traders, but it must be gone into with the idea of getting results therefrom. Some place a two or three-inch ad. in the papers at Christmas time with about the same spirit they give their customers calendars. Wm. Carroll is one Hamilton grocer who places strong faith in newspaper advertising. Mr. Carroll has seven stores and for years distributed dodgers every Thursday or Friday announcing his Saturday bargains, but discontinued this some time ago, and now carries about fourteen inches in each paper once a week.

* * *

Bain & Adams' ever attractive window was specially interesting last week. One would think they had a millinery display, to see the way the ladies stop and gaze.

Wm. Knox is making things hum in his little stand at the corner of Barton and Wellington streets. This corner has been a dead one for years, but by hard work and genial manner, Mr. Knox is bringing about him a class of trade that a progressive merchant desires.

* * *

As to Christmas shopping, now is the time for every grocer to press his customers to buy freely. The new fruits, etc., are now nearly all in stock, and there is no reason why the early days of December should not be busy ones. I have before me a clipping from an American paper, that is said will be presented in every city and hamlet in the United States. Here it is:

"To Christmas Shoppers.—Buy your presents early—early in the day and early in December—that will be your biggest gift of the holidays to the workers behind the counters and on the delivery wagons."

This letter, asking co-operation, has been sent to women's clubs, newspapers and department stores all over the States, and some of its signers are leading clergymen, authors and leaders of public opinion. I can see no reason why every grocer should not take the matter up and induce his customers to buy now, and thus save the weary nights of labor that makes December a bugbear to every salesman and deliveryman in the country.

* * *

The financial stringency that seems to be oppressing our friends to the south has not struck this city as yet, and here's hoping it won't. Everything looks all right in Hamilton, thank you.

STRATFORD.

"A prize with every package." Recently there has been a crusade of cereal foods on the market, and the latest manufactured foodstuffs are offered for sale along with a grand prize, or a prize with every package. The majority of these are said to be lotteries, or in other words, "schemes based on chance." But that is not the question which is bothering the writer. Are the retailers and the public being swindled or deceived? The agents come around and advertise their goods. "Oh, yes, they are good goods, and a prize is given away in every package."

"What kind of premiums?"

"Why, gold watches, bracelets, signet rings, etc."

And on the advertisement cards are displayed in large black type the names of the prizes contained in the packages: "Ladies' gold watches, boys' watches, fountain pens, silverware, linen handkerchiefs, cut glass, necklets, bracelets, etc.," but when opened up, (as ten of them were before the writer the other day) the packages are generally found to contain toys, whistles, tape lines or some other trivial thing.

* * *

One of the delivery horses owned by A. Beattie & Co., one of the city's leading grocers, narrowly escaped electrocution the other day. Some workmen were repairing electric lines and one of the line wires was dropped across the road. The horse touched the wire and stumbled, but managed to regain its feet. On returning over the same route

Correspondence continued on Page 38.

THE CANADIAN GROCER

Established - - - - 1886

The

MACLEAN PUBLISHING CO.

Limited.

JOHN BAYNE MACLEAN - - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

OFFICES

CANADA—

MONTREAL - - - 232 McGill Street
Telephone Main 1255

TORONTO - - - 10 Front Street East
Telephone Main 2701

WINNIPEG - - 511 Union Bank Bldg
Telephone 3726
F. R. Munro

VANCOUVER - - - Geo. S. B. Perry

ST. JOHN, N.B. - - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - - 1001 Teutonic Bldg.
J. Roland Kay

GREAT BRITAIN—

LONDON - - - 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - Louis Wolf
Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d. Elsewhere - - 12s.

Published every Friday.

ANOTHER TRIBUTE TO CANADA.

In ordinary times our United States friends have refused to take Canadian paper money excepting at a large discount, but in the last few weeks concerns across the line have been pleading with Canadian customers to send them Canadian bank bills instead of cheques in payment of accounts. The result is that there is an immense amount of Canadian money now in circulation in United States. In the border towns for a couple of weeks there was very little currency, other than Canadian, obtainable. The Americans, too, seem to have much greater faith in our banks than in their own, for immense sums of money have been pouring in during the last few weeks for deposit in the banks in the border towns. In all it is estimated that ten million dollars have been withdrawn from U.S. banks in the border towns and deposited in Canadian towns. One man arrived two weeks ago from Philadelphia, with $212,000 in cash, in a hand bag, which he deposited in a Toronto bank. There is good ground for the faith they have in Canadian institutions. In the severe depression of 1893, when hundreds of United States banks went under, there was not one banking failure in Canada. The few banks that have failed in the last 20 years have been small, with one exception, and even then depositors have in nearly all instances been paid in full.

OUR CORRESPONDENCE PAGES.

Readers of The Canadian Grocer have probably noticed the improvement which has been made during the past few months in our correspondence pages. Our staff of correspondents is being constantly added to with a view to getting trade news from every part of Canada.

The correspondents not only give the news of the trade in their districts but they discuss the condition of trade, business topics, such as novel window dressing, advertising on programs, early closing, trade organization, the cash and credit systems, etc., gathering the opinions of the dealers on these subjects and keeping up a running discussion which must be helpful to every reader, and well repay a study of these pages each week. The value of the correspondence pages is therefore, constantly growing, readers in Halifax being brought into close touch with their fellow hardwaremen in Saskatoon and Edmonton. From a trade standpoint this has many advantages, as any question of general interest to the trade can be threshed out, and the evils confronting dealers in one part of the country made known to retailers in other provinces.

The MacLean Trade Newspapers are the only publications in Canada aiming to cover the whole country and binding together in national brotherhood the men engaged in different sections of trade. As Canada develops as a nation questions of a national character will arise, which will require united action upon the part of the retailers in every province. The parcels post agitation last winter is an instance where Nova Scotia and British Columbia merchants joined hands successfully for a common purpose.

Anything which tends to encourage merchants to take a greater interest in the doings of other retailers are steps in advance, and the establishment of our correspondence pages and the formation of retail associations are decided helps in this direction.

A BUSINESS MAN AS COMMISSIONER.

For one of the proposed two new members of the Government's Railway Commission, The Grocer begs leave to nominate Mr. Hugh Blain, of the Eby, Blain Co.

When the Commission was organized some years ago, it was Hon. A. G. Blair's idea, as definitely stated, to have the Board composed of a lawyer, a business man and a railway man, a presumably ideal membership. While the Board has done valuable work, its composition has never been according to Mr. Blair's suggestion. Its present membership is made up of a lawyer, an educationist and an agriculturist.

The present is the time to remedy this matter. As a successful business man, Mr. Blain is widely known in Canada. Added to this he is well versed in railway and tariff matters generally, and is regarded as the authority on these matters in the Toronto Board of Trade. He would be a very valuable member of the Railway Commission and would add to it the practical business factor which it now lacks.

A CASE OF HOLD-UP.

If the citizens of some town in Ontario or Quebec want to build a hospital, is there any good reason why manufacturers and wholesalers in Toronto and Montreal should be expected to contribute? A plain request from the people handling the project might bring a great many good wishes, but it is certain that there would be little else. They know this and suit their plan of action accordingly. A circular letter is drawn up, and to their own solicitation is added that of local merchants who buy goods from the firms addressed. The retailer is afraid to withhold his support of the scheme, for he is probably called on by several of his best customers. The manufacturer feels that if he refuses to donate he will offend the retailer.

How long is this sort of thing to be tolerated? If manufacturers and wholesalers would take a firm stand the great majority of retailers would be well pleased. The latter surely do not believe that the practice is a fair one.

The following letter was received not long ago by a number of firms: "The ladies of the town of Welland are now engaged in forming plans for holding a large Fair of Nations (including Italian, Japanese, United States, Canadian, English, Irish and Scotch booths, and Wonderland), in October, 1907. The object they have in view is to raise money in aid of the hospital, which is to be built at once in this rapidly growing manufacturing centre. Welland has increased in population, etc., about 100 per cent, in the past year, and with so many manufactories now running, and in process of building, a hospital has become an absolute necessity. The ladies also feel that manufacturers and wholesale people can advertise their wares, and, at the same time, render assistance to a worthy cause, by sending a

donation of their goods to this fair. Will you kindly help ?"

To each letter a Welland merchant was asked to append this line : "Compliance with the above request of the ladies will favor us."

Another case in point was the "Made in Canada" exhibition recently held at Kingston. Manufacturers in all parts of Canada were held up for contributions of stoves, lawn mowers, washing machines, and smaller articles, the local retailers also contributing liberally and establishing booths, at which these articles were sold, they also giving their time for several days and evenings, besides losing considerable business on articles sold at the exhibition. Altogether about $10,000 was raised by the merchants, etc., which should have come out of the taxpayers generally.

There's another side to the story, however. Jobbers rightly object to being "held up" by retailers, but can they complain, if they in turn "hold up" manufacturers for contributions in order to have their goods represented in the jobbers' catalogues. The "hold up" game should be discontinued all along the line.

EDUCATE YOUR CLERKS.

We ran across a clerk the other day, a bright one, too, who complained that the boss carried The Grocer off to his wife every week and that he never got a chance to look inside the cover. How is it in your store?

Your clerk, yes and even your delivery boy, ought to be given a good chance to read The Grocer. It will make a better clerk out of him, if he has any of the right kind of stuff in him at all, and will load him up with new ideas that you'll find popping out every once in a while in a particularly attractive window or in better service to your customers. Correspondence courses have been pushed pretty hard in recent years. Your clerk couldn't get anything better from any course, if he paid twenty times the price, than a systematic reading of The Grocer's pages will give him. It's pretty sure that after he reads it a year or so you'll have to pay him a bigger salary, but it's a thousand to one that he'll be mighty well worth it and that it will mean dollars to you in the long run.

Hundreds of our subscribers keep The Grocer on file in a convenient place in their stores where they can turn to it when they have a moment's leisure and where it is accessible to all employes. We find these are the people who like the paper most. Are you getting out of it all you might?

THE SITUATION IN THE WEST.

The Canadian West is within five days of the official close of navigation with nearly 6,000,000 bushels of wheat in the terminal elevators at the Head of the Lake, of which more than a third is No. 4 and worse. On the 28th snow began to fall and the weather after turning extremely fine for six weeks, has turned sharply cold, the thermometer dropping 15 below zero on the night of the 29th. This closing in of winter is more than three weeks later than last year, when we had an exceptionally early winter. The amount of snow that has already fallen is not sufficient to make good sleighing on the open prairie, and wheat is still being hauled in wagons. The market for May wheat has continued to develop strength, and during the past three days export demand has been very active and showing a fair margin of profit. Correspondence from the Old Country of the 8th and 10th of November from leading importing houses there, lays special stress on the strength of the situation, calling attention to the fact that the early closing of navigation in Russia has not only made it impossible to ship out wheat, but has been very bad for the winter wheat crop, indicating a greatly reduced crop for next year. Russia is a buyer of La Plat wheat, and Australia and India will both have to import. Even should the Argentine crop be harvested without damage, it is not likely they will have much over 1,000,000,000 for export; and the world's requirements are estimated at 300,000,000 from Dec. 1st to August 1st. This would indicate a good market for the balance of the Canadian crop. Old Country millers who have visited Winnipeg this week state that Great Britain has received very little wheat from Russia this season, the bulk of it going to the continent where prices have been much higher. The last day of November was a short market, but a very active one, and though general exporting demand was somewhat in abeyance waiting to see how the December deliveries would pan out, there were bids for No. 3 Northern at $1 17 afloat Fort William. No. 3 Northern closed at 94⅞, so that this would leave a fair margin of profit. The bids were for December-January delivery.

Even the most careful enquiry has not elicited any definite statement of advances to banks for carrying Western crops, but it has leaked out that here and there lines of credit have been extended. There seems on the whole, to be an easier feeling in regard to money than there was two weeks ago.

Receipts of wheat passing inspection at Winnipeg have been very heavy, but receipts at country elevators have been falling off and there is no doubt that there is a tendency on the part of farmers to hold their low grade wheat because the prices offered are so much lower than they expected to get.

So far as the financial situation as a whole is concerned, there does not seem to be much change. The retail trade apparently is not suffering up to the present. The wholesale trade still complains of the slowness of collections, and there are other signs that the stringency is beginning to be felt in Winnipeg. Evils are never unmixed, and the lowering of house rent is one of the things of which no one will complain, excepting the landlord. The drop is not marked at present, but it has begun and no doubt will continue until the matter of rent is on a more equitable basis than it has been for the past four years.

Rumors reach Winnipeg that the East is taking an exceedingly gloomy view of the Western situation. This is folly. The West is all right, but in company with the rest of the world, has had to shorten sail a bit for the time being. Among those well posted there seems to be an assured feeling that there will be money for all the lumbering and wood camps this winter, and if this is correct, there need be no able-bodied men unemployed in Winnipeg. As for the men who have flocked to this country as farm laborers, they cannot hope to command the high wages that have obtained in previous winters, but there are thousands of farmers in the West who will be very glad to employ from one to two men, give them their board and a small wage for the winter, on the understanding that these men remain with them at an increased wage during the spring and summer.

The West will have to pinch a bit, but there is no really tight squeeze, nor is there likely to be one.

Fourteen grocers in Point St Charles are in hot water over their liquor licenses. They are accused of selling the beverage by the glass in their stores, which is contrary to the law.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Fish—Revised.
Teas—Firm.

Montreal, December, 5,

Jobbers are making last deliveries for the Christmas and holiday trade and the railway companies are being kept quite busy taking care of the merchandise consigned to them. Many complain of the delays experienced not alone in shipping goods, but in securing delivery once the cars arrive at their destination. This applies particularly to terminal points and large centres. such as Montreal. The dried fruit men are particularly strong in their statement in this regard. They say they have to wait a week after the arrival of a car before they can secure the goods in some instances.

During the week there have not been many changes in the markets. Not a great deal is being done in sugar, which is steady at prices which have not changed since the decline mentioned in a recent issue. Canned goods are still being delivered to the retail trade, though slowly. There are hundreds of grocers who have not yet received their full order owing to delay on the part of canners in shipping to the jobbers. The canners say the lack of refrigerator cars is responsible for the trouble. Teas continue very firm. Syrups are beginning to sell briskly. Molasses is quiet. Beans are practically unchanged since last report. Evaporated apples are easier in feeling though prices have not changed. Valencia raisins are easier in New York, but buyers are not numerous. Shelled walnuts and walnuts in the shell are being delivered to the trade. Other nuts are unchanged.

Collections are reported about the same as last week.

SUGAR—Jobbers are not pushing sugar particularly, and report demand but fair. There is the usual holiday trade being done in this as in all other lines. The market is steady with no prospect of any change of prices.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, boxes, 100 lbs	5 15
" " " 50 lbs	5 25
" " " 25 lbs	5 45
Extra ground, bbls	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 10
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—Demand for corn syrups of all kinds is exceedingly brisk, the cold weather being responsible for numerous orders of good size. Molasses is moving out in small lots.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03⅞
" 38½ lb pails		1 75
" 25 lb pails		1 25

TEA—Montreal tea men, some of them, report several inquiries from brokers in the West and some orders, which leads a few to think that the Westerners may have been caught short. Green teas of every description are exceedingly scarce. Blacks and greens ar reported slightly advanced, though all the tea men dealing in these have not been advised of a raise in values. Stocks of Japan tea held locally are very small, especially holdings of the cheaper grades.

Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60
Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20½
India—Pekoe Souchongs	0 16½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Coffees are steadily locally, a fair trade being done. Reports from primary markets do not contain any features of special interest.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08¾	0 09
Santos	0 09¾	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

FOREIGN DRIED FRUITS AND NUTS—Late deliveries are being made to the retailer. This applies particularly to nuts, many lines of which were late in arriving. New shelled walnuts continue to arrive and are rapidly being placed in the hands of the retailers. Only one small lot of walnuts in the shell had been received up to the beginning of this week, but more are now on the way to Montreal. Other nuts are unchanged. Currants are reported easier on the other side, but New York is about cleaned up, while no more are due there before next Thursday. Locally, bulk currants are plentiful, but packages are very scarce. Valencia raisins are quite low in New York, offerings being made at prices ½-cent below the import cost, but buyers do not appear to be coming forward very quickly. Malagas and Californias are practically unchanged since last report. Figs are arriving freely, and are being shipped to different parts of the country filling orders sometime booked. Dates continue to arrive also, and are being placed, Hallowees, around 5 cents. Lots of prunes are reported arriving which will create an easier market. It is said that these were bought before the advance, and consequently the buyers will be able to undersell holders of later purchases. Fruit men complain about the grievous delays experienced at the railway terminals here. One man waited a week after the passing of his entry for the delivery of one car. These delays are bad enough at any time, but are exceedingly vexatious and harmful at this season.

Currants—		
Filiatras, uncleaned, barrels		0 07
Fine Filiatras, per lb., in cases		0 07
" " cleaned		0 07
" " in 1-lb. cartons	0 07	0 07½
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08½	0 09
Four crown, fancy, 10-lb. boxes	0 07½	0 08
Three crown	0 06½	0 07
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 07
Selected, per lb		0 07½
Layers, "		0 08
Dates—		
Hallowees, per lb		0 05
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½
California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 16
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters "		5 50
" " ¼s		1 50
California Raisins—		
Fancy seeded, 1-lb. pkgs		0 13
Choice seeded, 1-lb. pkgs	0 12	0 10½
Loose muscatels 3 crown	0 10½	0 11
" " 4 crown	0 11½	0 13

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 09½
" " " 50-60s	0 09
" " " 60-70s	0 08½
" " " 70-80s	0 08½
" " " 90-100s	0 07½

SPICES—There is reported this week a more active demand for spices generally. White peppers are in good demand at steady prices especially the best grades. Crop prospects are still doubtful. Cloves are steady and firmer, demand being satisfactory. Nutmegs show more activity, while there is more frequent inquiry for gingers.

	Per lb.
Peppers, black	0 16 0 20
" white	0 25 0 30
Ginger, whole	0 16 0 20
" Cochin	0 17 0 20
Cloves, whole	0 20 0 30
Cream of tartar	0 25 0 30
Allspice	0 12 0 15
Nutmegs	0 30 0 55

RICE AND TAPIOCA—Rice continues unchanged with demand, but fair. Tapioca has not changed materially. Sales at this time of the year are neither large nor numerous. Sago is very scarce locally.

B rice, in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 6½	0 07½

BEANS—There has been little change in the market for beans and peas. Sales are not numerous.

Choice prime beans	2 00	2 25
Soup peas, whole, bag 2 bushel	2 40	2 45

EVAPORATED APPLES—An easier feeling in evaporated apples is noticeable this week, but the price remains unchanged. Transactions are not numerous.

Evaporated apples	0 10

MAPLE PRODUCTS—The market is dull and nominal prices remain.

Pure maple syrup, bulk, per lb	0 07 0 0[illegible]
Compound maple syrup, per lb	0 04½ 0 05½
Pure Townships sugar, per lb	0 08 0 08½
Beauce County, per lb	0 09 0 09½

CANNED GOODS

MONTREAL—There has been a steady movement in canned goods of late, but wholesalers complain of the delay on the part of the canners, which retards deliveries to the retail customers of the former. The canners say they are handicapped by the lack of cars. Refrigerator cars seem to be exceedingly scarce. Canned salmon is in good demand at unchanged prices. There is an unusually strong demand for canned meats at the moment.

TORONTO—Business is very quiet and no extensive deliveries are being made. A frequent cry from the retailers is that their orders have not been filled but the wholesalers do not confirm this rumor. Packers generally seem to be pretty well sold out.

ONTARIO MARKETS.

POINTERS—

Mediterranean Fruits—Firmer.
Sugar—Steady at lower prices.
Nuts—Demand brisk.
Collections—Fair.

Toronto, December 6.

The quietness which rules in the wholesale markets through the last week of the old and the first month or so of the new year is being felt this week. Business generally is somewhat duller. This is a result of course, of the fact that the greater part of the staple goods for Christmas has already been distributed to the retailers.

Wholesalers generally are enthusiastic over the business of the past few months. Almost every house reports a bigger volume of business during November than in any previous year.

Interest is centred this week on the higher grades of Mediterranean fruit, such as fine table raisins, figs and dates which are being strongly demanded by retailers for their special Christmas business. "During the last period of financial depression some years ago," said a prominent wholesale manager yesterday, "the demand for fancy lines of groceries fell off altogether and even business in staple goods was seriously affected. It does not look as though the present stringency would materially affect business.

TEAS—The local market is dull with little business passing. A recent mail advice from London advising easy buying says: "The smaller quantity of Indian, Ceylon and Java tea brought forward, viz., 36,122 against 59,401 last week, has certainly had the effect of arresting the general fall in prices caused by the abnormally high bank rate. But it has hardly done more than this, and it seems probable that a continuance of small offerings will be necessary before quotations can be raised to the level of a fortnight ago. With a seven per cent. bank rate and Christmas near at hand, there is no inducement for buyers to do more than purchase for actual requirements, while if producers will but curtail their offerings, there is reason to believe they will reap the benefit after the turn of the year. An early closing of the season in India seems assured, together with a possible shortage in the output, and a reduction of perhaps ten million pounds in the quantity available for London, while consumption at home is well ahead of last year, and the use of Indian and Ceylon tea throughout the world generally continues to increase."

COFFEES—One of the principal features of the coffee situation last week was the falling off in the receipts at the Brazilian ports. This has been especially marked in the case of the arrivals at Rio, which are in the neighborhood of a quarter-million bags behind the receipts of two years ago, last year's receipts, owing to the abnormal crop, not being a fair comparison. It is explained by one authority that the reason for the falling off in Rio may be found in the fact that a large quantity of coffee which, in former years, was shipped to Rio from Minas is now going to Santos, on account of the better prices obtainable in that market for Minas coffees, when shipped as Santos. This procedure will undoubtedly balance in the end, the receipts at Santos being just so much larger. Basing their estimates on the receipts to date, it is now figured by some in the trade, that the crop will run under 10,000,000 bags, including about 6,500,000 bags Santos. It is still too early, however, for a definite estimate. Is is a matter of some comment that outside interests have not as yet been more generally attracted to the coffee market as with light receipts, the practical certainty of a moderate, if not a small crop, bare consuming markets the world over, as far as distributors are concerned, and the surplus stocks strongly controlled for Government account, the bulls feel that the position is strong and gaining in strength daily.

SUGAR — The local market is steady at the lower levels noted last week, but not much interest is manifest as retailers generally are pretty well stocked.

Paris lumps, in 50-lb boxes	5 25
" in 100-lb. "	5 25
St Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 35
Berlin granulated	4 30
Phoenix	4 35
Bright coffee	4 30
No 3 yellow	4 20
No 2 "	4 10
No. 1 "	4 00

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS—There seems to be a little more interest in syrups, but nothing worth noting has yet developed. Prices are unchanged.

Syrups—	
Dark	
Medium	0 35 0 35
Bright	0 38
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35

DRIED FRUITS—The market is firm though prices have not advanced noticeably. Coast advices indicate a very firm feeling on the part of holders of prunes there, the bulk of the small stock remaining in California being in strong hands. On the spot business is confined within jobbing limits, but sellers do not appear to be anxious and prices are held up to the previous quotations. Oregon Italian prunes on the spot are still easy under the conditions previously noted, but there has been no further quotable change in prices. Supplies of peaches on the spot are small, and while the demand is of a retail character holders are not trying to quicken the movement by offering to shade prices. There is a very good demand for dates and the better grades of layer figs, though there are no important transactions in either to record.

	Per case
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03½
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50-lb.

Candied and Drained Peels—			
Lemon	0 11	0 11½	Citron 0 21 0 22
Orange	0 11	0 12	
Peaches, "			0 18 0 20

Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 03¾
Bag Figs			0 04½ 0 05

Currants—			
Fine Filiatras	0 07	0 07½	Vostizzas 0 09 0 09½
Patras	0 08	0 08½	

Uncleaned, ½c less.

Raisins—			
Sultana			0 12½ 0 lb
" Fancy			
" Extra fancy			
Valencias, new			0 06½ 0 07
Seeded, 1-lb packets, fancy			0 13
" 16 oz. packets, choice			0 11½
" 12 oz. " "			0 09

Dates—			
Hallowees	0 05	0 05½	Fards choicest 0 08 0 09
Sairs	0 04		" choice 0 08½

NUTS—Local demand is strong for Christmas business and many small shipments are being made. Prices are unchanged.

Almonds, Tarragona, per lb	0 13½
" Formigetta	6 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—Cloves are considerably easier this week and pepper also shares this feeling. Cream of tartar, on the other hand, is exceedingly firm and importers are experiencing great difficulty in getting even small supplies.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cinnamon	0 35
Nutmeg	0 30 0 75
Cloves, whole	0 30 0 80

Cream of tartar	0 22	0 25
Allspice		0 16
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

RICE AND TAPIOCA—There is no change in the situation since last report.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 06
Japan	0 06½	0 06¾
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 07½	0 07¾
Carolina rice		0 10
Tapioca, medium pearl		0 07

BEANS—Business is rather dull, with the closing of navigation. Prices remain unchanged.

Beans, hand picked, per bush	1 90	1 00
" prime No. 1 "	1 80	1 90
" Lima, per lb		0 07

EVAPORATED APPLES — There is nothing of note in the situation, with prices at last week's levels.

Evaporated apples	0 08	0 09

CORRESPONDENCE

Continued

the horse again touched the wire and fell to the road. The wire was cut and the current thus deadened.

* * *

A meeting of the Retail Merchants' Association was held last week. It was decided to hold the annual election of officers on January 9th, when it is expected that E. M. Trowern, general secretary of the Dominion association, will address not only the merchants of the local association, but also all the retail merchants. The resignation of J. S. Smith, collector for the association, was received and accepted. Mr. Smith has been collector for some months, and has collected in a number of "dead ones." He resigned in order to devote his entire time to insurance matters, he having been appointed manager of the Sun Life Assurance Co., in this district.

It is to be hoped that all retail merchants in the city will turn out to hear Mr. Trowern, and that he will inaugurate increased enthusiasm among the local retailers. At present the association is not doing the work it should, simply because of lack of interest. Much good could be accomplished if the merchants would pull together.

* * *

The market Saturday was largely attended and good prices were obtainable.

MONTREAL.

It is likely that a delegation of Montreal grocers, representing the Retail Grocers' Association, will go up to Ottawa shortly to see what they can do to prevent the co-operative bill from becoming law. A prominent member of the association speaking to The Grocer, did not think that the chances of success on the part of the representatives would be very great. "This idea seems to have been taken up in earnest by the Government," said he, "for they appointed a commission to look into the matter, I understand, and they reported favorably on it. Consequently, any delegation, though representative of such a large section of voters as the retail grocery trade, will not likely make much progress. Mr. Monk, the member for Jacques Cartier, is one of the strongest advocates of the idea. It is to be hoped that the Government will not go ahead blindly in this matter. In justice to the grocery trade, they should hear both sides of the story and act accordingly."

* * *

This co-operative store idea is along the same lines as the co-operative societies in Europe. By paying so much, in buying shares, or in membership fees, a man can become a member, which entitles him to buy from the society store, where he gets goods at cost price. The idea is to do away with the jobber and the retailer.

* * *

Grocers doing a legitimate business are up in arms against the peddlers who are doing business in the city. They are endeavoring to have the license fee increased from $50 to a larger sum. The grocers have a very good argument. They say that there have been several annexations to the city recently. St. Henry, St. Cunegonde, Villeray, and other outlying municipalities have been taken under the wing of greater Montreal. In the old days, before annexation, peddlers were forced to pay licenses amounting to $250 if they desired to do business in Montreal proper, St. Cunegonde and St. Henry. To-day they can, by paying $50 for the Montreal license, do business in all three municipalities.

* * *

A reasonable increase in the license fee is all that the grocers expect. And surely their claim is just. The city authorities ought to do something to remedy the evil.

* * *

There is some talk of a delegation being sent to Quebec to interview the Provincial Government regarding the brewers' licenses. Grocery stores handling liquors complain that the brewers are in the habit of delivering considerable lots of beer to consumers. For instance, the Italians and Jews are great drinkers of cheap beer, and frequently one man will order say thirty dozen bottles. The grocer knows that these bottles will be distributed among the receiver's friends, either for the actual cost price, or for an advance on the receiver's buying price. In the former case the consumer is perfectly within his rights, but should he be selling the beer at a profit he is violating the law not having a liquor license. There is the difficulty. The grocers cannot prove that the law is being broken, though down in his heart he is absolutely sure of it. If a delegation goes to Quebec it will suggest some remedy for the situation.

* * *

Walter Paul's branch store, on University street, is now in full running order. Mr. Paul's son, W. H. Paul, is in charge, and he has four clerks assisting him. The store is neatly fitted up, in fact, it is quite a model grocery.

* * *

A. J. Hart, the fruit and vegetable man, on Bonsecours Market, was married to Miss Roberts the other day. They are touring the West Indies on their honeymoon.

* * *

M. Lavut & Son is the name of a new wholesale grocer concern started at 562 St. Lawrence street. The opening of this store illustrates the growth of the Jewish grocery trade in Montreal. There are now two large Jewish wholesale grocery firms, P. Adelstein conducting the other. Retail grocery stores owned and managed by Jews are by no means few in Montreal. There are new ones opening every month.

WOODSTOCK.

The Christmas trade has hardly commenced yet, though stores are beginning to take on a holiday appearance and the grocery advertisements in the newspapers are beginning to contain notes of supplies for the holiday season. The injunction to "shop early" is being heeded about as much as usual, and people will do as they always do—that is, put off everything possible as long as possible, and then shop in the grand crush of the Saturday before Christmas. Such is human nature.

* * *

The James Stewart Manufacturing Company have closed down their works, and over fifty men are out of employment as the result. The reason given is, the general scarcity of money and particularly the almost complete falling off of the Western Canada market. The Canada Furniture Manufacturing Company have also laid off sixty men, and other manufacturing establishments smaller numbers. All this has a direct effect on trade conditions, for when a man is out of work, it is only reasonable to suppose that he cannot spend as much as when his weekly pay envelope is secure.

* * *

It was a fight to the finish between the farmers and the City Council, and the farmers (and their wives and daughters) won out. It all arose over some new regulations for the government of the market which the Council had passed. The farmers were up in arms in a minute, and for two weeks practically boycotted the city. Then the Council responded cheerfully to the call of public opinion and rescinded the obnoxious clauses.

The Council passed regulations to the effect that all poultry brought on the market should be dry picked, sold by weight and have the heads and crops removed. It was the first clause that was particularly objected to. The farmers held an indignation meeting and decided to bring no more fowl to the market until the regulations were rescinded. And they didn't. A few of them came with butter and eggs, but compared to normal conditions, the market on the two Saturdays the regulations were in force, was practically dead. And trade conditions over the whole city were similar. The business men rose in their might and entered a strong protest. The same night the Council met and repealed the clauses and now everything is lovely again.

WINNIPEG.

Winnipeg stores have a holiday appearance and Christmas goods are being well displayed. The T. Eaton Co. had one or two splendid grocery window displays during the last ten days, but there are straight grocery stores in

town that do not require to learn anything from the department stores in the dressing of grocery windows. Hardy & Buchanan, in Fort Rouge; the W, H. Stone Co., on Main street; E. B. Nixon and A. Hendry, on Portage avenue, have had splendid displays during the last week, showing that these firms are fully alive to the importance of good window dressing. Winnipeg grocers are up-to-date and the enterprising, energetic way in which they go after business is their best protection against the competition of the department store.

* * *

Their experience this fall has taught the city grocers the advantage of membership in a live Grocers' Association. The credit bureau alone has been worth to the members many times the membership fee. Owing to the touch of "hard times," or to the "financial stringency," or whatever name be given to the commercial and financial ills of the time, there have been many more requests for credit than in any previous autumn. The association stands for the curtailment of credit, and Winnipeg grocers have been united in such action as they have taken in this matter. Moreover, they maintain a credit information bureau. Every member furnishes the secretary with a list of slow pay customers and customers whose habit it is never to pay when they can avoid doing so. Printed lists of these names and addresses are supplied the members regularly and these lists are kept up to date. The grocer who gives credit to people whose names appear on these lists knows that he is running a risk. If he rushes into it blindly, he has only himself to blame. Moreover, he can obtain, through the secretary of the Association, information about people whose names do not appear on the lists. The service is accurate and prompt and there can be no doubt that it has been of great value to the Winnipeg grocers this fall.

The association might well take up the injustice of a law which punishes the grocer who keeps his store open after six o'clock, but which allows—or winks at—the selling of groceries by fruit stands and confectionery stores and restaurants, which remain open from early morning until after midnight. Winnipeg grocers want early closing, but they also want protection from unfair competition of this kind.

GUELPH.

All roads in Canada just now lead to the Guelph Fat Stock Show, which starts next Monday, and the merchants are getting ready for their share of the annual harvest. A section of the fair is devoted to the different kinds of seeds and that should interest nearly every grocer as well as farmer, as a lot of valuable information is to be obtained there. Four cups, valued from $100 to $150, and other valuable prizes are offered for the best samples of seed corn and clover seeds. There are experts there to show you the difference in each variety and also point out such seeds as the wild mustard seed, ragweed, wild buckwheat, buckhorn, wild flax, wild oats and other seeds that help to make life miserable for the poor judger of seed. There are lots of grocers selling seed every spring that don't take time to get posted on these points and when a farmer comes in and says he got the bad seed from him he is not in a position to dispute him, where if he would just spend an hour or so among these experts he would be able to buy and sell the very cleanest and best seed on the market, instead of taking any old thing in the shape of clover or timothy seed sent along by some careless seed firm. The writer has seen a great many disputes among farmers and grocers and some have cost a lot of money to both in lawsuits which could at the present time be easily avoided by getting the valuable information these experts are willing to give at these annual seed fairs.

* * *

The Ontario Agricultural College team which again this year have won the cup for all round judging at the Chicago Fair, against all comers, is an evidence of the kind of training even a grocer can get by just keeping his eyes and ears open and attending the lectures and even if you don't sell seeds the dressed poultry department will not only interest but educate you in the buying and selling of first-class poultry, and this year, when the quality has been so poor, on account, as some state, of the scarcity of feed, it needs a good buyer to pick out the sellers and leave the balance to shippers.

* * *

The sudden drop in the price of hogs has had a depressing effect on some of the farmers and buyers, but between you and me, the pork stores have not shown any inclination to give us that roast of pork any cheaper. We are still paying the old price.

* * *

The latest thing in Guelph is a chop suey restaurant run by Chinese and called the New York Restaurant. They might have called it "The Guelph," as for all some of us know about New York, and there are not many Yankees here.

* * *

Saturday's market was quite flat, compared with what it should be. Fresh eggs are still scarce at 32c. The police raided the potato department and weighed the potatoes. Over half were over weight but a few were short weight. The weights ran from 83 to 110 lbs. Those who had the short weight were warned. There is a big glut at the present time in fall apples, but spies and good winter apples are bringing a good price.

C. T. Hicks, the Paisley St. grocer, has returned, after a pleasant trip to Buffalo and other American cities.

* * *

John Martin, clerk in the grocery store of Johnston & Co., on the Elmer Road met with a rather peculiar accident last week, his hand being cut so severely that five stitches were necessary to close the wound. The victim of the accident was endeavoring to open the door which was stuck, when his hand went through the glass.

* * *

A. M. McLean has sold out his grocery business on the Elora Road to Mrs. John Little, widow of our late Deputy Postmaster. Mrs. Little has taken into partnership her brother, J. Costigan, who has been head clerk for W. H. Fielding for some time and who will manage the business for her. Mr. McLean will continue his very extensive tea business. It is a good stand and the new firm of Little & Costigan ought to do well as both are well known and popular.

* * *

The many friends of Mr. Wm. McCrea, who was head clerk at the J. A. McCrea & Son's branch store, and latterly manager for Mr. McLaren, will be glad to learn that he has accepted a position with W. H. Fielding, Elora Road. "Mac" is a hustler, and is now a correspondent for The Canadian Grocer, for which he has written a number of interesting articles.—Guelph Mercury.

* * *

The grocery business on the market square formerly owned by Wm. Gibson, has been bought by A. C. Chiswell, who will continue it as a cigar store, newsstand and stationery store.

* * *

The Retail Merchants' Association has decided to take a prominent part in the coming municipal elections this year, not so much in the way of placing candidates in the field as of endorsing such of the candidates as the merchants feel would make good capable aldermen. The executive committee were entertained to lunch at the Royal on Friday night last week by Alderman R. E. Nelson.

* * *

J. Wilson, who formerly ran a grocery business on Waterloo Ave., but who has been in business in Mitchell for the last three years, has returned to the city and purchased the business on the corner of Elizabeth and Queen Sts. from A. D. Stephenson and will continue it. Mr. Wilson thinks Guelph is O.K. as a grocery town.

* * *

If the City Council in passing market by-laws to benefit the public would, instead of trying to keep the grocers off the market till after 10 o'clock, keep the public off and allow the grocers to do their buying first, as they do on the fruit market, the public would not have to pay such long prices as they are doing for some of their household necessities. The grocer has got to and does pay at a price that he can sell as cheaply as they do on the market and he has to have the goods at any price as well. As it is now, the public go in and bid up the prices and the farmers are not slow to see their advantage and we all have to pay more than the goods are worth. Then again, the public do not have the same chance to get back at the farmer if the goods are not up to the mark, which is often the case. They cannot take it back and demand their money like they do in grocery stores and there are lots of other reasons also why these by-laws should work the other way and save the public from themselves. As it is now, it is they who have to pay the Piper, not the grocer.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Dec. 5, 1907.)

Christmas trade is reported quite active in city and country, and the jobbers houses are feeling the effects of the stimulus given business by the holiday demand. The arrival of snow and cold weather last week has given an impetus to all classes of business.

It is believed that the general advance in prices which has been the feature of the past year in the grocery market, is about at an end, and in some lines there is an evident tendency towards a reaction. For this reason the shrewdest grocers are not stocking too heavily.

CANNED GOODS—There are no new features in the canned goods market. The demand continues light, owing to the high range of prices. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 09	2 04
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 59½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, l.s. "	2 93	2 88
2's Lombard, l.s. "	3 03	2 98
2's Greengage, l.s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syruph "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" " 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Rasyberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 59
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " "	1 90
" 3 " " " "	2 50
" 1 " tomato sauce, per case	2 50
2 " " "	1 90
3 " " "	2 50
1 " Chili "	2 50
2 " " "	1 90
3 " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can, Co.) per doz	3 25
" turkey "	3 25
" chicken, per doz	3 30
" turkey "	3 30
duck "	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's, "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Luncheon tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 30
" " ¾'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	5 75

SUGAR—

Montreal and B C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" " in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " " sacks	4 85
B C. qunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2's " "	5 05
" hard pressed lump, 25's, per cwt	6 15
" " " half bbls., per cwt	6 90
" icing	5 80
" bar sugar	5 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ "	0 33
" 5 gal. bsts., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz,, per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails.,	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS—When the next shipment of seeded raisins arrives about the middle of December, the prices quoted below (for immediate shipment), will be reduced ½ cent on the 16 oz. packages, and ¼ cent on the 12 oz. There is a general tendency towards lower prices in the dried fruit market. We quote.

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 [illegible]
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 09½
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 12
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09½
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 05
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15½
Pears, choice (halves), per lb	0 13½
" standard "	0 11
Plums, choice (dark pitted) per lb	0 14
Nectarines, choice	0 11

NUTS—The market is firm with no notable changes.

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
Walnuts, new, Grenobles, per lb	0 1
" " Marbots "	0 1
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 25

COFEE—Whole roasted Rio is quoted at 11¼c, and ground at 12¼c. The market is weaker.

COCOANUT—There has been a considerable decline in cocoanut feather strip now being sold at 16½c and shredded at 16c.

CEREALS—Oatmeal is steady since the slight decline noted last week. We quote:

Rolled oats, 80 lb sacks, per 80 lbs	3 15
" 40 " " 80	3 20
" 20 " " 80	3 28
" 8 " " 80	3 55
Granulated oatmeal, per sack	3 75
Standard, per sack	3 75
Cornmeal, 49's, per sack	0 95
Pot Barley, per sack	2 80
Pearl " "	3 85
Pearl " per ½ sack	1 95
Split Peas, per sack	2 75

BUTTER—There is not much dairy butter offering this week. Produce houses are selling to the retail trade at following prices: No. 1 dairy in tubs, 27c; No. 1 in bricks, 28c; No. 2 tubs, 25c; bricks, 26c; cooking butter, 23c. Creamery is selling at 30c to 35c per lb., according to brand and quality.

EGGS—Large shipments of eggs have been brought in from the South and from Ontario. Retailers are buying at 26c to 28c per doz.

POULTRY — Manitoba chickens, geese and ducks (drawn) are selling at 13c, and Manitoba turkey at 16c per lb.

MISCELLANEOUS.

WRITE or phone J. Howell James before fitting up your new store or making alterations; all work given my personal attention. 333 Lippincott street, Toronto. Phone N. 4443. (52)

A $40,000 SALARY !

There is a fascinating story in the November number of The Busy Man's Magazine. It's a true story, telling how a young man who started at $12 a week came to be drawing such a salary before he was 30 years old. It is a story, thrilling with interest to every man and woman, particularly to the young man with life stretched out before him. Would you like to read it ? **OUR SPECIAL OFFER ENABLES YOU TO DO SO ENTIRELY FREE.**

THE BUSY MAN'S MAGAZINE

Is a Review of Reviews for Busy Men and Women.
The brightest and most complete magazine published.

Every month its Editors read all the leading magazines and periodicals, both English and Foreign. From this enormous mass of current literature the very Cream is selected for and printed in The Busy Man's Magazine. Everything that's really worth while gets into the Busy Man's; the most brilliant articles on topics of the time; the most thrilling short stories; the sayings of the wisest of the wise and the wittiest of the witty. Besides which, a list of the most important books as they come out and finally a most comprehensive classified index of the contents of all the leading magazines, conveniently arranged, makes every copy of the Magazine a reference index of periodical literature. **It is invaluable for Business and Professional Men, who must keep up with the times or fall behind, and above all for the ambitious young men and women anxious to attain success.**

For less than Four Cents a week—$2 a year—you may have this Magazine delivered to you every month.

SPECIAL OFFER

TWO MONTHS—NOVEMBER AND DECEMBER—FREE.

To all subscribers who send an order for the 12 months of 1908 we will give the numbers of the Magazine for November and December free as long as the supply lasts. Order The Busy Man's as a Christmas present. It is the biggest and most useful $2 worth you can give. Its arrival is a monthly reminder of your generosity.

CUT OUT THIS COUPON AND MAIL IT TO-DAY.

The MacLean Publishing Co., Ltd.

JOHN BAYNE MACLEAN, President

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And sixteen daily and weekly newspapers.

The MacLean Publishing Co.,
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Please send at once to the address below The Busy Man's Magazine for November and December, 1907, and enter me as a subscriber for all of 1908. I will remit $2 to pay for same.

Name.....

Address.....

C. G.

We will pay as high prices for exclusive Canadian news, specials and short stories as do any of the big New York and London Publishers. Manuscripts wanted for scientific and technical books.

WHAT TO DO IN DECEMBER

Pertinent Hints for the Year's Busiest Month.

Ideas for Increasing the Holiday Trade.

"Haven't time to do anything but look after customers this month," you will probably say, and considering that for the grocer as well as for merchants in various other lines, December is the busiest month of the year, this is to a large extent true. There are a good many things, however, which may help you to look after the customers, or which may bring more customers into your store, which you probably have not thought of.

In the first place, have you made all the plans to handle the big handful of business which is sure to come to you with a rush in a couple of weeks? Have you arranged for special delivery service? Have you secured the extra help you need? If not, these matters should be attended to at once. If neglected, they'll crop up later at some moment when you have a good deal less time to think about them and will mean a good deal of unnecessary worry.

Then what about store decoration for Christmas? If you have never done it before, try it this Christmas. Something out of the ordinary always attracts, perhaps out of mere curiosity, but when you get people into your store you are always bound to make sales. If you don't believe this, cover your electric light globes or your gas jets with red, or green tissue for some night next week, and see if it won't make a difference.

Green stuff—that is, clean and well selected stuff—always helps a store's interior, and its exterior, too. And if you handle holly, as many grocers do, and find it pays well, don't be afraid to use this profusely in decorating. It will give a holiday air to the store that will simply make people want to come in. A show card with the price would help to sell this cheery stuff. You might have one made like this:

HOLLY FOR CHRISTMAS.
Give Your Home a Holiday Air —Our Holly is Fresh and Bright. It is Priced at .....

Some grocers we know in the smaller towns make an arrangement with the city florists at Christmas time and supply their customers with Christmas bloom at a mighty good profit.

One thing you won't forget surely, is to fill your window with Christmas goods. String a line of bulging stockings of various sizes and colors above your display of nuts and raisins and oranges, and get the youngsters looking in. If you can get the little folk interested in your store you've found a pretty straight path to the hearts and pockets of their fathers and mothers. And don't let this window remain the same for more than a couple of days. Get people into the habit of looking in to see what's new as they pass. They'll do it if you keep things bright and change them often.

Have you ever tried pushing a line of high grade confectionery as an addition to your staple lines, for the holiday season. In many small towns really good chocolates cannot be ordinarily secured. In others only the drug stores handle them. Here's a good paying line for the grocer. Let the young men in town know that you are handling really good goods and that a pound box would make a particularly acceptable present for a lady friend.

There are other ways of stimulating your Christmas confectionery trade. Your customers should never come down on Christmas Eve, as many of them do, to buy candy with which to stuff their children's stockings. One enterprising grocer sent the following suggestion, printed on a post card, to the better class of his customers a week before Christmas, and got excellent results:

"Dear Madam: We are now taking orders for Christmas candies in order that we may be able to give our customers the very best service and best of goods when the rush commences. All orders placed with us now will be delivered the day before Christmas or Christmas Day, as you desire.

"We handle a complete line of Lowney's, Webb's, and other well known makes.

"The goods that we sell for Christmas delivery will be brought fresh from the factory the day they are delivered and we will guarantee them to be fresh and delicious.

"The enclosed postal card, filled out with the amount and kind desired will receive our most careful attention and the order will be delivered when and where you request."

Here's another suggestion which you might use to help the perplexed gift buyer, and one which should appeal particularly this year, with its scarcity of money. You might use it in an advertisement or in conversation with your customers. Suggest to a young man whom you know isn't too well blessed with cash, that a bag of nice Spies or a barrel of sugar would be a more sensible present for his mother than jewelry or fancy china. This idea might be extended in ways which will occur to you. A show card somewhere in the store would often furnish the suggestion. Wouldn't a careful man be likely to think twice if he saw something like this:

BUY USEFUL GIFTS.
Just Now When Money is Scarce, it Pays to be Careful.
Why Not Give Groceries?
We'll Make Suggestions for You.

Don't heave a big sigh of relief at midnight on Christmas Eve and take it for granted that the big rush is over. There's more than another week of holidays after that and during that time your customers will be having visitors galore and there will be huge batches of new pies and cakes and puddings made. All this means more groceries and by keeping your store service and delivery just as satisfactory the week after Christmas as it was the week before, you will be able to continue the harvest. Keep going, if necessary, till pretty near the last hours of the old year and then after a day's rest you will be able to take business a little easier and to devote some time to your new resolutions.

SELLING SHORT POTATOES.

Retail Merchants' Association Takes Action Against Local Peddlers.

Toronto grocers have long been seriously troubled and inconvenienced by the peddling nuisance. Peddlers are rightly considered a "nuisance" as far as the grocery business is concerned. Not only do they directly injure a certain proportion of a grocer's proper trade, but by means of inferior goods and wrong measurements they often place the grocer in a bad light. For instance, a customer, having purchased something from a peddler, subsequently visits her grocer, finds that he sells apparently the same article at an enhanced price and then concludes that the grocer has been holding her up for the difference in the two prices. The customer never realizes that it is really the peddler who has got the better of her through inferior weights or such causes.

The Toronto Retail Merchants' Association at a recent meeting took action to remedy just such a flagrant abuse. It has been discovered that city peddlers have been selling bags of potatoes, well filled and apparently good measure, for 15 and 20 cents less than the grocer. The result has been most injurious to the grocers. In reality, the bags of potatoes sold by peddlers generally average a little over 60 lbs., while the grocer always sells 90 lbs. to the bag. To obviate this abuse, the grocers' section of the Retail Merchants' Association are trying to have a measure introduced at the next session of the Legislature to make 90 pounds the fixed legal weight for a bag of potatoes. Meanwhile, for the protection of the public, they are drawing attention to the facts of the case by placards in grocers' windows all over the city.

D. C. Alexander, of James Alexander & Co., Montreal, has sailed for Europe.

C. H. Colson, of C. E. Colson & Son, Montreal, was in Toronto during the week.

J. C. Gardiner, of Sugars and Canners', Limited, Montreal, has returned from a successful short trip to western Ontario.

Nicholson & Bain have space to let in their Calgary warehouse, and eastern manufacturers desiring warehouse accommodation in Calgary could, no doubt make arrangements with them. The warehouse has track facilities.

Delays are Dangerous

and that's the reason we advise you to take advantage of these bargains.

Filberts, in shell	10c. per lb.
Tarragona Almonds, in shell	13c. per lb.
Grenoble Walnuts, in shell	14c. per lb.
Bordeaux Walnuts, in shell	11c. per lb.
Shelled Walnuts	25c. per lb.

Here's a special in FIGS and DATES just to tempt you, even though you have placed your orders before:

6 Crown, 2½-inch 4 row 10-lb. boxes	9c. lb.
Finest Hallowee Golden Dates	4¾c. lb.

SALMON.—Good grades are scarce. We have just landed a couple of cars:

Regal, finest Fraser River, Sockeye Talls	182½	Dozen
Silver Moon, nice Red Fish, do	145	"
Cock of the North, nice Red Fish, do	145	"
Salad, Pinks, do	100	"

Some PEELS did not turn out well this year, but we have "YORK" that is beautiful quality:

Lemon	11¼c. per lb.
Orange	11½c. per lb.

You can, of course, buy cheaper grades, but this is fancy stock.

ROLLS PAPER ..... ***3½c. per lb.***
Sizes 12 to 30 inches.

PAPER BAGS.—Our stock is too heavy and it would be to your advantage to find out the discounts we are allowing.

PRUNES.—Blue Ribbon, Santa Clara Valley

70/80	25s	7¾c. per lb.
70/80	50s	7½c. per lb.
80/90	50s	6¾c. per lb.

TERMS: NET 10 DAYS.

Canada Brokerage Co., Limited

9 Front Street East, - Toronto

Mince Meat For Your Xmas Trade

should be ordered well in advance. Your jobber can supply you with

Armour's Imperial Wet Mince Meat

In Pails, Half Barrels and Barrels. And

Armour's Savoy Condensed Mince Meat

In 12 oz. Cartons, Packed in Cases of Three Dozen.

Armour's Mince Meat has that "COME AGAIN" quality which means increased sales and profits for all grocers handling it.
Induce your customers to buy Armour's Mince Meat and (they will) buy and buy and by and by, they will always buy Armour's.
Send orders to your jobber, or direct to us. In the latter case, be sure to mention the name of jobber you desire goods to be shipped through.

Armour, Limited

77 Front St. East, - - Toronto

Special Xmas Offer
5% Extra Cash Rebate

Below you will find a coupon which entitles every Retail Merchant in Canada to an extra 5 per cent. Cash Discount off usual prices. Cut out Coupon (which is good only till December 31st, 1907) and order **not less than one dozen Zam-Buk** but as much more as you like, and mail Coupon to the Zam-Buk Co., 58 Colborne St., Toronto. Your order will be passed on to your wholesale house by the Zam-Buk Co., who will send you by return a Cash Rebate of 5 per cent. on the net value of Zam-Buk ordered.

Order as much as you can and **Order Now** for this offer will not be repeated.

COUPON December 1907

To the Zam-Buk Co.,
58 Colborne Street,
Toronto, Ont.

Gentlemen,—

Please forward me through my Wholesale House Messrs..... in accordance with special offer made in Canadian Grocer, (State Quantity) .....Zam-Buk at $4.25 less 5 per cent., 30 days. Please remit me by Express order $..... being 5 per cent. SPECIAL DISCOUNT on net cost of above order.

Signed.....

Date..... Address .....

.....

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

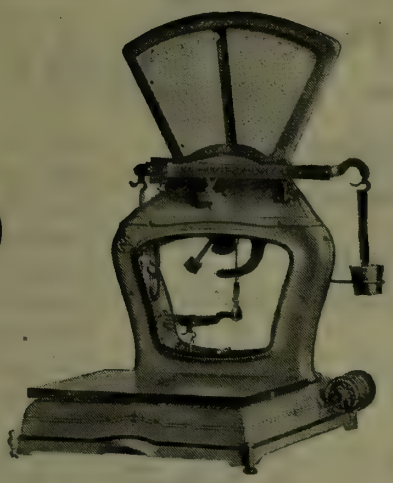
It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

EXPERIENCED

AGENTS WANTED

100 lbs.



Scale No. 70.

The only Springless

AUTO MATIC

SCALE MADE

Our travellers are out now with a full line of samples. A postal card will bring them to you.

STIMPSON COMPUTING SCALE CO.

351 HOMER ST. Vancouver

332 Garry St. WINNIPEG, MAN.

Calgary Edmonton

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East *WINNIPEG, MAN.*

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

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OUR AIM IS QUALITY.

That is why we make

"Young-Tom"

Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The YOUNG-THOMAS SOAP CO., Limited

REGINA, CANADA

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Windsor Bacon

Sometimes called so but better known to the trade as

BACK BACON

We have been unable to supply the enormous demand for this line of Bacon. So popular has it become among the Bacon loving people. We have made arrangements to increase our output of it, anticipating an increasing demand for the holiday trade and can take care of your orders promptly.

F. W. Fearman Co.
Limited
Hamilton, Ont.
All meats government inspected.

At Breakfast Time

many a man is liable to be irritable. If his ham or bacon hasn't got just the tenderness and flavor it ought to have, he tells his wife not to get any more of "this stuff" but to try "another grocer." A case of the sins of the packer being visited on the grocer. However, it shows you can't be too particular about the brand you handle. It's a wise grocer who handles

CORONA BRAND

HAM AND BACON

It is the brand which never fails to please.

We have no retail stores.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

Loosening the Tight Money

in many cases, merely means showing the holder of the wad where he can enjoy himself a whole lot by spending a little. On this well known principle the grocer who introduces his customers to

"RYAN" BRAND

provisions does himself and his customers a favor. Show your customer "Ryan" quality. Let him, but take the flavor of our goods, and you are sure of a steady customer for "Ryan Brand." "Ryan Brand" is Government Inspected.

Why not write to us about the matter of margins?

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Few holders of September cheese can be tempted by any price under 13c, and even at this figure offerings are not numerous. Those who have a stock feel that there is going to be a price for it, and they believe that if they wait they will be rewarded with better figures than are obtainable at the moment. At 13c, however, some sales are reported, though not large lots.

A firmer undertone characterizes the market this week, and it is likely that this feeling will be maintained. A decline is not considered within the range of possibilities. The make is not much, and receipts are consequently light, especially when they are compared with the figures representing the arrivals for the same period last year.

Stocks held in Montreal are variously estimated from 100,000 boxes to 160,000 boxes, but a conservative estimate would place the holdings at about 135,000 to 140,000 boxes, while it is generally conceded that the holdings all over Canada do not amount to more than 225,000 to 230,000 boxes. It is readily admitted that stocks held here at present are very much lower than they were one year ago.

More or less inquiry is reported from the other side. Orders are not coming in very quickly, though they are not expected to be good at such a dull time of the year for the cheese and butter men. Parties asking for prices are quoted from 12¼c to 12½c for October cheese, while 13c is the lowest quoted for September, with offerings light, as stated in the foregoing.

Receipts of cheese last week amounted to 6,487 boxes, against 19,853 boxes same week last year. Total receipts for the season amount to 2,045,552 boxes, compared with 2,334,969 boxes same period 1906.

Last week 518 boxes were exported, 55 of which went to South Africa, the remainder being forwarded to England. This brings the total exports for the season up to 1,973,417 boxes, against 2,227,838 boxes in 1906.

Prices quoted for butter have eased slightly since last report, but there has been a firming up in the market and it is possible that higher figures will rule within a few days. As much as 29c is quoted for held stock, good grass butter, but current receipts are selling at figures around 26½c to 27c, and sometimes 27½c.

Dealers do not anticipate any lower prices. The make is falling off with the advance of the season, and as stocks are none too large it is but natural that good prices should become better. After the middle of this month the amount of butter turned out by the creameries will not amount to much.

Held butter is not offered freely, dealers preferring to sell fresh arrivals. The grass butter, all late fall makes, keeps much better than the current receipts, and there is naturally a greater demand for it. In anticipation of higher prices it is a natural inclination on the part of dealers to desire to hold good keeping butter on the chance of obtaining a better margin of profit. This is particularly so when they are assured of a ready market for the butter at any time, at prices which will certainly cover them.

Irish factories are still on the market, being quoted at present around 25c to 26c. Some Siberian arrived the middle of the week which is selling at an advanced price. As much as 26½c to 27c was asked. Very few rolls have found their way onto the local market of late. This grade is consumed as rapidly as it is made in the smaller centres of population, particularly in Ontario. What was offered brought 25c to 26c. Dairy continues as scarce as ever with prices around 26c.

During the week 4,663 packages of butter were received, against 5,222 packages same week in 1906. Total receipts since the opening of navigation amount to 391,099 packages, against 585,044 packages same period last year.

THE PROVISION SITUATION

The past two weeks have been rather bewildering ones for Canadian packers. With the disastrous and continued slump of the American markets, the local situation has been exceedingly precarious and although the conditions here have not been so serious as across the line, the market has been away off, and there has been doubt as to what would happen next.

The English market still holds waveringly at the stage reached in the recent drop. Danish "killings" were not more than moderate last week, aggregating 36,000, but the serious drop in American markets has been reflected pretty directly in Great Britain, something rather unusual.

The Canadian market, while still considerably off, is much better than at last week's report. Prices are slightly firmer at the lower level, and there seems to be some feeling of confidence present. Packers are saying nothing, but are making the best of a troublesome situation. Prices quoted are : F.o.b. at factory, $4.75 ; fed and watered, 30c higher, and on hogs off cars at factory, $5.25.

The peculiar condition existing in the American market is summarized in the following report from the New York Journal of Commerce :

"The early part of the past week was very active in the market for future hog products under the culminating raid of the packers in their bear campaign, which broke hogs over 2c per lb. in the past month. But at the decline farmers refused to sell freely, receipts declined sharply and the market recovered ½c the last of the week. This was due to the belief that the bear raid was overdone. Stocks are light, and though consumption has fallen off with the advent of hard times, it is believed that the situation has not yet adjusted itself to so radical a decline in hogs. At all events, products have only sympathized partially, though packers are making concessions to the public of 20 per cent. on hog products in some sections, while they have broken hogs 33 1-3 per cent. on the farmer, and they are making a bigger profit on packing than normal. Spot trade has not been improved, however, by the decline, as nobody has wished to stock up while financial conditions were unsettled and the packers still bearing the market for their own products. Exporters came in for meats more freely at the close of last week than for some time past, but since then they have been out of the market again, and they had previously supplied their nearby wants in lard and have been out of the market the past week for both."

MONTREAL.

PROVISIONS—There has been no material change in the situation since last week, prices remaining unchanged. Demand for lard is brisk, but supplies are not in every case sufficient to fill the wants of the trade. Heavy meats continue in demand.

Lard, pure, tierces	0 11¾	0 12¼
" 56-lb. tubs	0 12	0 12½
" 20-lb. pails, wood	0 13¼	0 14¼
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12½	0 13
" " 3-lb. "	0 12¾	0 13
Lard, compound, tierces, per lb.	0 09½	0 10¾
" " tubs	0 09¾	0 11¼
" " 20-lb. pails, wood	0 10	0 10¼
" " 20-lb. pails, tin	0 09½	0 10¼
" " cases, 10-lb. tins, 60 lbs. in case	0 09¾	0 11¾
" " " 5-lb. "	0 09¾	0 11½
" " " 3-lb. "	0 10	0 11¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 50	22 00
Canadian short cut clear	21 00	22 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The market this week is as steady as ever. First-class creamery is none too plentiful and it brings a good price. Dealers are holding on to such grass butter as they have in hopes of better prices. Current receipts are changing hands at prices quoted, and brisk trade is reported. Dairy is coming in a little more freely, according to some firms, who have lowered their prices slightly. The supply is by no means large, however.

Creamery, choice, boxes	0 27	0 29
" " pound prints	0 28	0 29½
Dairy, tubs	0 23½	0 25
Fresh large rolls	0 24	0 25

CHEESE—A fairly good demand is reported for cheese this week at prices which remain unchanged. Export business is slight, but little over five hundred boxes going forward last week.

Cheese, old	0 15½	0 16½
" new, large	....	0 13
" " twins	....	0 13½

CONDENSED

Mince Meat

in Cartons (11 oz. net)
to sell at

10c

and give the storekeeper a good profit.

We have tested this with all package Mince Meat on the market and find it a superior article. Write us for price, it will pay you, and the goods will please your customers.

The Wm. Davies Company
LIMITED
FACTORY. - - TORONTO

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.
Hamilton and Winnipeg

EGGS—Good trade is being done in storage eggs at unchanged prices. Housewives are using more than usual for Christmas baking and the grocers are ordering more freely. Prices have not changed during the week.

Selects	0 26	0 27
No. 1	0 23	0 24
Seconds	0 17	0 20

HONEY—Business is slight, and prices remain unchanged.

White clover comb honey	0 14	0 16
Buckwheat, extracted	0 07½	0 09
Clover, strained, bulk	0 11	0 13

POULTRY—Poultry is beginning to arrive in quantity, but demand has not yet been brisk. The stock which is arriving is not of the best, but dealers expect better from this to the end of the holidays, as demand should begin to eat up supplies on hand very shortly.

Turkey, per lb	0 10	0 12
Chickens and fowls, lb	0 07	0 09½
Geese	0 08	0 10
Ducks	0 10	0 11

TORONTO.

PROVISIONS—The big drop in hogs last week has had no apreciable effect on the local provision market, though slight decreases are recorded in some products. Hams are off about ½ cent. Supplies have improved. The cold weather has stiffened the demand and resulted in a better tone. Lard remains steady, though prices are not materially higher. Beef products are active. Venison is getting scarce and is not meeting with a very brisk demand.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14	0 15
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 11
Backs, plain, per lb		0 17
" pea meal		0 17½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 12
" tubs "		0 12½
" pails "	0 12½	0 12½
" compounds, per lb		0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	8 00	9 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 09	0 10½
Venison	0 09	0 10

BUTTER—The market has a stronger tone this week. No changes in prices are reported. Supplies are moving freely, principally from country merchants. The demand is better. No amount of foreign butter has arrived worth considering, and it is hardly likely that any large quantities will be received here.

	Per lb.	
Creamery prints	0 29	0 30
Creamery solids	0 28	0 29
Dairy prints, choice	0 26	0 27
" " ordinary	0 22	0 24
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—The egg market is stronger. The demand has been better. Supplies have improved.

WINDSOR SALT
Table, Dairy and Cheese Salt,
Fine and Coarse Salt.
Write for Prices.
TORONTO SALT WORKS
Agents for WINDSOR SALT

Eggs, candled	0 23	0 22
" selects	0 25	0 26
" limed		0 [illegible]

CHEESE—Cheese is selling brisker and has been more active than for some time. Prices remain the same.

Cheese, large	0 13	0 13½
" twins	0 13½	0 13½

HONEY — Honey continues very quiet. But little is being offered.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Fowl are not quite so plentiful. The demand is about the same. No changes are reported. Some fine, plump turkeys are on the market.

Live Weight.

Spring chickens, per lb	0 04	0 06
Old fowl	0 03	0 05
Ducks		0 06
Geese		0 06
Turkeys		0 10

Dressed weight.

Spring chickens, per lb	0 08	0 10
Old fowl	0 05	0 06
Ducks	0 08	0 10
Geese	0 08	0 10
Turkeys	0 10	0 13
Squabs, per doz	2 50	3 00

REGULATIONS SOMEWHAT MODIFIED.

Department Changes—Meat and Canned Goods Act in Kent and Essex.

As was forecasted in this paper last week, the Department of Agriculture has, in consequence of the peculiar climatic conditions of the western counties, Kent and Essex, somewhat modified the regulations there with respect to the inspection of dressed hogs. Arrangements are being made for the inspection at various shipping points in these counties of the dressed carcasses of hogs with the head, heart, lungs and liver attached, destined for packing establishments in which inspection is maintained under the Meat and Canned Goods Act. In fixing the points of inspection, the department states that regard will be had for the convenience of the shippers and the extent of territory that may be served by each point of inspection.

As the change in the mode of inspection will necessitate the appointment of additional inspectors, an examination of qualified veterinarians who were applicants for the positions, was held in Chatham on Nov. 30, Dr. S. H. Ward, of the department staff, presiding.

This procedure will, no doubt, lessen some of the strenuous objection which has been noticeable since the Act has gone into effect.

Whether or not St. Charles cream is all the makers claim it to be is left for the consumer to judge after having sampled it at Carsley's or Scroggie's, Montreal. St. Charles cream, family and hotel size, is being demonstrated daily in both of these departmental store, in the grocery department. W. H. Halford, Montreal agent for the company, is looking after the interests of his firm in earnest. He has two demonstrators at work, Miss McLaurin, at Carsley's, and Mrs. Cregeen at Scroggie's. Attractive souvenir buttons are being distributed.

Clark's Mince Meat Is Selling Now

Everywhere good Mince Meat is sold you will find **Clark's.**

It is prepared scientifically from the purest and best ingredients, and satisfied customers are gained through selling it.

CLARK'S MINCE MEAT

is sold in hermetically sealed tins, pails, barrels and half barrels.

INVEST ONE CENT IN A POSTAL INQUIRY.

WM. CLARK - MONTREAL

Manufacturer

ALL GROCERS

should study their customers by selling

O'MARA'S

NOTED **HAMS**

BACON

LARD

HAVE YOU TRIED THEM?

If not, do so at once and you will never use any other.

Under Government Supervision.

JOSEPH O'MARA

Pork Packer, PALMERSTON

PROOF QUICKLY FOLLOWS!

The reason why we do not fear to state that

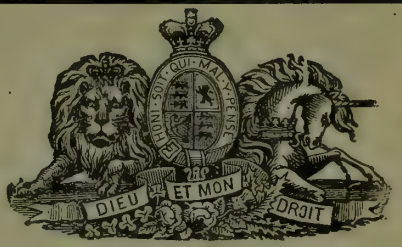
Horseshoe Brand HAM AND BACON

will please your particular customers, is because we know that as soon as you begin to sell it, your increased sales will be the proof of our truthfulness. Why not place a trial order?

JOHN DUFF & SON

Hamilton, Canada

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. The public demand will be brisk very shortly.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitch-ll's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

Bode's
Buster Brown
Gum

To assist the grocer in selling **Buster Brown** Gum we have inaugurated a prize competition, giving each boy or girl saving the eleven letters (one letter to each one-cent package) forming the words **B-U-S-T-E-R B-R-O-W-N**, a handsome watch.

This competition has already created a strong demand for this popular brand, and progressive grocers all over Canada are stocking **Buster Brown** Gum to meet this demand, and at the same time reap the large profits obtainable on this brand.

If you are not yet supplied write us. It will pay you. Your competitor will take advantage of this opportunity if you do not.

THE BODE'S GUM CO., LIMITED
MONTREAL

Trade Winning and Profit Bringing Pernot Biscuits for Christmas

It is well enough to push extra fine and fancy biscuits for the Christmas trade, but it pays still better to sell them if there is good profit in the brand.

That is the beauty of **Pernot's Biscuits. Quality** for the consumer; **Profit** for the grocer.

Let us explain further. Better still send us an order. We guarantee satisfaction on your part and on the part of the consumer.

Leon Fontanel & Co.

4-6 St. James St., MONTREAL
20 Reaumur St., Paris (France)

FLOUR

is an article which you cannot be too particular in selecting. Remember, your customer appreciates it, if you sell her a brand which gives her the greatest value for the least expenditure. That's why it'll pay you to look into

BUDA FLOUR
"The Flour of Quality"

It's a blended flour. Western wheat of the first grade is blended with Eastern wheat of the same grade, by a man whose experience in blending extends over half a century.

THE GROCER'S PROFIT IS A1.

Write now for lowest prices!

J. B. HARTY
PICTOU, N.S.

Sales Manager for the Maritime Provinces, Province of Quebec, Newfoundland, West Indies.

Car Lots, Assorted or Straight.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CEREALS AND CONFECTIONERY

Grain Markets Are Dull With Flour Somewhat Easier—Western Wheat Arriving Very Freely, Though in Poor Grades.

The easier feeling in the grain markets noted last week continues and this condition has spread to the Eastern Provinces. Business generally is, however, somewhat dull with no sign of an immediate recovery.

Manitoba wheat is coming forward somewhat more freely, though arrivals grade very poorly and are not at all satisfactory to Ontario and Eastern millers.

Oats, also, are arriving more freely, and they, too, are of questionable grade. Local stocks, however, which have been held, are being opened, and manufacturers are using largely from these.

Wheat inspections at Winnipeg continue to make a very unsatisfactory showing, Saturday's total of 294 cars of spring wheat containing but 13 cars of No. 1 Northern and only 40 of No. 2. The absence of No. 1 hard is becoming rather alarming. Saturday's complete returns were: No. 1 Northern, 13 cars; No. 2 Northern, 40 cars; No. 3 Northern, 86 cars; No. 4, 38 cars; No. 5, 35 cars; No. 6, 15 cars; inferior wheat, 67 cars. There were also 11 cars of winter wheat. A year ago 285 cars were graded.

World's shipments of wheat during the past week were estimated at 9,345,000 bushels, compared with 8,540,000 the previous week, and 10,410,000 in 1906. America continues to contribute the major proportion of the total.

The visible supply of wheat in Canada and the United States increased 1,523,000 bushels, compared with a decrease of 88,000 in 1906. Corn decreased 310,000 and oats 52,000.

Stocks of wheat in store at Fort William and Port Arthur decreased 1,168,000 bushels during the past week.

MONTREAL.

FLOUR—Flour is dull. Prices have not changed since last report, nor are they likely to fluctuate for the time being.

Winter wheat patents	4 70	5 50
Straight rollers	4 60	4 80
Extra		4 10
Royal Household		6 10
Glenora		5 50
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10

ROLLED OATS—Considerable difference is noticeable in the prices given by different houses. Some holders have stocks which are too large to be carried and they are getting rid of what they have at any price. The result is that jobbers have sold as low as $2.95 for 90s. The average price will be found between the two figures quoted.

Fine oatmeal, bags		3 40
Standard oatmeal, bags		3 40
Granulated " "		3 45
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	3 00	3 15
" 80-lb. bags	2 75	2 90
" bbls	6 25	6 60

FEED—Brisk demand is reported for feed, at unchanged prices.

Ontario bran	22 00	23 00
Ontario shorts	24 00	25 00
Manitoba shorts	25 00	27 00
" bran		23 00
Mouillie, milled	26 00	31 00
" straight grained	27 00	33 00
Mill feed	1 50	1 55

TORONTO.

FLOUR—The easier conditions of the last week continues and business is comparatively dull. A slight drop in Ontarios was noted last week. This week Manitobas are quoted a few points lower.

Manitoba Wheat.

60 per cent. patents	5 60	5 80
85 " "	5 35	5 40
Strong bakers	5 10	5 15

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 10	5 40
Blended	5 25	5 30

CEREALS—There have been no changes since the decline noted last week. Western oats are still unsatisfactory, but the local supply seems to be slightly freer.

Rolled wheat in barrels, 100 lbs	3 00	3 15
Rolled oats, in wood, per bbl		6 65
" " in bags, per bag 90 lbs	3 00	3 20
Oatmeal, standard and granulated, per bbl		6 65
" " " " in bags, 98 lbs		3 40

THE YEAR'S GRAIN CROP.

Estimate of Total Northwest Yield by Western Authority.

A circular has juts been issued by F. O. Fowler, secretary of the Northwest Grain Dealers' Association, in regard to the total yield of all grain in the Canadian Northwest. Coming from one in close touch with actual conditions, it may be considered more or less accurate.

According to his estimate, the total yield for the year is approximately 163,936,500 bushels. The average yield of wheat per acre is calculated to be 12.9 bushels. The estimated acreage of wheat is 5,013,544, which makes the total wheat yield 64,675,000 bushels. This is not quite up to the best expectations, but must be considered as highly satisfactory under the circumstances.

Mr. Fowler estimates the oat yield per acre at 34.3 bushels. With an estimated acreage of 2,373,030 bushels, the production of this grain aggregates 81,395,000 bushels.

D. M. Ridley, Manitou, Man., has sold his confectionery to W. G. Richard.

Louis Quintal, Vercheres, Que., who has been in the baking business, has made an assignment.

J. E. Adams, baker and confectioner, Winnipeg, has sold his branch store at the corner of Gertrude and Pembina Sts.

Why Is a Grocer

prosperous or otherwise? Because he does, or he does not, handle goods which give real satisfaction. You can't be too careful about the quality of each article that passes over the counter. If the customer is disappointed she always blames you. And she always commends you when you sell her

Mooney's

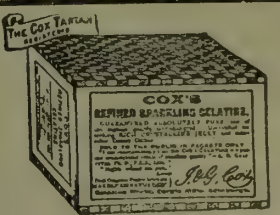
Perfection Cream Sodas

It's easy to see why Mooney's Perfection Cream Sodas are the very acme of perfection in material, in mixing, baking and packing. Fresh and crisp when bought, they retain their delicious crispness down to the last cracker in the package.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P Tippet & Co., "

J.&G. COX Ltd.
Gorgie Mills
EDINBURGH

ST. JOHN TEA IMPORTS.

Customs Reports Show Larger Quantity Than Other Canadian Cities.

Some weeks ago an article in these columns took up the question of the appointment of a tea inspector for Montreal. Voicing the opinions of the brokers and merchants of that city, an inaccuracy was inadvertently published which was rather unjust to St. John, and to which our attention has been drawn in the following letter. It is self-explanatory:

Editor Canadian Grocer:

In your issue of the 8th inst, under the heading "Montreal Wants Tea Inspector," a paragraph states: "One tea man voices the opinion of the majority when he says there is more tea brought into Montreal—either for use here or for shipment to other parts of Canada—than is received in all other cities of the Dominion put together." If this was the opinion of one man alone the assertion might be allowed to pass without comment, but as apparently it "voices the opinion of the majority." The assumption is so obviously wrong that it calls for correction. For this purpose I submit a comparative statement of the quantity of tea passed by the customs in the cities of St. John, Montreal, Toronto, Vancouver Winnipeg and Halifax—the chief tea importing centres in Canada—for the twelve months ended June 30th, 1907:

	Lbs.
St. John	7,235 947
Montreal	5,414,640
Toronto	5,383,207
Vancouver	1,852,718
Winnipeg	1,793,300
Halifax	1,123,738

I believe the above statement, taken from the official figures, will clearly show the incorrectness of the assertion that Montreal is the largest tea importing centre in the Dominion. It is easily one of the leaders, and for that reason is certainly entitled to prompt recognition of its claim for a tea inspector. Indeed, it seems rather surprising that the pressure of such a claim is at all necessary.

Yours truly,

E. A. SMITH.

St. John, N.B.

TRADE NOTES.

W. R. Power, Seeburn, Man., has sold his general store.

Bastien & Frere, grocers, Montreal, have dissolved partnership.

Robt. Fallis, Toronto, has sold his grocery business to John Giles.

T. G. Ballantyne Atwood, Ont., has sold his grocery to W. J. Powell.

W. C. Allen, Canora, Sask., has sold his grocery stock to W. H. Thompson.

H. Emmerton, Ripley, Ont., has taken over the grocery business of Wm. H. Bell.

J. A. Mathieu, general storekeeper, Montcerf, Que., has made an assignment.

A. Charbonneau, Belocil, Que., who has been conducting a general store, has assigned.

D. Gillmore, of Chate & Sanborn, Montreal, was in Toronto last week on business.

G. E. Agnew, who has been conducting a general store in Minitonas, Man., has assigned.

The stock of the general store of A. & C. Le Vasseur, Fanneystelle, Man., has been sold.

W. G. Fraser, Minnedosa, Man., has taken over the general store business of Black & McKay.

Faas & Crawford, Creston, B.C., are succeeded in the general store business by the Creston Mercantile Co.

Geo. Soskin, who has been conducting general stores in Waubaushene and Victoria Harbor, Ont., has assigned.

Arch. Snowden, of Snowden, Forbes & Co., Montreal, was a caller at The Grocer's Toronto office last week.

Frank Creed, representing the F. F. Dalley Co., returned from an extended trip to the coast this week with reports of satisfactory business.

The Imperial Syrup Company, Montreal, has purchased the large factory building situated at 29-31 Vitre St. W., and will equip the place with the most modern machinery for their business. The price paid was $30,000. It is likely that the company will manufacture some new lines when they get settled in their new premises. Accommodation at the present offices and warehouse, Grey Nun Street, have been outgrown.

The Laing Packing & Provision Co., of Montreal, has just issued a splendid wall calendar for 1908, the first by the way, which has come to us. The calendar is beautifully lithographed, showing reproductions of the works and also of the firm's products, in natural colors. From the standpoint of utility this calendar will be very useful, for its figures are large enough to be easily read at a distance. Our subscribers may secure a copy of this calendar by writing to this firm in Montreal and mentioning The Canadian Grocer. Drop them a post card.

If it wasn't for one man trying to outdo another, where would we get the stimulating influence of what we call ambition?

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency

313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.
MONTREAL, CANADA

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL **BOLTON, ONT.**

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

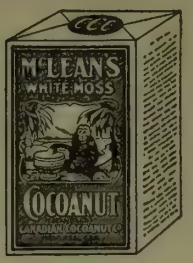
Receivers and Shippers of Flour and Grain.
Importers of Foreign Products.

125 St. Peter St., QUEBEC.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

Grocers' Sundries
Bakers' and Confectioners' Supplies



"White Moss" Cocoanut

Fourteen long years have proved its merits.
We get larger orders, and more of them each year.

CANADIAN COCOANUT CO.,
613-619 Lagauchetiere St. W. MONTREAL
J. ALBERT McLEAN, Proprietor

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Real, undeniable superiority, in quality, flavor and strength, have made

Mott's

"Diamond" and "Elite" brands of

Chocolate

the favorite with practical Canadian housewives.
This is a good argument for your selling them.
All jobbers.

John P. Mott & Co.

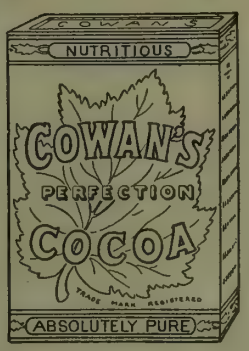
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor	R. S. McIndoe	Jos. E. Huxley	Arthur Nelson
Montreal	Toronto	Winnipeg	Vancouver

Cowan's Cocoa and Chocolate

is the perpetual "BEST SELLER"



PURITY

is a characteristic of Cowan's Cocoa and Chocolate; and another characteristic is that flavor which is at once the envy and despair of other manufacturers. These points make Cowan's the name for unfailing

PROFIT

The Cowan Co., Ltd.

JELLY POWDERS THAT SELL

We ***DON'T*** manufacture that kind of jelly powder, the use of which results in a weak, flavorless, almost liquid apology for jelly.

Shirriff's Jelly Powders

really are jelly in powdered form. Their use results in bright, sparkling, deliciously flavored jelly.

Why not write us about the profits?

Imperial Extract Co., ***18-22 Church St., Toronto***

DEATHS OF MONTREAL BUSINESS MEN.

Two Prominent Gentlemen of Eastern City Pass Away During the Week.

It was with deep regret that the grocery trade in Montreal learned on Mon-

W. S. LAFLAMME

day of the death of W. S. Laflamme, of Rose & Laflamme, commission merchants, and the deceased gentleman's numerous friends in all parts of Canada will be no less grieved to hear that one who had always enjoyed their friendship and admiration has been called to the great beyond.

Just five months before his death he complained of feeling unwell and gave up business almost entirely in the hope of regaining his strength. He did not succeed in his efforts, however, but passed away in the Royal Victoria Hospital on Monday morning.

Few men in the grocery trade for the same period as the late William Stirling Laflamme made so many friends as he did. His was a character of the type admired by business men. He was a worker, one who knew how to accomplish much quickly and diplomatically, and being a keen judge of men and of a genial disposition, he was not slow in his progress.

During the last twenty-five years of his life he was connected with Mr. Rose, senior partner in the firm of Rose & Laflamme. He became connected with that gentleman in 1882, having had some little previous experience in Toronto. He acted as a salesman and later, in 1891, was taken into partnership in the old firm of Turner, Rose & Co. In 1893 the firm of Rose & Laflamme was established, so that during the past fourteen years Mr. Laflamme was the partner of his former employer in a firm which has built up for itself a large business and a splendid reputation.

Mr. Laflamme, who was forty-seven at the time of his death, is survived by his wife and widowed mother. They and Mr. Rose will have the sympathy of many. The funeral took place from Morrisburg on Thursday afternoon.

* * *

F. W. Mathewson.

F. H. Mathewson, manager of the Montreal branch of the Canadian Bank of Commerce, died last Friday afternoon from heart failure. His death was the indirect result of his horse having run away some weeks ago. At the time Mr. Mathewson suffered a shock, which he did not get over.

His sudden death is mourned in all circles in Montreal. As a business man he was respected and admired by everyone. He was always ready to do his share to further the interests of the trade. He was president of the Board of Trade at one time and during his

F. H. MATHEWSON

regime the board enjoyed wonderful prosperity.

Big Game from a Hunting Trip in B.C.

BIG GAME IN BRITISH COLUMBIA.

The photograph reproduced on this page is a proof of the fact that they have lots of big game in British Columbia. It was taken in front of the store of C. A. Phair, one of The Grocer's subscribers, at Lillooet, a small town which is in the centre of what is recognized as a sportsman's paradise.

The heap of game shown is the result of one hunting trip in this district and includes six Rocky Mountain rams, ten Rocky Mountain goats, two cariboo, one grizzly bear, one black bear and one stag.

The records for the district include sheep of 17 inches, grizzles of 10 feet, cariboo 53 points, goats 10½ inches.

THE TIME TO COLLECT.

A careful retail merchant who has given much thought to the credit and collection side of his business, says that the best part of collecting is done when the goods are being sold. Right then there should be a personal understanding as to when the account is to be paid.

He makes it a practice to secure a note in every case where the account is large enough to justify it.

Many merchants dislike to do this. They are afraid it will offend the customer, but every business must have certain rules to follow in this respect if it is to succeed. Because some customer gets mad about your business regulations is no reason why you should abolish them.—Maritime Merchant.

The Sauce Without a Peer

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

Grocers will find that it pays to offer only the best sauce to those of their customers who want a relish for their meats, soups, game, etc.—

The Best Only, "Lea & Perrins'"

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857

Your Customers Know It!

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

¶ If you aren't handling it, hadn't you better begin now?

E.W. GILLETT COMPANY LIMITED

CHICAGO, ILL. TORONTO, ONT. LONDON, ENG.

ESTABLISHED 1862.

Food products that are produced in clean factories are best.

APPLE EXPORTERS

The fruit merchants of Great Britain would do well to correspond with us regarding

CANADIAN APPLES

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

Here Again

is

GOLDEN FLOWER

We shipped our first cars of "Golden Flower" Southern Navels for Canada on Nov. 26th. They cannot help but arrive in the pink of condition—they should be superior to anything else on Toronto Market—we were particular in the selection of this fruit—having in mind what Xmas trade demands in Ontario. **You should have some of them.**

For Sale by:

McWilliam & Everist, and

White & Co., Limited, Toronto

Grown and Packed by

Redlands Golden Orange Ass'n

REDLANDS, CALIFORNIA

FRUITS, VEGETABLES AND FISH

Fruit Market Less Active—Potato Supplies Arriving Freely—Brisk Business in Fish.

There has been a break in fruit prices. The demand for fruits has weakened considerably. Dealers report business as being rather dull. Oranges have taken a drop. The break is due to the tightness of money. In the United States the situation is none too cheerful. California navels are a fine sample, well matured and a good flavor. Tangerines are on the market. Business in lemons is reported to have improved.

The vegetabe market has a better tone. Supplies of potatoes are arriving in big lots with a slightly improved quality. The demand is good. Such lines of vegetables as turnips, beets, carrots and cabbage, are in good demand.

The fish market has a very active tone. All lines are selling well. Prices are slightly lower in some lines. Advent and cold weather have greatly strengthened the demand. The oyster season is opening strong.

MONTREAL.

GREEN FRUITS—The supply of oranges in Montreal is large and prices have broken. Lemons are selling fairly well. California Winter Nellis pears are now being offered by fruit men. They are asking for this line $3 a box. Tangerines are on the market and are selling in good lots at $4 a box. Evergreen wreathing is being displayed in fruit houses. It is quoted at $2 a bale of about 160 yards. New Halloween dates are on the market, 5c. lb. being asked for them.

Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 25
Cocoanuts, per bag		4 00
Lemons	3 00	3 25
Florida oranges, box	3 75	4 00
Mexican oranges, box		2 50
Porto Rico oranges, box		2 50
Jamaica oranges bbl	3 75	4 00
California winter Nellis pears, box		3 00
Tangerines box		4 00
Jamaica grape fruit, bbl	6 00	6 00
Nassau grape fruit box		4 00
Florida grape fruit, box		7 00
Almeria Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	9 00	11 00
Nova Scotia cranberries, bbl	10 00	12 50
Apples Tameuse,	3 50	5 00
" other fall varieties, bbl	3 75	5 00
Evergreen wreathing, bale		2 00

VEGETABLES—A great deal of activity does not characterize the market at present. It is an off season with the vegetable men and they are not making any particular efforts to work up trade. Several price changes will be noticed. Beans are quoted this week $4.50 a basket, being asked. Potatoes are unchanged as to price. The stock arriving is a little better in quality but demand is so brisk that receipts are quickly consumed.

Parsley, per doz. bunches	0 10	0 15
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 25
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
Watercress, large bunches, per doz		0 75
Spinach, bbl		3 50
Green peppers, crate		3 00
Boston hot house cucumbers, doz		2 00
Potatoes, per bag	0 50	1 00
Sweet Potatoes basket		2 5
Beets, bag	0 60	0 65
Carrots, bag	0 60	0 65
Tomatoes, Florida crate		5 00
Tomatoes, hot house, per lb		0 25
Spanish onions small crates	0 65	0 75
" large crates	2 00	2 25
Canadian onions, lb	0 01½	0 01½
Boston lettuce per doz		0 30
Mushrooms, per lb		0 75
Horseradish, per lb		0 15
Beans, green and wax, basket		4 50

FISH—With Advent in progress, fish is selling in a very satisfactory manner. All lines are in good demand. There is to be seen this week reductions in most all of the popular lines. Some new varieties are on the list, including pollock, haddock and red sea trout. St. John bloaters are once more being quoted. Oysters are in strong demand, with prices not so firm as they have been all along.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04½	0 05
Halibut, express, per lb	0 09½	0 10
Mackerel, "		0 10
Dore, "	0 08½	0 09
Pike, lb	0 06½	0 07
Steak cod, lb	0 05	0 05½
Whitefish lb	0 09½	0 10
B.C. salmon, lb	0 08	0 09
No. 1 Smelts, lb		0 10
Smoked and Salted—		
Haddies, boxes, per lb		0 07½
Kippered Herring, 50 in box		1 00
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 20
St. John bloaters, box		1 00
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 06	0 09
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 05
St. John bloaters, box		1 00
Oysters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, gal		1 70
Malpeques, bbl	10 00	12 00
Malpeques, common grades, per bbl	8 00	9 00
Paper pails, 10, pint size	0 80	1 10
" 100, quart size	1 00	1 50
Pickled fish—		
No. 1 Labrador herring, per bbl		5 60
" " per half bbl		3 15
No. 1 Nova Scotia per bbl		5 25
" " per half-bbl		2 90
No. 1 Haddock, bbl		6 50
No. 1 Pollock bbl		6 00
No. 1 Sea trout, half bbls		6 50
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 sea trout, 100 lb. kegs		6 00
Small Green cod, per bbl		6 00
Medium " " "		7 50
Large " " "		8 00
Labrador Salmon, ½-bbls		7 00
Salt sardines, bbl		5 50
" ½ bbl		3 25
No. 1 salt eels, lb		0 07½

TORONTO.

GREEN FRUITS—The fruit market is very quiet. Supplies are good, but dealers are cautious in regard to buying. The financial stringency has had a marked effect on the orange situation. Prices have weakened slightly. Jamaicas and Mexicans are quoted lower. Navels are arriving freely and are a good sample, being well matured and colored. Lemons are slow in spite of the drop. Almeria grapes are not selling too briskly on account of the high prices. Bananas are not being handled in great quantities yet. Apples are in fair demand at former prices.

Oranges, Jamaicas, per bbl	4 00	4 50
" Florida's new	3 50	4 00
Oranges Mexicans new	2 40	2 90
" naval, new	3 00	3 75
Lemons California, 2-0, 3 0, 360, 420	3 75	4 25
" Verdillis 300's 3 's		3 00
" Messinas, new crop	3 25	3 50
Grape fruit, 54's 80's, 96's	4 50	6 00
Apples No. 1 winter fruit	3 75	4 50
" No. 2 "	3 25	3 75
" lower grades	2 00	3 00
Bananas Jamaica firsts per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, home, green	1 25	1 35
Bananas, Firsts	1 65	1 75

quinces, per basket	0 50	0 60
Cranberries per bbl	11 5	12 0
Almeria grapes per keg	5 50	6 50

VEGETABLES—Potatoes are easier, though prices have not been lowered appreciably. Supplies have improved greatly, many shipments having arrived lately. The cold weather has made dealers anxious to sell as they fear damager from frost. The difference in the quality of potatoes is responsible for different prices being demanded. Turnips are selling well and are a good quality. Cabbage, carrots, beets and parsnips are also being sold freely. Prices in these lines are firm. Onions are a shade higher.

New Brunswick Delawares, per bag		0 95
New potatoes, Canadian, per bbl	0 95	1 00
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Spanish, per case	2 4	2 50
" per bag	1 20	1 30
Beets, per bag	0 90	0 95
Cabbage, per doz	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Turnips per bag	0 3	0 40
Parsnips, per bag		0 75
Cauliflower, per doz	0 60	1 50
Parsley, per doz		0 25
Celery, Canadian, per doz	0 35	0 40
" California per doz		0 75
Lettuce imported "		1 35
Cucumbers imported per doz	1 50	1 75

FISH—All lines of fish are selling briskly. The cold weather has sharpened the demand and dealers are well satisfied with the outlook. The market remains active and if anything prices are easier. Oysters are especially strong. Haddock and cod are more plentiful. Some fine halibut has arrived on the market. Gold Eyes, the first of the season, are arriving.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
Whitefish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb	0 07	0 08
Herring, medium per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Oiscoes per basket	1 00	1 25
Labrador herring, per bbl	5 00	5 50
Halibut fresh caught		0 09
Shredded cod per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08
Oysters, per gal		1 85
Shell oysters, blue points per 100		1 50
Roe shad		1 50
Kippered Herring		1 75
Smelts, fresh caught		0 10
Gold eyes		0 06

W. H. Halford, with Shaw T. Nishimura, of Montreal, was in Quebec this week.

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Around Again

Like Santa Claus

The largest and best assorted stock of ***Xmas Fruits*** we ever had. Orders now pouring in. Better equipped than ever to handle the business.

By special arrangement with the Railways heated cars to most points in Ontario. Therefore Express service at Freight Rates. ***Think it over.***

WHITE & CO., Limited

TORONTO and HAMILTON

AMIDST

Hustle, Rush and Bustle

of Xmas Biz. the most popular fruit is the Sweet Sonora Star Brand Mexican Orange—they're better this year than ever—see that you get yours at once as the supply in sight will not be equal to the Holiday demand.

W B. STRINGER & CO., Sole Agents, TORONTO

Fresh Arrivals This Week

Fancy California Navels
Fancy Sweet Sonora Oranges
Fancy Florida Oranges
Fancy New Lemons
New Grenoble Walnuts

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

"BRONCO"
Brand
Navel Oranges

Have arrived for Xmas. Truly the most excellent fruit California has yet produced.

Insist on **Bronco** Brand.

Beautiful Color—Texture and flavor.

White & Co.
LIMITED
Toronto and Hamilton

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR?

NEW BRUNSWICK MARKETS EASIER

Provision Prices Dropping—Large Winter Port Shipments—California Dried Fruit Delayed—Business in Lumberm en's Supplies Light.

(Special Correspondence of The Canadian Grocer)

St. John, N.B., Dec. 1.

There was very little change in the local markets last week, prices in all lines remaining about the same. Oats are cheaper by about three cents, as is also cornmeal in bags.

* * *

Business just at present is a little slack, although dried fruits and other materials for the Christmas cooking are commencing to move. The jobbers report that there was the usual delay in the arrival of goods from California, and dried fruits and nuts from foreign ports were behind time.

* * *

During the past week the winterport steamers brought large shipments for the local dealers. There were 2,795 packages of raisins, 300 half-cases currants, 200 bags nuts, 1,020 bags sugar, 125 bags rice, 11 cases nutmegs, 1,961 chests tea, 423 barrels grapes, 30 cases lemons and 90 cases onions, in addition to a lot of miscellaneous packages.

* * *

The steamer Amanda, of the Scotia line, made her first trip here from Jamaica, via Halifax, and brought 473 barrels of oranges, 50 barrels grapes, 65 bags cocoas and 19 cases of preserves.

There is a very much lower market on pork and lard, and evaporated apples are reported easier. Collections are as good as can be expected from present conditions. The poor lumber market has affected the sales of lumbermen's supplies, as there will probably not be more than half the usual number of men sent into the woods.

The tendency seems to be for lower prices.

A wedding of particular interest to St. John grocers was solemnized at St. Stephen on Thursday, Nov. 28, when John C. Elmore, of the wholesale grocery firm of Elmore & Mullin, South Wharf, St. John, was united in marriage to Miss Annie Shaughnessy, eldest daughter of John Shaughnessy, of His Majesty's customs service, in the border town. Rev. Father Lavery officiated, and nuptial mass was celebrated. After a wedding breakfast Mr. and Mrs. Elmore left for a tour of the principal U. S. cities. Very many valuable gifts attest the popularity of the newly wedded couple.

* * *

The dispute between the ship laborers and the steamship companies as to the wages to be paid for discharging and loading steamers is still unsettled. The laborers refuse to work for less than 40 cents, and the steamship companies won't pay more than 30 cents, which was last winter's rate. Already fifty-one men have been brought from Montreal and others are likely to be brought down this week. The steamship people have been working the crews of the vessels to load and unload.

* * *

G. E. Barbour, of the firm of Geo. E. Barbour & Co., was in Boston last week on a business trip.

ADVICE ON BUYING TEAS.

Grocers are sometimes doubtful as to the best way to buy teas, whether in quantities or in smaller lots at frequent intervals. The following extract from a letter written by the Salada Tea Co. to an enquiring customer may be useful:

"Replying to your question as to how long tea should be kept, we might say that all kinds and varieties of tea lose quality with age. If it is a very high grown, flavory tea, it will lose as much as 2 cents per pound in quality in six months, and in a year probably from 5c. to 6c. Low-grown, poor tea, not having so much flavor, have less to lose.

"Take the tea you mention in your letter. You have had it in stock for two years. During that time the money would be worth at least 6 per cent. per annum in interest, and say 2 per cent. for insurance. Carrying it for two years would amount to a loss of 16 per cent., at least, or say 4 cents per pound, besides the loss in quality.

"We know that if we were in the retail business we would do exactly as we do now, i.e., save as much as we possibly could in interest, buy our stock from hand to mouth and never buy any teas unless we could return them and get our money back at any time. Let the wholesale man (who is supposed to understand the tea trade) take all chances. We advise all our friends to not have more than two months' stock of tea ahead. By this means (aside from the saving in interest) they are getting their tea as fresh as possible from the gardens."

Oranges, Navels, Mexicans, Cubans. Lemons New Messina.
We have them, also *Figs, Dates, Nuts.* Write us for special quotations.
The Dawson Commission Co.
We can also Handle your POULTRY, BUTTER, EGGS
Toronto

FRUITS and VEGETABLES!
We are in touch with the leading shippers and can supply *the best at closest prices.*
J. R. CLOGG & CO., 82 St. Antoine St., MONTREAL

J.V DE YBARRONDO & Co.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^D ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

YOU SELL FOR 10c.

A Package of HALIFAX SHREDDED CODFISH

The Genuine has this Trade Mark.

Is there anything in your whole stock that is better value for the money?

A 10c. package of HALIFAX SHREDDED CODFISH is a breakfast for a family.

Atlantic Fish Companies, Limited, Lunenburg, N.S.

Smoked

Finnan Haddie

in 15 and 30 lb. boxes

Something Choice in Quality

Write or wire us for quotations

Frozen Cod and Herring

in their season.

Connors Bros., Limited

Black's Harbor, N.B.

"King Oscar" brand

OF

Sardines

are a revelation to lovers of this class of fish. The rigid inspection of the Norwegian Government and the insistence upon the use of absolutely Pure Olive Oil in the packing, has made these goods world famous.

If you have not handled this brand place your order now through your jobber.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

FISH for ADVENT

Fresh and Frozen Fish of all kinds in season.
Haddies, Bloaters and other Smoked Fish.
Labrador Herring, Salmon and Trout.
Green Cod, Skinless Cod, Boneless Cod.
All grades at Lowest Prices.
Complete Stock of Oysters in bulk and shell.

WRITE FOR NEW PRICE LIST.

THE LARGEST FISH WAREHOUSE IN CANADA.

P. O. Box 639.
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

Watch Closely

for special arrivals in the line of fresh and salt fish. Early this week we have a car of No. 1 Salt Trout coming in. Also a car of No. 1 Labradors—the celebrated Duff Brand—in half barrels and barrels. Do you receive our quotations? If not, let us hear from you and we will gladly mail our card.

We are Headquarters for . . . .

FRESH, FROZEN, SALT, SMOKED FISH AND OYSTERS

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors 76 Colborne St. TORONTO

F. T. JAMES, - Manager

H. C. Rowe & Co's

LONG ISLAND NATIVE

OYSTERS

From the deep pure waters, more than 100 miles North-east of New York, in the Long Island Sound—

Choicest Flavor and Best Condition

For Full Information Apply

White & Co., Ltd.

Toronto and Hamilton

Ask for **Long Island Natives** and accept no substitutes.

Almeria Grapes For Christmas

¶ Prices are lower this week. Order our fancy stock before an advance. Excellent long keepers.

¶ You will want them now for Christmas and New Year trade.

A card brings quotations.

Montreal Fruit Exchange

195 McGill St., - Montreal.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

BUSINESS MEN IN PUBLIC LIFE

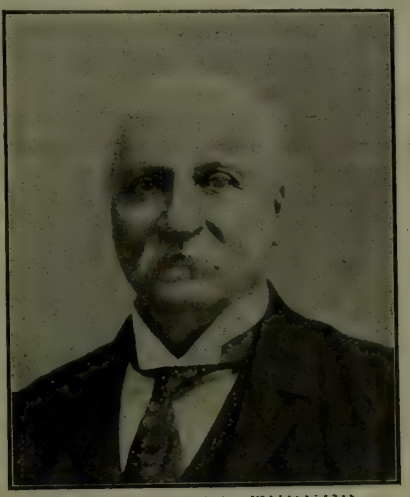
ALD. RICHARD TURNER.

Montreal.

Richard Turner, who for more than a dozen years has served the City of Montreal in the capacity of alderman for St. Gabreil ward, Point St. Charles, is a native of Canada. He is now seventy-one years of age, although he could pass for much less, so lightly do his years sit upon him. His whole business life has been passed in Montreal, and his memory carries him back to a time when it was not the rushing metropolis of to-day.

Since an early age he has carried on a grocery business, and his attractive store at the corner of Magdalen and Wellington Sts. is a monument to his energy and ability.

Ever since he came to the years of manhood Mr. Turner has taken a keen



ALD. RICHARD TURNER

interest in public affairs. In politics he is an unswerving Conservative, and long has been one of the party's chief standard bearers in Point St. Charles.

In person he is of the short, muscular type, which perhaps accounts for his many years of youth. He has a quiet and dignified bearing and wastes very few words in concealing his thoughts, as he usually comes directly to the point in question, leaving no doubt whatever on what side of the issue he is to be found.

J. P. Guay, general storekeeper, of St. Elzear, Que., has assigned.

Arthur Marsolais, Montreal, who has been engaged in the grocery trade, has assigned.

Geo. Audet, general storekeeper of Les Eboulements, Que., has made an assignment.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1 800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—A good second-hand, 6-foot silent salesman. Reply with price, etc., to Box 168, CANADIAN GROCER, Toronto. [51]

SALESMAN calling on wholesale and retail trade in Ontario and Quebec desires line on commission. Box 169, CANADIAN GROCER, Toronto. [49]

SITUATION VACANT.

WANTED—Two first-class tea travellers Dec. 1st, or not later than Jan. 1st, 1908, must be hustlers, know teas and have good connections; first-class reputation essential. Box 170, CANADIAN GROCER, Toronto. [48]

SITUATIONS WANTED.

COMMERCIAL TRAVELLER—Ten years' experience in the Northwest, good connection with grocers in Cobalt country, North Shore, Manitoba, Saskatchewan, Alberta and part of British Columbia—desires engagement with wholesale grocery house for 1908. Salary or commission. References furnished. Address Box 171, CANADIAN GROCER, Toronto. [52]

ARTICLES FOR SALE.

PURE Eastern Township Maple Sugar in 1 to 10 lbs. cakes; also pure maple syrup put up in 1 lb. imperial gallon cans. Apply to P. J. Girard, Richmond, Que. [50]

LEGAL NOTICE

Public Notice is hereby given that it is a criminal offence for any dealer to serve a substitute when **BOVRIL** is called for, and that any such cases when discovered will be prosecuted to the full extent of the law.

We intend to protect those who call for **BOVRIL** from being given other products.

The word **"BOVRIL"** is our registered trade mark, and it can only be applied legally to our own preparation.

BOVRIL LIMITED

27 St. Peter Street, - MONTREAL

Have You Ever Asked Us

for our price list? Do you know what you can make by handling T. & B.? If you haven't got this information **Now** is the best time to write for it.

T. & B.

is well known to be the coolest and most fragrant tobacco ever specially prepared for pipe use. Not a speck of "dope" in it. Just the purest Virginia leaf, cured and flavored as no other manufacturer knows how.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

NOVA SCOTIA AND P. E. I.

Business Continues Brisk—New Fresh Fish Tariff Announced by Railways—Large Produce Shipments From Prince Edwards Island.

Halifax, N.S., Dec. 2.

The wholesale merchants are busy filling orders, and the general merchants in the country are having good times. Business all around appears to be booming, and no complaint is heard on any side. Trade conditions generally are satisfactory and fully up to expectations for the season of the year. Collections continue very good.

* * *

The city of Halifax has imposed a tax of $20 on peddlars who go from door to door selling produce. The enforcement of this law will benefit the retail dealers, as only a small portion of those who follow this vacation will take out licenses. In addition to this the produce raisers who come to the city weekly with vegetables, butter, etc., are barred from selling in the same way, and the natural consequence is that this trade diverts to the retail shopkeeper. The new law will prove very inconvenient for the housekeepers, as they must go to the stores, but the object of it is to protect the shopkeeper, who has to pay high taxation.

* * *

All records for produce arrivals this season were smashed on Wednesday of last week, when eleven sailing vessels from Prince Edward Island came into port with their holds filled to the hatches. Their aggregate cargoes were as follows: Potatoes, 34,504 bushels; oats, 11,288 bus.; turnips, 4,099 bus.; beets, 69 bus.; carrots, 95 bus.; parsnips, 46 bus.

* * *

The demand for potatoes is not as heavy as is usual at this season of the year. New Brunswick potatoes are quoted at 60c per bushel; Nova Scotia 55c, and Prince Edward Island at 45c, the latter ex-vessel. There is said to be considerable dry rot in the island potatoes this year. At public auction last week a cargo of one thousand bushels was sold at 38c per bushel.

* * *

Some of the commission men are looking for a drop in the price of all produce. They say that the present condition of the money market will bring this about very shortly. Pork has already dropped. Ten days ago it was quoted at 9 to 9½ cents. Last week it sold for 8 and 8½ cents, and even at these reduced prices the demand was not great.

* * *

The butter situation shows little improvement and the receipts for the season of the year are very light. Some of the farmers, it is said, have considerable butter on hand, but they are holding their stock back. Very little dairy butter in small tubs was marketed during the past week. It was thought that with the closing of the cheese factories the butter situation would improve, but the indications for any large increase are not very bright. Good dairy in small tubs is worth about 28 cents, while creamery prints are quoted from 28 to 30 cents. Large tubs are selling from 26 to 27 cents.

* * *

There is much complaint among the trade regarding the class of apples marketed here. The local dealers have the greatest difficulty in securing high grade fruit, even when they offer the highest market prices. The farmer prefers to ship his fruit across to the Old Country, and in many cases his returns are less than half of what he could have received at home. It is quite true, as the farmer says, that a few carloads of No. 1 fruit would be sufficient to supply the demand in the Halifax market, but there are people here who would and could afford to pay high prices, if they had a guarantee from a reliable farmer that the fruit was first-class. The first and second rows of apples are always very tempting, but in most cases the quality varies deeper down. The apple markets continue very active and the weather most favorable for shipments. So far the frost has not been heavy enough to damage any of the fruit in transit.

* * *

The butter markets are considerably easier, having been relieved somewhat by the arrival of large tubs of dairy butter, but the price is still very firm. The demand has fallen off to some extent, due to the high price, as people

cannot afford to buy it. As a result, the sales of molasses have increased. Fresh eggs continue very scarce and record prices are asked for the choicest stock. In the green market they sell for 45 to 50 cents. Very good case eggs can be had for 27c.

* * *

Prince Edward Island produce is now coming along quite freely, though much later in the season than usual. The receipts last week totalled about fifteen thousand bushels of potatoes, and three thousand bushels of turnips. Potatoes are quoted at 40 to 45 cents on vessel, and turnips at 30 cents per bushel. These prices will probably hold, as the demand is good locally, and also at other provincial points. The shipments from the island to American ports continue heavy, and a lot of Nova Scotia potatoes are being sent to the Havana market.

* * *

The Halifax and Southwestern Railway have issued their tariff rates for the transportation of fresh fish in iced cars from points on their line to Montreal. This car leaves Yarmouth every Friday morning attached to the express train, arriving in Halifax on Friday night, and from here is forwarded to Montreal on the fast freight, arriving in Montreal early on Tuesday. In a circular, P. Maoney, general freight and passenger agent, says: "The Department of Marine and Fisheries is particularly anxious to encourage the shipment of fresh fish to Canadian markets and everything else being equal, I think it is to the advantage of the fishermen of Canada to encourage home markets. Naturally it is not expected that if the prices ruling the Montreal market are lower than prices in the American market that the fishermen will ship to Montreal. On the other hand, I have been assured that, generally speaking, fresh fish will net better prices in the Montreal market than elsewhere, with the exception, of course, of halibut, which is shipped in large quantities from the Pacific coast." The special tariff on fresh fish, finnan haddies, etc, is as follows:

From	Rate 100 lbs. L.C.L.	C.L.
Yarmouth to Lunenburg, inclusive	55c.	38c.
Martin's River, Chester Basin, western shore	54c.	37c.
Chester, East Chester, East River	53c.	36c.
Hubbard's, Ingram Port, Boutilier's	51c.	35c.
St. Margaret's Bay	49c.	34c.
French Village	47c.	33c.

Division: I.C.R. proportion L.C.L. 35c; C.L. 26c; H. & S.W. Ry. proportion, balance.

* * *

The price of oysters on the island has dropped to $4 and $4.50 per barrel. Considerable excitement has been caused among oyster dealers over a large shipment that was forwarded to Montreal, and not allowed to be handled on account of their quality. It was reported that the oysters were under size and the inspector complained of them.

* * *

The fresh smelt industry is now booming on the island. Last week six tons were shipped to the American market.

PACKAGE TEA HOUSES AMALGAMATE.

Under New Arrangement Toronto Firm Moves to Montreal.

The Blue Ribbon Tea Co., Toronto, and the Ram Lal Pure Tea Co., London, Eng., have amalgamated. The change is in effect now with the pending removal of the former company's stock and equipment to the new Canadian headquarters at 266 St. Paul St., Montreal. It is expected that everything will be in shape in the new premises by January 1st next.

Mr. C. H. Roosmale-Cocq, who has been manager of the Blue Ribbon Tea Co., in Toronto, will have the general management of the newly-amalgamated companies. With his thorough training in teas in London and in the Canadian tea trade in Halifax, St. John and Toronto, the new company's package teas should swing forward with still greater impetus.

A PARTICULAR CUSTOMER.

"Ma wants a pound of cheese exactly like what you sent us last. If it isn't exactly like what she got before she won't take it," said the small boy.

The grocer turned to his numerous customers and remarked blandly.

"Some people in my business don't like particular customers, but I do. It's my delight to serve them and get them what they want. I will attend to you in a moment, little boy."

"Be sure and get the same kind. A lot of pa's relations are visiting our house and ma doesn't want 'em to come again," the small boy explained.

H. H. Barnard, of Montreal, representing Hunt & Co., Yokohama, was in Toronto last week completing a trip through Western Ontario.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
The best in the world are made by
McDOUGALLS
Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

How Much Do You Spend?
A merchant will spend, each month, a considerable sum for Leaf, Plug and Package Tobacco, Cigars and Cigarettes, Pipes, Tobacco Pouches, and all Smokers' Sundries, Biscuits and Confectionery. Does he always get the value of his money? It is contestable. To make sure, he should buy from
JOS. COTE
The Largest Wholesale Importer and Tobacconist in the District.
Office and Sample Room: 186-188 St. Paul St.
Warehouse: 119 St. Andrew St., QUEBEC. Phone 1272

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

"They'll transform your store and transform your business, too."

THOUSANDS OF FEET OF
Walker Bin Fixtures

Are in use in Canada to-day and every foot is earning money and building up business for the Grocer.

Every Grocer Should Know About Them

WRITE FOR ILLUSTRATED CATALOGUE.

The Walker Bin & Store Fixture Co. LIMITED
BERLIN, ONT.

Representatives: Manitoba—Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,
77 Front Street East, Toronto

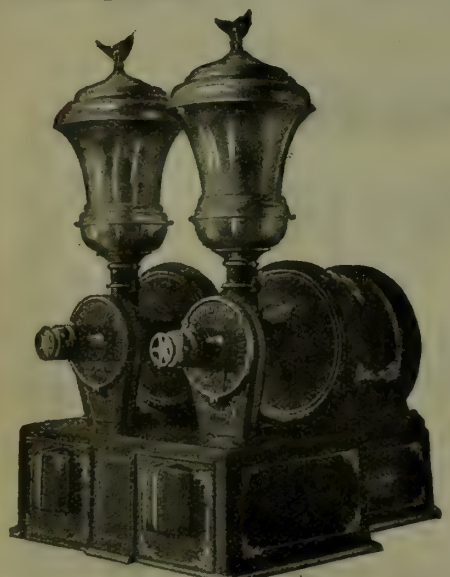
Twine, Paper Bags and Jute Goods.

Phone Main 5548

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

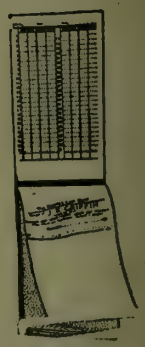
The Question is

Can you afford to carry on business without a

"Duplex" Counter Check Book?

Most progressive grocers have decided that they can't. We would like to hear from you.

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates.



The Carter-Crume Company, Limited
Toronto and Montreal

BUY

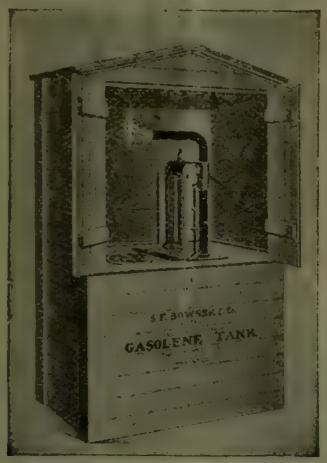
Star Brand
COTTON CLOTHES LINES
—AND—
COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

RETAILING GASOLENE WITH PROFIT

is only possible when a Bowser Gasolene Tank is used—any other method means a loss.



Cut 10.—OUT-DOOR CABINET

And that's just the reason nine out of ten grocers will tell you they would rather not sell gasolene and only do so because customers demand it.

The reason the tenth man isn't kicking is because he has a Bowser and so makes a profit on every gallon sold.

A Bowser Gasolene Tank is leak, evaporation and waste proof—draws and measures ten gallons of gasolene in less time than one gallon takes with the old style tank. With it, you can sell all the gasolene you buy with the least possible amount of labor. That's why the Bowser insures profit from the sale of gasolene.

How this is accomplished is shown in Gasolene Catalog B.

S. F. BOWSER & COMPANY, Limited

66-68 Fraser Ave., Toronto, Ont.

"If you have an old Bowser and want a new one, write us for our liberal exchange offer."

TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of

Price $2.00 Postpaid

12mo. Bound in Cloth.

TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,

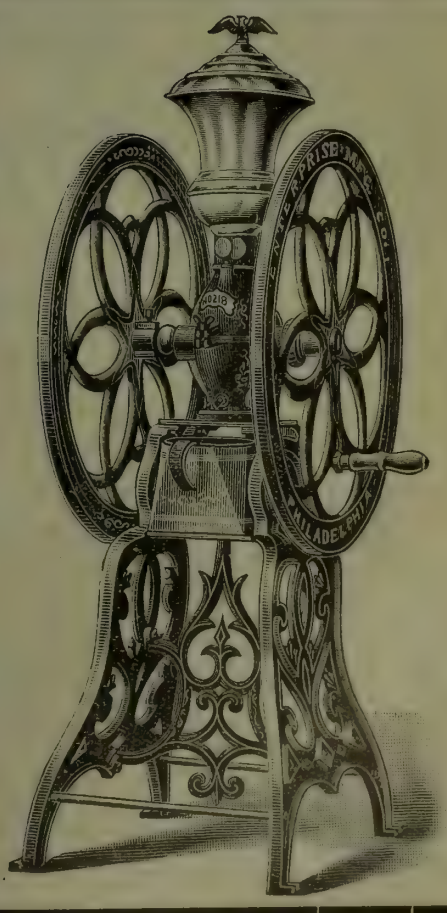
10 Front St. East, - - TORONTO. CAN.

MARKED "ENTERPRISE"

Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.



Imperial Dessert Jelly

YOU GET

A good profit,
A dozen free with every gross,
A reputation for selling the best,
The manufacturer's guarantee.

$10.50
per gross.

$10.50
per gross.

YOUR CUSTOMERS GET

Good value,
A pure food,
The most delicious of its kind,
Satisfaction.

Send your jobber an order for one gross to include the free dozen—
If he wants to give you something else write direct to the manufacturers.

MacLaren Imperial Cheese Co.

Head Office: TORONTO. Ltd.

Branches an Agencies in every part of the world.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Dec. 6, 1907.

Baking Powder.

W. H. GILLARD & CO.

Diamond—
1-lb. tins, 2 doz. in case $2 00
½-lb. tins, 3 " " 1 25
¼-lb. tins, 4 " " 0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 50
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

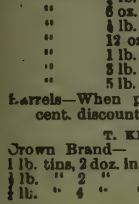
CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—
1 lb. tins, 2 doz. in case $1 20
½ lb. " 2 " " 0 80
¼ lb. " 4 " " 0 45



ST. GEORGE'S BAKING POWDER

			Per doz.
Trial size,	6 doz.	in case.	$0.90
4-oz.	" 4	"	1 35
6-oz.	" 3	"	1 80
8-oz.	" 3	"	2 35
12-oz.	" 2	"	3 55
16-oz.	" 2	"	4 55
32-oz.	" 1	"	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb. $0 17
In 10-box lots or case 0 16
Gillett's Mammoth, ¼ gross box 2 00

Cereals

Wheat OS, 2-lb. pkgs., per pkg 0 08
" " 7-lb. cotton bags, per bag.

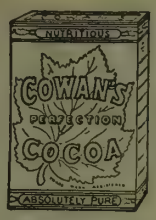
EBY, BLAIN CO. LTD.

Meat of Wheat, per case 4 20
Wheat OS 16 lb. bags 0 19
" Pickaninney" Buck Wheat Flour
doz. 1 00
" Pancake Flour, " 1 00
" Pastry Flour, " 1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED

Cocoa—
Perfection 1-lb. tins per doz. $4 50
Perfection, ½-lb., per doz. 2 60
" ¼ lb., " 1 40
" 10c. size " 0 90
" 5-lb. tins per lb 0 40
Condensed cocoa, cream and sugar, doz 2 25
Soluble, bulk, per lb 0 22
" " 0 19
London Pearl per lb. 0 24
Special quotations for Cocoa in bbls., kegs, etc



Chocolate—
Queen's Dessert, ¼-lb. cake, 12-lb. boxes per lb. $0 38
Queen's Dessert, 6's, 12-lb. boxes, lb. 0 40
Vanilla, ½-lb., 12-lb. boxes per lb. 0 36
Parisian 8s per lb. 0 30
The following sweetened for household purposes:
Royal Navy, ½'s, ⅓'s, 12 lb. boxes per lb. 0 33
Diamond, ½, ⅓'s, boxes per lb. 0 28
Perfection, 2 c. size, 2 doz. in case per doz. $1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz. 0 90
Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75
Chocolate—
Maple buds, 5-lb. boxes, lb. 0 33
Vanilla wafers, " 0 35
" " nonpariels, 5-lb. box 0 35
" " 2's, 5-lb. boxes lb 0 28
" " 2's, nonpareils " 0 28
Ginger, 5-lb. boxes, lb. 0 30
Milk sticks box 1 35
Milk cakes, 5c. size, box 1 35

FRY'S.

Chocolate—	per lb.
Caracoas, ½'s, 5-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 6-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 34
Cocoa—	**Per doz.**
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	....
" ¼'s, 12 lb. boxes	....

EPPS'S.

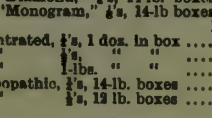
Agents, C. E. Colson & Son, Montreal.
In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins,	4 doz.	to case	per doz.,	$ .90
½ "	" 4	" "	"	2.40
¼ "	" 2	" "	"	4.75
1 "	" 1	" "	"	9.00

JOHN P. MOTT & CO.'s.
R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.



	Per lb.
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ⅓'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 34
" confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lb. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALKER & LOWNEY CO.
Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw cap cans, 10 cans in case,	42c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	42c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins.	43c.
12-lb. boxes, 6 boxes in case	45c.
Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ½-lb. tins.	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins.	36c.
Premium chocolate—	
4-lb. bxs., 12 bxs. in case, ½-lb pkgs.	38c.
6 lb. bxs., 12 bxs. in case, ½-lb. pkgs.	38 .
Milk chocolate—	
50 5-cent pieces to box, per box	$1.75
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins	30c.
6-lb. bxs., 12bxs. in case, ½-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	26c.
6-lb. " 12 " " ½-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases

	Per lb.
1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
½ and ½ b. "	0 27½
½ lb. " in 5 lb. boxes	0 28
½ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15	15 lb. pails and 10, 25 and 50 lb.		
boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) $4 65
"Reindeer" brand per case (4 doz) 5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO.

	Per lb
Mocca	$0 33
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
10-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 39
" " " 2-lb. tins	62

100 lb. delivered in Ontario and Quebec.
Rio No. 1 ..... 0 15

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $5 00 books	3	cents each
00 books	4	"
10 00 "	5½	"
15 00 "	6½	"
20 00 "	7½	"
25 00 "	8	"
50 00 "	12	"

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

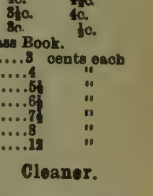
				Per case.
Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1	"	3 00
"	4 "	" 1	"	4 50
"	20 "	" ½	"	4 75
"	20 "	" 1	"	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley	½-lb. tins	$1 25
" " "	1-lb. tins	2 25
" " groats	½-lb. tins	1 25
" " "	1-lb. tins	2 25

Flavoring Extracts.



SHIRRIFF'S

1 oz. (all flavors)	doz.	1 00
2 "	"	1 75
2½ "	"	2 00
4 "	"	3 00
5 "	"	3 75
8 "	"	5 50
16 "	"	10 00
32 "	"	18 00

Discounts on application.

Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON
Prices on application.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities
for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Grey Nun Street, MONTREAL

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL

TRINIDAD, B.W.I.

Best Results Obtained ***Prompt Returns***

Enquiries Solicited ***All Codes Used***

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, *LONDON, - ENG.*

LIMITED

T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.	$1 00	
2-lb. tins, 2 doz. in case.....per lb.	0 07½	
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½	
7 and 14-lb. wood pails.....per lb.	0 07½	
30-lb. wood pails..... "	0 07½	
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case, per doz.	1 00	
2-lb. tins, 2 doz. in case per lb.....	0 07½	
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½	
30-lb. wood pails..... "	0 07½	
Home Made Jams—absolutely pure—		
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60	2 90
5, 7, 14 and 30-lb. pails, per lb...0 09		0 12

Jelly Powders

	List price
"Shirriff's" (all flavors), per doz	0 90

Discounts on application,

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces $0 10½	20-lb. tins	2 08	
½-bbls. 0 10½	Cases 3-lb. " ..	0 11½	
Tubs, 60 lbs .. 0 10½	" 5-lb. " ..	0 11½	
20-lb. Pails 2 18	" 10-lb. " ..	11½	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box...	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON

Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.	Per case
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins..... ... ...per doz.$	1 40
" ½-lb. tins ..... "	2 50
1-lb. tins .... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F.D ½-lb. tins .....per doz.	0 85
1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's ... .$	5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.$	1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch," 1-lb glass, per doz.		1 50
" " 2-lb " "		2 70
" " 4 lb. tins, "		4 65
" " 7-lb. "		7 35
"Shredded," 1-lb. glass, per doz..		1 80
" 2-lb. " "		3 00
" 7-lb. tins, "		8 00

THOMAS J. LIPTON

Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.	Per case.
No. 1, cases, 60 1-lb. packages.....$	2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }.....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases.....	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross$	10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	12 00
Straw hat polish ..... "	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED.

	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.$	0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 6½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb. $	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 20 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60

IT'S THERE

Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb..	0 07½

SAN TOY STARCH.

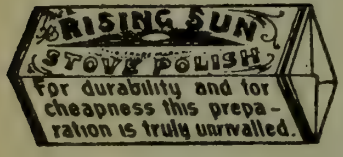
pkges, cases 5 dos., per case..	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb .	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 07
" 3-lb. cartons, 36 lb..	0 07
" 200-lb. bbl.....	0 06½
" 100-lb. kegs.....	0 06½
Canada Laundry, 40 to 46 lb.....	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.....	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb..	0 08
Ab-cn Gloss 1-lb packages 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.....	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs...	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.....	1 25 each
3 " " 38½ lbs.....	1 75 "

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03¾ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb.....	1 25 each
" " 38½ lbs.....	1 75 "
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " " ..	2 75
10-lb. " 6 " " ..	2 65
20-lb. " 3 " " ..	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

LIPTON'S TEA

Thos. J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only.....	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's.....	$0 19	$0 25
Blue Label, ½'s.....	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 15
Duchess, cases 60 lbs.....	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.....$	0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.....	0 22	0 25
Green Label, 1's and ½'s.....	0 22	0 30
Blue Label 1's and ½'s.....	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s..	0 30	0 40
White Label, 1's, ½'s and ¼'s..	0 35	0 50
Gold Label 1's and ½'s.....	0 42	0 60
Purple Label, ½'s and ¼s.....	0 55	0 80
Embossed, ½'s and ¼'s.....	0 70	1 00

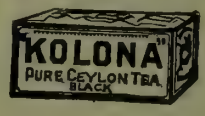
Cases, each 60 1-lb.....	$0 35
" " 60 ½-lb.... }	0 35
" " 80 1-lb.... }	
" " 120 ½-lb.....	0 36

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s.....	0 70	1 00
" " ¼s.....	0 55	0 80
" " ⅛	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ¼s.	0 35	0 50
" " 1 lbs,. ½s & ⅛s.	0 30	0 40
" " 1 lbs. & ¼s..	0 28	0 30
" " ½ lbs.....	0 21	0 26
" " 1 lb.....	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	$0 22
" " ½-lb., " "	0 22
Blue Label, retail at 30c.....	0 23
Green Label. " 40c.....	0 30
Red Label, " 50c.....	0 35
Orange Label, " 60c.....	0 42
Gold Label, " 80c.....	0 55

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 48
" Amber, 8s. and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud. 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 48
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine, per dozen.....	6 00
Absorbine Jr., per dozen.....	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

			Per doz.
A—4	string,	plush finish	$4 70
B—4	"	fancy "	4 00
C—4	"	plush "	4 10
D—4	"	fancy "	3 95
F—4	"	wire "	3 65
G—3	"	" "	3 40
I—3	"	" "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 00
No. 2, "	7 50	No. 3, "	6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails.....	2 05

CANE'S WASHBOARDS.

Pony per doz.....	$1 10
Crown	1 75
Improved Globe.....	1 95
Standard Globe	2 05
Original Globe.....	2 35
Superior Globe	2 50
Newmarket King.....	2 70
Jubilee.	2 75
Diamond King Glass.....	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages, per case..	0 62	0 67
6 " " " ..	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case....	1 10

BATGER'S

Machine-cut Mixed Peel

In ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

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Special Fancy Quality

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4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

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Montreal and Toronto

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Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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Woods, Walter, & Co., Hamilton.

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Burlington Canning Co., Burlington, Ont.
Canadian Canners, Hamilton.
Lea Pickling & Preserving Co., Simcoe
Old Homestead Canning Co., Picon.
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Carter-Crume Co., Toronto

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Empire Tobacco Co., Montreal.
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Tuckett, Geo. E. & Son Co., Hamilton.

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American Computing Co., Indianapolis, Indiana.
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Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. J., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

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James, F. T., & Co., Toronto
Leonard Bros., Montreal
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

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Imperial Extract Co., Toronto.

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Scott, David, & Co., Liverpool, Eng.
Tooth's Extract of Meat Co., London, Eng.

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Dawson Commission Co., Toronto.
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Nicholson & Brock, Toronto.

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Greig, Robert, Co., Toronto.
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Eckardt, H. P., & Co., Toronto.
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Enterprise Mfg. Co., Philadelphia, Pa.
Sprague Canning Machinery Co., Chicago

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Keen, Robinson & Co., London, Eng.

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Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, Montreal
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Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
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National Oyster Carrier Co., Kenosha, Wis.

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Ozo Co., Montreal.
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Oakey, John, & Sons, London, Eng

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Hawes, Ed., & Co., Toronto

Polishes—Stove.
Hawes, Ed, & Co., Toronto
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Morse Bros., Canton, Mass.

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Toronto Salt Works, Toronto.
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La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St Stephen, N.B.
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Young-Thomas Soap Co., Regina.

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Church & Dwight, Montreal.

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Winn & Holland, Montreal.

Woodenware
Stevens-Hepner Co., Port Elgin
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A Weekly Newspaper Devoted to the Grocery, Fruit, Provision, Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, DECEMBER 13, 1907. NO. 50.

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Haddie

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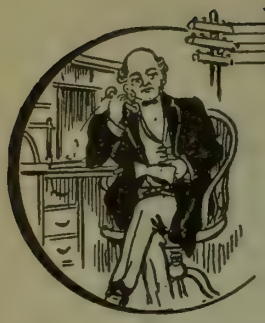

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HAMILTON, ONT.
Wholesale Grocery Brokers and Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad. Brands. Morris & Co., Pork, Chicago.

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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T. A. MACNAB & CO.
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT
RAISINS
EVAPORATED APPLES.
W. H. MILLMAN & SONS
Grocery Brokers
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W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

TORONTO.

PRUNES
"Carnation Brand"
40s to 120s.
NEW GOODS.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

VANCOUVER

RAY & WINDLE
Manufacturers' Agents and Commission Brokers
330 Homer Street,
VANCOUVER, B. C.
Agencies Solicited

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

M. B. STEELE
Wholesale Commission Merchant and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References

GROCERY BROKERS
WINNIPEG, MAN.
CARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

ELSOM & WHITLOCK
MOOSE JAW, SASK.
Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

(Continued on page 4.)

If you have overlooked—

any of the following lines or find your stock running short you will do well to send us your orders for

RAISINS—

MALAGA—SEEDED—SULTANA—VALENCIA

Our Stocks are complete. You cannot beat our quotations.

NUTS—

ALMONDS—BRAZILS—FILBERTS—PEANUTS—WALNUTS—

Our quotations are down to rock bottom.

FIGS—Eleme

We have just received another shipment of 30 skeleton cases which were delayed in transit. So as not to carry these over we have decided to clear our entire stock at slaughter prices regardless of cost.

10-lb. boxes—3 Crown 4 Crown 5 Crown 6 Crown
20-lb. " 6 Crown 35-lb. boxes 6 Crown 50-lb. boxes 7 Crown.
Fancy Pulled Locoums, 2 1-2. Fancy Baskets, 22.
Glove boxes, 16 oz. Umbrella boxes, 10-lbs.

For Christmas baking—we have just passed into stock 3 car loads.

JAMACIA CRYSTALS—A bright free sugar of exceptionally desirable quality. Put up in sacks of about 250 lbs.

We are showing an exceptionally fine line of

FRENCH FRUITS and VEGETABLES—in glass bottles.

Cherries in Marischino—Hf. pints, pints and quarts. Cherries in Creme de Menthe—pints in glass Macedoines—Mixed Fruits and
Peas—Extra fine. Beans—Extra fine. Artichokes. Mixed Vegetables

You will find all these lines good sellers for Xmas trade.

QUICK SHIPMENT GUARANTEED
LOWEST PRICES ON ALL LINES

EBY-BLAIN, LIMITED

The House for Fancy Groceries.

TORONTO

Manufacturers' Agents—Continued.

G. B. THOMPSON
Wholesale Broker and Commission Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

STUART WATSON & CO.
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT
Special Attention to Advertising

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW
(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

THE MOOSE JAW FRUIT AND PRODUCE CO.
J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
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Tel. 359 Box 793 MOOSE JAW, SASK

S. C. RICHARDS
Wholesale Commission Merchant and Broker
354 Main St., WINNIPEG, Man.
Correspondence Solicited

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL, QUE. 322 Notre Dame St. E.
OTTAWA, ONT. 49 Anglesea Square

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Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTCHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.
We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

...ESTABLISHED 1849...

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Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

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THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

You can make money as well as oblige your customers if you handle our

BASKETS

Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

The Oakville Basket Co.,
OAKVILLE, ONT.

SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Five hundred neatly printed Business Cards, Billheads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application
FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 6357, Toronto.

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce
Buy and use the best Pickles.
TAYLOR & PRINGLE CO., Limited
OWEN SOUND

EDUCATE YOUR CUSTOMERS TO LOOK FOR THIS SEAL

It's our guarantee of Quality

CANADIAN CANNERS, LIMITED

QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Purity Guaranteed by the Government

The Grocer who sells

E. D. S. Brand
JAMS and JELLIES

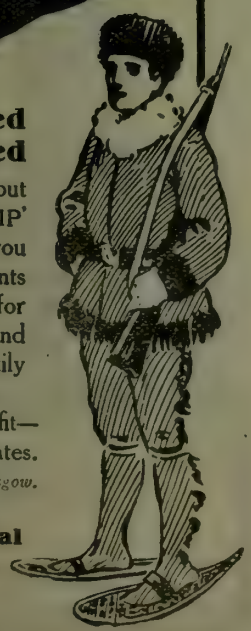
may truthfully declare them to be the purest on the market. We have government documents which will back him up. Our goods have been declared "Absolutely Pure" by the government analyst. And apart from the government declaration we KNOW that our home grown material and our processes combine to produce Jams and Jellies of the highest order.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

'CAMP' COFFEE



Fore-warmed is Fore-armed

Not the usual way of putting it, but equally true in this case. ¶ Try 'CAMP' Coffee yourself—try it to day—then you will be armed with the best arguments in its favour. You will know it for yourself as a delicious, economical, and easily made coffee — and will heartily recommend it to your customers.

¶ 'Camp' yields you a handsome profit—sells easily, sells quickly, never deteriorates.

Made by R. Paterson & Sons, Coffee Specialists, Glasgow.

Agents:
ROSE & LAFLAMME, Montreal

Mince Meat for Christmas

One of the articles in large demand for the holiday season is mince meat. Few people today make their own mince meat. None need to do it when they know of Lytle's famous mince meat—always good, pure, appetizing.

Put up in suitable sized parcels for the trade. Order from your jobber or direct from the manufacturer.

The T. A. LYTLE CO.
Limited

124-128 Richmond St. West, Toronto.

Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.,
and a complete line of
Hard and Soft Licorice Specialties
Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St. East.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St. John, N.B.
J. F. Mowat & Co., Agents, Vancouver, B.C.

Molasses

Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
No. 2 Golden Cane Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

C. E. Paradis. - -	Quebec.	William Forbes, - -	Ottawa.
C. DeCarteret, - -	Kingston.	Geo. Musson & Co., -	Toronto.
J. W. Bickle & Green'ng, -	Hamilton.	G. H. Gillespie, - -	London
Carman Escott Co., -	Winnipeg.	R. G. Bedlington & Co., -	Calgary
Tees & Peerse, -	Edmonton.	Wilson & McIntosh, -	Vancouver,

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME
AGENTS
Montreal Toronto

PEELS

CITRON ORANGE LEMON

Just received a large consignment of the above lines and will be pleased to quote you very close prices on same for immediate delivery.

THOMAS J. LIPTON

Canadian Office: 75 Front St. East. - - - Toronto

The Christmas Festivities

all over Canada will use up a lot of our

Pure Apple Juice

for drinking purposes. It is the premier "soft drink" of the age. Non-intoxicating, healthy, delicious, invigorating—merely the pure juice of beautiful ripe apples. Mr. Grocer, you really ought to stock some of it! It is a genuine money-maker.

WRITE FOR OUR PRICE LIST!

The Belleville Fruit and Vinegar Co.
LIMITED
BELLEVILLE - - ONTARIO

"Pride of Canada"

This brand on a line of Maple Syrup or Maple Sugar signifies highest quality.

Years of study have made it possible for us to state that there is no brand of Maple goods on the market superior to **Pride of Canada.**

To fully realize the truth of our statement it is necessary that you should place a trial order.

Your customers will be quite as much pleased as yourself.

IT PAYS

Maple Tree Producers Association
WATERLOO, - - - P.Q.

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

Old Homestead Brand
Canned Fruits and Vegetables

is the brand of absolute purity. We might tell you this till we are blue in the face, but you would be justified in disbelieving us if you had ever heard a customer complain about the brand. Customers never complain about Old Homestead Brand because there's nothing to complain about. Herein lies the secret of Old Homestead's success—and the success of the grocers who handle it. It satisfies the customers. So much so that they come back and want more of the brand.

Are you handling this popular brand? It's the most profitable as well as the most popular brand on the market.

No wonder! Nothing is used in Old Homestead Brand but the soundest of perfectly grown, ripe, delicious fruits and vegetables, which are canned under conditions of unexcelled cleanliness.

The Old Homestead Canning Co.

Picton, Ontario

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY **WINNIPEG** **EDMONTON**

BUSY MAN'S IS A NECESSITY, NOT A LUXURY.

If you were to offer your customers, free of charge, an everyday household commodity, and they did not take advantage of your offer, what would you think of them?

This is exactly what you do when you refuse to send for a free sample copy of the Busy Man's Magazine. The magazine is a necessity, not a luxury. It shows how men in your line have succeeded. It will keep you posted on all topics of the times, furnish you with new ideas and inspirations.

The man in business, or the young man with a business life stretched out before him, reaches the goal of success by checking up his methods with methods of men who have succeeded. He cannot help but profit by their experience. Two heads are always better than one.

The December number of the Busy Man's contains a thrilling and inspiring story of a young man who started life at $12 a week, and was drawing a salary of $40,000 a year at the age of 30. A true story, though it may appear impossible. His grit, tact, and perseverance overcame the insurmountable difficulties which most of us fall down on. Wouldn't you like to read it?

The January number tells the story of a young farm boy who entered business life under many handicaps. He was wide-awake and earnest. To-day his name ranks first in the commercial world; his annual income is well up in the million mark. He tells in the Busy Man's Magazine how he overcame such difficulties as we are stumbling against every day. Can you afford to miss this story?

The life stories of successful men is just one of the many features of Busy Man's, which gives the Cream, the choicest, and the Best articles in the world's current magazines and periodicals. Nothing gets into the Busy Man's except the instructive, timely and entertaining. No turning over of a dozen pages to get one interesting one.

Our special offer gives you the December and January numbers free, 14 issues for $2, the price of 12. But the offer only holds good as long as the Christmas number lasts. Send your order in to-day.

THE BUSY MAN'S MAGAZINE

TORONTO

Montreal **Winnipeg** **London, Eng.**

TABLE RAISINS

All Grades Prices Right

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Windsor Salt

There wasn't a cent's worth of Windsor Salt found in the stock of John Smith, the grocer, who failed last week. Way up on the shelves, though, were no less than six different kinds of salt under various names—every package, box and bag of it was dirty and fly-specked.

Seems as if ***every successful*** retail grocer in Canada sold Windsor Salt—grocers who are not tempted to buy "just as good" kinds for the saving in price. Poor John Smith was tempted too far! No Windsor Salt for him—rather have dirty salt, salt that cakes, salt that's not all salt, salt sold for its attractive name—than the pure white, dry salt crystals of Windsor Salt.

THE CANADIAN SALT CO., LIMITED
Windsor, - Ontario

For the Toilet and Bath

You will find our Soap unexcelled
in Purity, Quality, etc. . . . .

We are offering liberal terms to the trade

SAVONS FRANCAIS, C. Pagnuelo, Manager. Factory: 1653 Notre Dame St. E. **Montreal**

THERE IS NOTHING EQUAL TO FIGURES TO PROVE CLAIMS

and the figures following irrefutably prove that the sales of

"SALADA"

ARE GROWING FASTER EVERY DAY

IN CANADA ALONE during the Past 10 WEEKS, OUR INCREASE over the corresponding period of 1906 was

171,554 pounds

As this is ONE TWENTY-FIFTH of the entire tea consumption in Canada during that period, it means that in this increase alone we have ADDED TO OUR BUSINESS ANOTHER TWENTY-FIFTH PART of the ENTIRE TEA TRADE OF CANADA.

Stock "SALADA" the QUICK and SURE SELLER and put NEW LIFE, NEW GROWTH into your tea trade. THINK IT OVER!

"SALADA" Toronto or Montreal

Success Does Succeed!

We have seen this exemplified in the famous Jelly Powders BEE BRAND. Those grocers handling BEE BRAND will agree with us that the above words are true. Are you one of those who can agree with us ?

These flavors sell chiefly :

Strawberry, Nutto, Raspberry, Pineapple, Cherry, Lemon.

Others are made by us

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - MONTREAL

PURE FOOD IS ESSENTIAL TO GOOD HEALTH

WAGSTAFFE'S

Fine Old English Mince Meat

WAGSTAFFE'S Fine Old English Xmas Plum-Puddings in 2 and 3lb. Porcelain Bowls.
One dozen per case.
Ask your jobber for them.
Guaranteed absolutely Pure.
The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS
HAMILTON, CANADA

There is a Big Demand for Seeded Raisins

The Up-To-Date Grocer who Insists on having Seeded Raisins Packed by:---

José Segalerva

Malaga, Spain

will be Ahead of his Competitors Because the Malaga Seeded Raisin is

Superior in Richness and Flavor, and Can be sold at Popular Prices

Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

Malaga Seeded Raisins

You will make a Good Profit.

Agents for the Dominion

Rose and Laflamme
Montreal and Toronto.

ALWAYS A WINNER

YOU CAN ALWAYS DEPEND ON

GREIG'S WHITE SWAN BUCKWHEAT

Self-Raising FLOUR

IT LEADS

in public favor and is undoubtedly the most largely sold of any brand in Canada

3 Doz. Packages in a Case.

THIS is the time the people want it.

Are you ready for the trade?

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S **White Swan** BRAND

BRANSON'S

Concentrated Coffee

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying quality.

Large bottles.

Concentrated Coffee

A quick-selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation

Deserving its title—"the best."

Large bottles.

Branson & Co., Ltd., Chase Works, Clapham, **London, S.W., Eng.**

SHELLED WALNUTS!

We are now delivering DE FORNEL & CO'S famous shelled walnuts. Order at once for late requirements for holiday trade.

SHELLED ALMONDS

Cachew Nuts (from Ceylon) also for Christmas trade. Your order is?
It is not yet too late for you to write us regarding Crystallized Rose Leaves, Lilacs, Violets, etc., for decorative purposes. Address us

W. P. DOWNEY, 26 St. Peter Street, **MONTREAL**

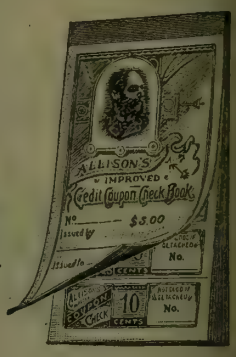
Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Allison Coupon Books

Eliminate the Non-essentials



Many a business man is so loaded down with details that his really important problems can receive only secondary consideration.

This condition is overcome in any mercantile house by the adoption of the **Allison Coupon** system. With it, accounts are kept better and more accurately, at about one-tenth the usual cost.

THE PLAN

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO

Canadian Agents

THICK, SWOLLEN GLANDS

that make a horse Wheeze, have Thick Wind, or Chokedown, can be removed with

ABSORBINE

or any Bunch or Swelling caused by strain or inflammation. **No blister, no hair gone,** and horse kept at work. $2.00 per bottle, delivered. Book 3-C free.

ABSORBINE, JR., for mankind, $1.00, delivered. Cures Goitre, Tumors, Varicose Veins, Hydrocele, Varicocele. Book free. Made only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

Buy Herbs Now

Do not leave the buying of your herbs until the last minute. See our traveller and his samples.

Sage, Savory, Mint, Thyme, Majoram, etc.

In ¼-lb. air-tight tins, and in bulk. All guaranteed superior herbs.

S. H. EWING & SONS

96-104 King St., Montreal — Phones Bell Main 65 and 155

20½ Front St. E., Toronto — Phone Main 3171

St. George's

The Best Advertised Baking Powder in Canada

A demand for this new Baking Powder is being created throughout the length and breadth of Canada, by good advertising.

Your customers will be asking you for it.

And once they use it, they will continue using it — for they will find it better than any other they ever used.

Test St. George's—*compare* it—and you will not wonder that we are able to guarantee it to be the best Baking Powder on the market to-day.

Only the finest, purest Cream of Tartar -- 99.90% pure -- is used in St. George's. It contains not one atom of adulteration—its formula cannot be bettered.

Can you afford to be without a Baking Powder everybody is becoming interested in?

National Drug and Chemical Co. of Canada, Limited, Montreal

A PAYING INVESTMENT

for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

May Queen Canned Goods

Are Guaranteed

We can supply the trade with a quantity of Corn, Tomatoes, Pumpkin, Beans and Apples; also Tomato and Apple Pulp.

The Newbury Canning and Preserving Co., Limited

Newbury, Ontario

I Offer

French Shelled Walnuts

Perfect halves and broken. Shipment from December, 1907, to June, 1908.

600 Bags, Specially Fine

Spanish Peanuts

for Prompt Shipment

ANDREW WATSON

Telephone Main 4409 **91 Place d'Youville, MONTREAL**

The PERFECTION CHEESE CUTTER

It cuts by moneys worth; it cuts by pounds and fractions.

You have no figuring to do: the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA — 18 and 20 Mary St., HAMILTON, Ont.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—8 doz. in case.

"Non-Pareil Oil"

Highly Recommended by

Leading Bakers and Confectioners

The most Economical and Satisfactory Oil

Kentucky Refining Co.,

Incorporated

Louisville, Ky.

J. M. BRAYLEY, Manager Montreal Branch,

322 East Notre Dame Street,

MONTREAL

Samples and prices on application. Phone Main 3938.

TRADE MARK KEYSTONE BRAND REGISTERED

The Grocers of Canada

KNOW A GOOD THING

When they see it.

That is why the sales of

KEYSTONE BRAND BROOMS AND BRUSHES

have increased so rapidly

MANUFACTURED BY

Stevens-Hepner Company Limited

Port Elgin, Ontario

Always Be Safe

If you want to be sure of satisfaction in canned goods, ask for the "Essex brand" which are guaranteed superior to anything on the Canadian market. We put up

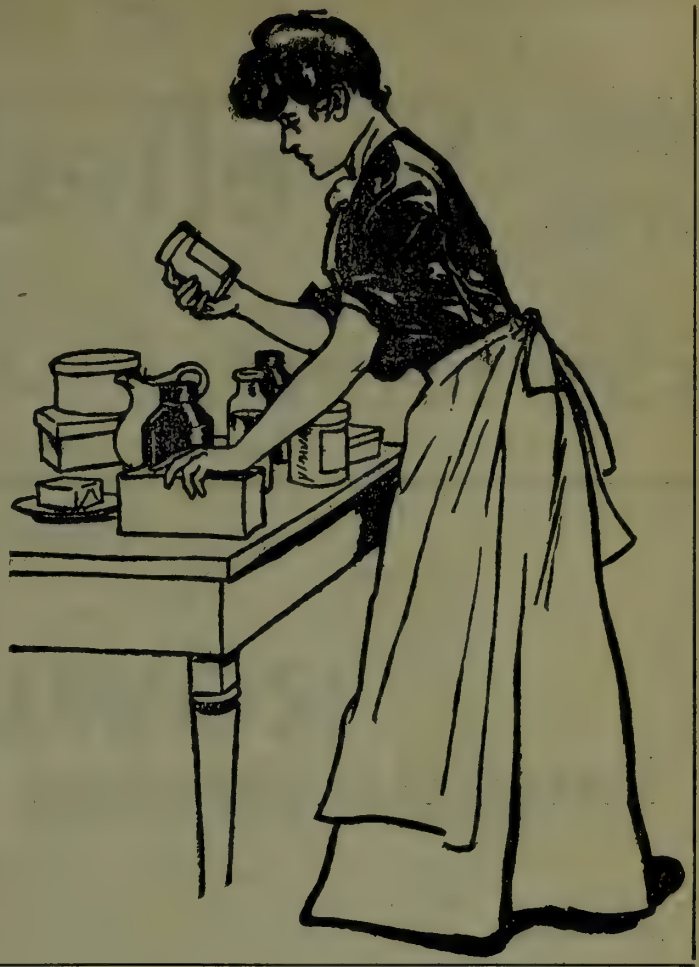
—"Essex" Pork and Beans
—"Essex" Apple Butter
—"Essex" Tomato Ketchup
—"Essex" Apple Jellies
—"Essex" High-grade Jams

in addition to the regular range of vegetables in their season. The trouble is to keep pace with the demand, and the entire season's output is usually sold before we finish packing.

The Essex Canning and Preserving Co. Ltd.

28 Wellington Street E., TORONTO, Can.

FACTORY AT ESSEX, ONT.



"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

"Balmoral"

Reg'd.

Scotch Marmalade

Send in your orders now for

Balmoral New Season's Scotch Marmalade

QUALITY THE BEST.

J. W. WINDSOR
Montreal

IN STOCK

New Crop **Shelled Walnuts**

Unbroken Halves. Extra Bright

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

From 25 to 49 Raisins.

Why you should purchase

ROWLEY'S

Finest Selected Valencia Raisins

Count the number of RAISINS in a pound of other brands, then count ROWLEY'S and you will find they run the above number of RAISINS in a pound less than other packers best grades. You might as well purchase S. BODI BRAND Selected Valencias at less money and get the same fruit as other packers use for their finest brands.

Rowley's Valencia Shelled Almonds are the same. We Pack Both
Rowley's Seedless Valencias are Seedless.

UNDERDOWN & CRICHTON

London, Eng. **Valencia, Spain** **Denia, Spain**

Agents: **Wm. C. Christmas, 22 St. Francois Xavier St., Montreal**
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.

FOR STOVES **SHINO**

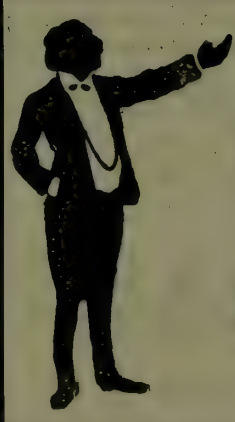
FOR SHOES **SIMPLEX**

UNEQUALLED AND PAYS YOU A GOOD PROFIT.

Write for Sample and Prices.

Order through your jobber, or direct if he does not handle it.

Edward Hawes & Co.
109 Front Street East
TORONTO



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

You Have No Cause for Anxiety

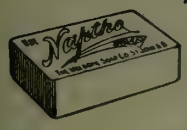
as to the disposal of your stock of Canned Goods, if you are wise enough to stock the

Burlington Brand

It is a brand of canned fruits and vegetables which never spoils on the shelves waiting for customers. It has a reputation for genuine excellence which makes it one of the most profitable lines for any grocer to handle. If you have not yet tried handling Burlington Brand, just order a small stock through your jobber, and see how it pleases your customers.

THE BURLINGTON CANNING CO., LTD.

BURLINGTON, ONT.



Naptho SOAP

MADE IN CANADA

In every walk of life there are men who stand out prominent among their fellows. They possess something which distinguishes them from all the rest.

It is so in things that men produce, as for instance, Laundry Soap; the public are quick to recognize the best from the second best or lower grades.

NAPTHO IS A SOAP that was bound from the first to be successful because it possessed just those qualities which make it stand out above others.

The Welcome Soap Co.
Limited
St John, - N.B.

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS

THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS. SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS, TORONTO

"Keep up with the Twins"

"Keep up with the Twins"

Handle . . . .

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

2 in 1

SHOE POLISH

is indisputably the best selling shoe polish ever put on the market. Its outstanding success is not due to accident. Publicity is entitled to some credit, but, back of our publicity campaigns, is the genuine merit of 2 in 1 as a shoe polish and leather preservative. Better see that your stock of it is continually replenished.

The F. F. Dalley Co. Limited

HAMILTON, Canada BUFFALO, U.S.A.

STOCK THE BEST. "KIT"

COFFEE IS

BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. PeterSt.; Ontario, A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey, 108 Princess St.

Tartan BRAND

SIGN OF PURITY

You are in a Hurry

Nuts, Table Raisins, Icing Sugar, Honey, Figs, Etc.

We have the largest assortment of above lines ever shown.

PHONE 596. Free to Buyers.

We will do the rest.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

QUAKER SALMON

We found there was a call for an even better Salmon than our famous **VICEROY** for the highest class trade. To meet this demand we spared no pains nor expense to secure what was wanted.

QUAKER SALMON resulted. Highest quality Canadian fish. Highest art Canadian labels. Greatest care in packing. Every tin wrapped in tissue paper. First class cases. Prices very reasonable quality considered.

QUAKER is not alone equal to, but is better than, any Salmon that has ever been offered Canadians. This we guarantee.

Quaker Salmon, Flats,	*$2.05 doz.*
Quaker Salmon, Talls,	*1.90 doz.*
Viceroy Salmon	*1.75 doz.*
Empress Salmon	*1.50 doz.*

M

Mathewson's Sons

202 McGILL STREET, - MONTREAL

ESTABLISHED 1834

Burning as Matches Should Burn

Our

"Laurier" and "Togo"

brands of

MATCHES

are satisfactory in their lighting and burning qualities.

They pay you better than any other makes.

Write for particulars

The Improved Match Co.,

Limited

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

THE CANADIAN GROCER'S Christmas Competitions

Window Dressing Contest

Almost every grocer devotes a little extra attention to Window Dressing at the Christmas holiday season. And this is a form of advertising which is certain to bring good results. With a view to improving the windows of our subscribers and to show what may be done along this line, THE CANADIAN GROCER has arranged this contest.

This year, however, as a new departure, contestants will be divided into two classes :

I. Grocers and Grocery Clerks in city stores ;

II. Grocers and Grocery Clerks in stores in the country districts.

Prizes of $7 and $3

For each class first and second prizes of $7 and $3 are offered, $20 in all.

To enter the contest, send a fair sized photograph of one or more of your Christmas windows, with a description of it and the name of the person who dressed it, to us. The contest will close on December 31st.

A competent judge will make the awards, and the results will be announced, together with reproductions of the best windows, early in the new year.

Address photograph to Editor CANADIAN GROCER ; mark, "Window Dressing Contest."

Best Advertisement Contest

For some years this paper has been publishing articles telling its readers how best to advertise, and emphasizing the fact that their own home newspapers are the most effective medium. We want to find out how much good you have received from these hints and criticisms and to that end have arranged this contest.

Most up-to-date grocers, even those who use newspaper space at no other time in the year, advertise to a greater or less extent at the Christmas season. Every one of our subscribers who does should enter this contest. A prize of $5 is offered for the best advertisement from a Canadian newspaper.

Prize of $5

The advertisement should be about groceries, confectionery, etc., for the holiday season. All that is necessary is to forward clipping from local paper to us, with the name of the advertisement-writer. The award will be made by our advertising specialists and will be announced, with a reproduction of the prize advertisement, early in January. Contest closes December 31st.

If you have not yet arranged for your Christmas advertising, do so at once, and send in one of the best advertisements to us for entry in this contest.

Address advertisement to Editor CANADIAN GROCER; mark, "Advertisement Contest."

Profits Result from Freights Saved!

You are in business for the money there is in it. We can help you Eastern Township Merchants. Buy your groceries from us. You save big freight bills, and your profits are therefore larger.

T. A. Bourque & Co., Reg., Wholesale Grocers and Importers **Sherbrooke, Que.**

SPECIAL CHRISTMAS OFFER

5% EXTRA CASH REBATE

Below you will find a coupon which entitles every Retail Merchant in Canada to an extra 5 per cent. Cash Discount off usual prices. Cut out Coupon (which is good only till December 31st, 1907) and order **not less than one dozen Zam-Buk** but as much more as you like, and mail Coupon to the Zam-Buk Co., 58 Colborne St., Toronto. Your order will be passed on to your wholesale house by the Zam-Buk Co., who will send you by return a Cash Rebate of 5 per cent. on the net value of Zam-Buk ordered.

Order as much as you can and **Order Now** for this offer will not be repeated.

COUPON

December 1907

To the Zam-Buk Co.,
58 Colborne Street,
Toronto, Ont.

Gentlemen,—

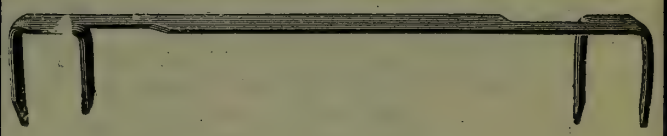
Please forward me through my Wholesale House Messrs..... in accordance with special offer made in Canadian Grocer, (State Quantity) .....Zam-Buk at $4.25 less 5 per cent., 30 days. Please remit me by Express order $..... being 5 per cent. SPECIAL DISCOUNT on net cost of above order.

Signed.....

Date..... Address .....

.....

WARMINTON'S PAIL HOOKS



for

Candy, Lard, Cheese, Butter

and Small Packages generally

Samples on request.

J. N. WARMINTON

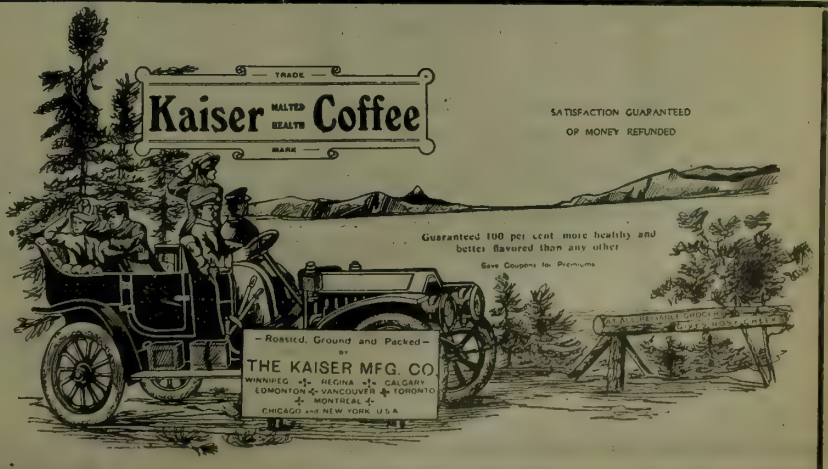
43 Scott St., Toronto. **207 St. James St., Montreal.**

Mr. Grocer—

Your aim is big profit and satisfied customers. You get both in handling our coffee. Guaranteed 100 per cent. more healthful and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 lbs. in box.

Order from your jobber.

The Kaiser Mfg. Co.



Removal Notice

I would like to inform my numerous customers that I have secured new and larger premises at

5 Place Royale

where in future I will be found. My growing business has made necessary this move. I have purchased the property and am remodelling it to suit the needs of my trade.

The new premises will enable me to carry an even larger stock than before, and I will be better able to look after your wants.

Do not forget the address.

P. ADELSTEIN,

5 Place Royale, - - - Montreal

Wholesale Grocer and Importer of Black Olives in barrels, Scotch and Holland Herrings in barrels, half barrels and kegs; California Lima Beans.

Last Minute Goods

There may be some lines of Dried Fruits and Nuts that you are short in. Are they any of these:—

New Grenoble Walnuts
New Shelled Almonds
New Crop Raisins
Newly Received Currants

We have them all. Do not be short in your Xmas goods.

PROMPT SHIPMENTS.

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

WE MAKE CANS

Good Ones

We are prepared to book orders now from manufacturers of Baking Powders, Syrups, Spices, Coffees and other canned goods.

Particular attention will be given also to meat packers requiring first-class cans. Our key-opening cans are largely used by the best packers.

Send for a few of our samples if you are not yet acquainted with our cans.

Address us:

ACME CAN WORKS

Montreal

LEA'S

The Pickle with the Home-Made Flavor

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

Dried Fruits and Nuts

Have you a complete and assorted stock of **Nuts** and **Dried Fruits,** so that you will be able to supply the requirements of your customers for the Holidays ? We carry the best known brands in these lines :

Cleaned Currants, loose, in 50-lb. boxes ; also in 50, 1-lb. packages.

Valencia Raisins, Fine Off Stalks, Selected, 4 Crown Layers.

Loose Muscatel Raisins, in 22-lb. boxes.

Prunes, in 30/40 to 90/100.

Table Raisins, in 22-lb. and 5½-lb. boxes.

Nuts, of all varieties, from the new crop, shelled and not shelled.

We carry a line of Wines and Liquors that we can recommend as to quality and prices because we only accept agencies from firms whose reputation as producers is a guarantee of the best and most select goods.

Piper Heidseick Champagne is a brand known for more than a century, which is found on the most aristocratic tables.

Mitchell's Scotch. The real favorite of the Scotch; a really fine liqueur, exquisite. In casks and cases.

Mitchell's Irish Whisky. An old brand whose reputation has been long built up in Canada and which is appreciated by the most refined. In casks and cases.

Diez Harmanos Sherry. These Wines are made by the most celebrated firm in Spain. They carry with them the fullest guarantee as to quality and preservation. In casks or cases.

Port Wines from the Real Companhia Vinicola, the best Portugal Wines for the delicacy of their bouquet and their delicious flavor. They are sold in casks and cases.

Richard's Brandy. The cream of pure Cognac, from pure wine, from the Charente District. The Cognac selected first amongst all in Canada, because it is pure and because it is as much a tonic as a nutritive beverage. Is sold in casks or cases.

For all information, prices, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Limited

Wholesale Wines, Liquors and Groceries

Montreal

PRUNES

There is a hard push being made to clean up 1906 Prunes. Buyers should bear this in mind when considering quotations.

We have interesting prices on

1906 Genuine Santa Clara Prunes,

making them more attractive to the buyers than old goods.

Ask our travellers, or write or phone us.

JAMES TURNER & CO., Limited

Hamilton, Ont.

Goldenette

PURE CANE SYRUP

Every tin sold makes a customer.

A high grade syrup for particular trade.

BIG PROFITS

Clear and Golden.

Sold by all up-to-date jobbers

Imperial Syrup Co.

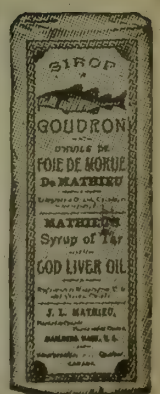
MONTREAL.

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand ?



Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

Comment on Freight Rates

Varied Opinions Regarding New Western Schedule—Moose Jaw and Portage la Prairie Pleased, Regina Strenuously Objects.

A fortnight ago this paper published a schedule of the new freight tariff for the West. The article included comment on the matter from the Winnipeg standpoint and also a petition forwarded to the Board of Railway Commissioners from the Winnipeg Board of Trade. The paragraphs following show how the new tariff is regarded in the larger towns further west.

Regina Opposes New Rates.

In response to a letter inquiring the effect of the new freight rates on the shippers in Regina, H. C. Lawson, commissioner and secretary of the Board of Trade, writes as follows.

"In further reply to your letter of November 20th, I now beg to say that we have gained a little more information as to freight rates. For some reason the C.P.R. have held back the rates from the East to Winnipeg, and though we telegraphed for the rates on the 19th we were unable to secure them, and even now all information we have on hand is what was obtained verbally from Mr. Lanigan. This seems an extraordinary state of affairs in view of the fact that the new tariff comes into force to-day.

"However, Mr. Lanigan was in Regina on Friday night last and in a conversation with some of our principal shippers gave them an outline of these rates from the East to Winnipeg. From these it would appear that Regina is at a hopeless disadvantage as compared with Winnipeg in shipping car load freight, and the present tariff would practically mean that the implement men here, who are our largest shippers, would have to go out of business. When this was pointed out to Mr. Lanigan he expressed much surprise and said that there must be some mistake somewhere and promised to look into the matter on his return to Winnipeg and if necessary have it adjusted at once. The Council of the Board of Trade, however, though it advisable to take some steps in the matter and called an emergency meeting on Saturday morning to deal with the matter, as a result of this meeting the following telegram was dispatched: 'Board of Railway Commissioners, Ottawa,—Regina Board of Trade protest against ratification of proposed freight tariff on grounds of gross discrimination against Regina inward and outward car load rates, proposed tariff threatens Regina's commercial interests. Inwards tariff just received last night, therefore, could not express opinion before.'"

Moose Jaw is Well Pleased.

The Moose Jaw Board of Trade favors the new freight rates, as may be seen from a perusal of the statement below which was sent this paper by Hugh McKellar, the secretary of the board. The new schedule, Mr. McKellar explains, is the result of action taken by the Portage la Prairie Board of Trade some months ago, and the statement made by the chairman of the Railway Commission that the special commodity tariff schedules were, in his opinion, illegal because of their discrimination in favor of Winnipeg and against the small wholesale centres of the West. Mr. McKellar claims that the new tariff places all on an equitable footing and gives all an equal chance so far as freight rates are concerned. He sums up the situation as follows:

When the Moose Jaw Board of Trade protested against existing freight rates, the following were a few of the conditions prevailing:

1. Flour ground in Moose Jaw from wheat raised in the district, shipped East or down the Soo line, was called a "backward" shipment and was rated higher than flour ground in Winnipeg from wheat raised in Saskatchewan, and shipped West (forward shipment).

2. Dried fruits shipped from B.C. or California even in carload lots to Moose Jaw was charged Winnipeg rate plus local rate from Winnipeg to Moose Jaw, Winnipeg being the centre from which all rates were based.

3. When carloads of stoves, furnaces, nails, agricultural implements, groceries, etc., came through from Eastern factories or firms, it was almost prohibitive to ship any part of same back to any points east of Moose Jaw, for Winnipeg middlemen had a special rate —balance of through rate—which gave them a monopoly.

Moose Jaw claimed the privilege of through rates and a fair rate for distributing in territory adjacent to Moose Jaw.

When Portage la Prairie Board of Trade submitted its case to the Railway Commission, Moose Jaw recognized the struggle was identical with Moose Jaw's claim, and was delighted with the opinion expressed by the chairman of the Railway Commission, who "doubted the legality of existing rates." C.P.R. officials realized that their position was untenable and at once offered to prepare a new tariff upon an equitable basis—per mileage rate—with no favors to any city, corporation, firm, or individual. The rates now submitted are in fulfilment of such promise and will be endorsed and approved by all western trade centres. The consternation prevailing in Winnipeg over the new rates indicates most clearly the favors which Winnipeg middlemen have been enjoying at the expense of western trade centres and consumers generally as well as the strongest argument possible for a revision of the rates upon a legal and equitable basis.

If the new rates are equitable, and no doubt they are, the only point for argument is: "Are they too high?" If they are too high any reduction made will have to apply to the whole territory covered, and western trade centres will profit in the same ratio as Winnipeg. The day is past when all goods coming from eastern provinces must stop at Winnipeg, merely to give Winnipeg middlemen a chance to profit at the expense of the west.

The members of the Moose Jaw Board of Trade have noticed the frantic efforts being made by various organizations in Winnipeg to prevent the new rates going into effect, thereby continuing the present illegal rates, and at a special meeting this afternoon passed a resolution to wire the following message:

Moose Jaw, Nov. 22, 1907. Hon. A. C. Killam, Chairman Board of Railway Commissioners, Ottawa, Ont. "Moose Jaw Board of Trade strongly protests against cancellation of new tariff taking effect 25th inst. If these rates are found inequitable, Winnipeg Board of Trade with others will have opportunity at future date of asking for adjustment of same."

Will Benefit Portage la Prairie

In response to a letter of inquiry regarding the effect on Portage la Prairie shippers, of the new freight rates announced by the C.P.R., H. W. Baker, secretary of the Board of Trade in that city, wrote the Winnipeg office of this paper as follows:

"Referring to recent interchange of communications in regard to readjustment of freight rates, the writer regrets his inability to visit you while in your city last week, but found it practically impossible to do so, and in view of the strenuous objections to the new tariffs manifested and filed by Calgary and Winnipeg interests, we were not altogether certain that the Railway Commission would sanction their effectiveness. However, it seems the new tariffs have been put in force, or will be, according to schedule, and it will mean so very much to Portage la Prairie and every town and city in Western Canada that the writer is somewhat abashed at the task of interpretation.

"Heretofore we were unable to compete with Winnipeg on any commodity because of their discriminatory freight rates and in order that you may fully comprehend the extent of the discrimination we will state that it cost our agricultural implement dealers 73c. per 100 lbs. to ship an engine and separator outfit to Calgary, while Winnipeg could make the identical same shipment on a rate of 61c. per 100 lbs., although 56 miles farther away, and the shipment to go over the same ground, except the 56 miles. Numerous other incidents concerning various ship-

ments to various destinations could be cited that would show even greater disadvantage to shippers from this point but the one incident mentioned will no doubt suffice to make clear to you our erstwhile unenviable position with regard to trade.

Briefly, the revision of the freight tariffs becoming effective November 25 and December 1, as applying to Winnipeg, Portage la Prairie and all other points throughout Western Canada, displaces all discrimination in favor of Winnipeg or other points, places our present industries in a favorable position to compete successfully with Winnipeg, eastern and western houses, on whatever we have to ship and paves the way for the profitable operation of industries that are seeking location in our city, of which there are several that could not possibly be secured hitherto, on account of unfavorable rates.

In addition to this, by bringing about the readjustment of freight rates, it not only gives us a prominent position in the competitive west, but places every town and city west of Winnipeg on an equal footing so far as rates go and leaves the development of these towns and cities but to their natural advantages only.

"While there is one feature about the new tariffs which does not appeal to us very strongly, i.e., the high base of rates substituted, still we have accomplished a long stride in the right direction and undoubtedly sufficient pressure will eventually be brought to bear upon the railroads that will ultimately result in a more reasonable basis of rates.

"We were not, nor are we now in a position to dictate just what the basis of rates should have been, or what should be substituted and were compelled to trust to the railroads to place reasonable rates in effect. In any event we have been successful in bringing about the elimination of discriminatory freight rates and no doubt will finally with persistent efforts hereafter as heretofore, obtain rates on a lower level of base.

"For your information we beg to advise you just how we have been benefited by the change in rates, without going into too many figures, but we feel at the present that we will now have more time to supply you with any specific information desired. Very truly yours, Herbert W. Baker, Secretary."

Edmonton Will Be Benefited.

The new freight tariff which came into effect recently has been of interest to Edmonton wholesalers and retailers alike and the general feeling is that the tariff is a beneficial one to Edmonton. Full details have not yet been received regarding the new tariff from eastern Canada to Winnipeg, but the tariff between Winnipeg and Edmonton has been considerably reduced. On the Canadian Northern, for example, this reduction on west-bound freight ranges between 13c per hundred pounds on freight in class 1, to 4c per hundred pounds on freight in class 10. There is a corresponding reduction in the other classes of freight and for all the towns between Edmonton and Winnipeg. On east-bound freight from Edmonton on the C.N.R. there is a similar reduction. The larger portion of goods shipped east from Edmonton goes to the small points between this city and Winnipeg, while most of the goods coming into Edmonton on this line come through from Winnipeg.

Taking freight in class 5, which is the class of groceries and other similar articles, the old rate was 79c per hundred pounds from Winnipeg to Edmonton, while by the new tariff now in force the price is now 73c per hundred pounds. On large shipments this reduction is considerable. On east-bound freight from Edmonton in class 5, the old rate to Fort Saskatchewan was 9 cents, and the new rate 8 cents. To Vegreville the old rate was 18 cents, and the new rate 17 cents. To Vermilion the old rate was 24 cents, and the new rate 23 cents. To Lloydminster the old rate was 28 cents and the new rate 26 cents. To North and South Battleford the old rate was 39 cents, and the new rate 33 cents. To Warman the old rate was 46 cents, and the new rate 38 cents. To Saskatoon the old rate was 47 cents, and the new rate 39 cents. There is a corresponding reduction for intervening points.

The chief effect of this reduction in the tariff should be to make goods cheaper in Edmonton.

TRADE BRISK IN NOVA SCOTIA

Business Generally Active—Potato Prices Lower—Fish Catch Above the Average—Large Apple Shipments to British Markets.

Halifax, December 9.

All branches of the grocery trade are very active, and business is good generally, with prices firm. Large shipments of goods are being made to coastal points before the close of navigation. Business is also reported good in the country districts. The roads are now in better condition, for traveling and this adds quite a stimulus to trade. The butter and egg markets show very little change, and the receipts of both are very small. The price of these articles is steady and both are in very good demand as the holiday season approaches. The market is well supplied with poultry, and the price is a little lower than at the same season last year. Hogs are coming in quite plentifully now, and the price has eased off some, large hogs selling for eight cents, and the smaller ones for 8½ cents.

* * *

The commission men are handling large quantities of produce, both for home and foreign consumption. As forecasted in this correspondence last week, the prices of potatoes have dropped, and they are now selling from the vessels at the wharves for 38c per bushel. The demand for Prince Edward Island potatoes is not as brisk as usual at this season of the year.

* * *

The catch of the Lunenburg fishing fleet this season has been the best for years. The number of vessels engaged was much smaller than usual, but the high prices ruling made up for any deficiency in that respect. The catch of the Lunenberg fleet of forty-six vessels totalled 12,820,000 pounds, about 875,000 pounds more than last season. The LaHave fleet of thirty-nine vessels landed 8,285,000 pounds, nearly a million pounds short of last season. The catch of the Mahone Bay fleet of ten vessels was 2,530,000 pounds, being 160,000 pounds more than last season. The combined catch of the three fleets for the season of 1907. was 23,635,000 pounds, an increase of 53,000 pounds over the season of 1906. There was a scarcity of men to man the vessels, but the fishing on all the banks was good, and the catch for those engaged was the best for a number of years. Haddock fishing was good throughout the season, and the total catch is above the average. The herring catch was also good, but lobsters and macherel show a falling off. Most of the live lobsters taken were shipped alive to the American markets, while the smaller ones were sold to the canners.

* * *

Charles Marsden, who was for many years a clerk in the retail grocery establishment of Dillion Bros., has resigned his position with the firm, and opened up a first-class grocery on his own account on Spring Garden road. He is a smart, enterprising young man, thoroughly familiar with every branch of the grocery business, and he should make a success of his undertaking.

* * *

Freight trains over the Dominion Atlantic Railway are rushing to the city day and night with apples for the British markets. The Furness liner Shenadoah sailed the other week with 32,000 barrels, then followed the Evangeline with another big cargo, and then the St. John City took a large shipment. Notwithstanding the fact that there were forwarded 17,000 more barrels to Liverpool and 38,000 more barrels to London from all parts during the last week of November, than in the corresponding week a year ago, the price netted the fruit grower in many instances as high as four dollars per barrel. This is very encouraging to the fruit industry, coming so close on the trail of the tightness of the money market, which shows that the demand in the European markets is keeping pace with the enormous increase in the production on this side of the water. Of all the fruit which has been exhibited on either side of the Atlantic, none has equalled or excelled that which the far-famed Annapolis Valley has produced. Nova Scotia is fast becoming the banner apple producing country of the world. Not so much in acreage only, but in the quality and quantity stands better than the best. Ten times the quantity of apples are being sent weekly to Europe now than the whole season's crop of fourteen years ago, which in 1893-4 amounted to only 3,758 barrels. It is stated by reliable authority that this season's crop will exceed three-quarters of a million barrels, for which the fruit growers will probably receive $2,350,000.

The big fire last week which destroyed the warehouse of the Rat Portage Lumber Co., in Winnipeg, also gave the Dyson Co. a severe scorching, but there will be no interruption of shipments of Red Cross pickles and other lines.

*Grocery News from Coast to Coast

Trade Items of Interest From Every Part of Canada—Better Feeling Pervades the Country Generally With Good Outlook for Business in the New Year.

BARRIE.

Local option is one of the much-talked topics of the street just now. Both the hotel men and brewers here are working very hard for their cause, while the local option committees are doing all in their power to carry their by-law, which will be voted on at the general elections on Jan. 6th.

Some other instances of this local option war are making startling surprises on some of the merchants in the town. One man, a leading grocer who signed and is working in favor of local option, has been boycotted by all the hotels. One where he previously got a large trade. Two butchers, large dealers, have also suffered the same.

* * *

W. J. Carr has entered partnership with H. Brolley, butcher, of Thornton.

* * *

Saturday's market was a very large one, considering that all the snow had disappeared the day before and left the roads in a very bad condition. Fowl in particular, was very plentiful. Turkeys sold from 12 to 13 cents; ducks, 8 to 10 cents; geese sold at 8 to 9 cents; chickens were a little firmer in price and were in demand at 8 to 11 cents. Old fowl was plentiful and brought from 5 to 6 cents. Eggs have been coming in slowly, that is, for new laid stock, while limed and held eggs have been offering only fair. A shipment or two of imported eggs to town this week has caused a break in price and limed eggs are now retailing at 23 to 24 cents, while fresh held eggs are selling at 26 cents and strictly new laid selling at 28 cents. Butter also took a downward flight and sold as low as 25 cents up to 27 cents. The highest price paid for wheat here Saturday was 90 cents.

* * *

J. J. Jamieson finished placing his car of "Quaker" canned goods last week. This makes the third car of these goods that John has sold in this town for H. P. Eckhardt & Co.

* * *

Price-cutting still continues here. Just imagine a man paying rent and hiring his clerks and putting up raisins at 7 cents a pound, tobacco 8 cents a plug and currants at 8 cents a pound and other articles of the grocery trade, at about the same rate. Yet such things are going on and by the little fellow around the corner, well he might just as well get his share of the profits that are going. He will sell as much goods and his business will last much longer. Cutting in Xmas fruits, such as nuts raisins, oranges, etc., we also see has been commenced by a few of the large dealers. How foolish. Most of these dealers are old established firms. Perhaps they will see their mistake before the Christmas rush comes on and regulate their prices so as to make a fair profit.

* * *

H. Bazin, of the Bazin Manufacturing Co., Quebec, was in Montreal during the week.

GALT.

The Christmas trade is beginning to make itself prominent, and the stores are already presenting a holiday appearance. The trade, while brisk, will probably not equal that of former years.

ISN'T IT PRETTY TRUE.

Our Guelph correspondent seems to have summed up in a nutshell the secret of the alleged trade depression, as follows :

Money is tight ; yes, and it will continue to be tighter if a lot of us fellows don't stop hollering about it. Why, the very people that are not touched are doing the most kicking about it, and a lot of them are behind the grocery counters at the present time !

The less a salesman in a grocery store has to say about hard times the better, and, in fact, we have so many varieties of goods to talk about there is no need nor time to be anticipating trouble ahead for your customers. We are living in the beautiful present and right in the most glorious month of the year for the grocery business, and we ought to feel and show it by saying and doing bright things for our customers, and make them feel cheerful and bright also, and you will find it much easier to get good fat Christmas orders.

The annual meeting of the Galt Retail Merchants' Association was held on Tuesday evening in the Council Chamber, and many questions of much importance to the trade were discussed and dealt with. There was a large attendance and all present entered into the beneficial discussions. President G. A. Rutherford was in the chair, and in opening the meeting he referred to the excellent work accomplished by the local association during the past year. The transient traders by-law which had been introduced by the association had resulted in much benefit to the local trade, the membership had largely increased, and everything pointed to a very successful future.

The first question to be discussed was the Co-operative Store Bill. The president pointed out that co-operative societies had killed competition in many cities in England, and that the same effect would assuredly follow here. As competition is the real safeguard of the buying public, one could easily imagine the effect if it were abolished. The societies were of no real advantage to the public as they must take what they were offered, and at the price demanded. Owing to the prompt action of the Provincial Association the Bill had been deferred indefinitely, and all the association expressed its appreciation of the work of Mr. Geo. A. Clare, M.P., in this connection.

The Association's system of collection of bad debts and delinquent list was discussed and will be very generally used by the local merchants. It is expected that the proposed system will greatly aid in the collection of bad debts and the prevention of their repetition.

A bill at present before the local legislature to amend the Division Court Act, was heartily approved by the local association. The measure provides that the cost of collection of a debt in Division Court shall be considerably reduced. At present it frequently costs a merchant $6 to collect a $5 debt. The bill also gives local magistrates the authority to dispose of such cases. The creditor outlays an information and the case is dealt with as soon as possible by the magistrate, the costs thus being greatly reduced.

The associations throughout Canada disapprove of the present system of inspection of weights and measures. The inspector collects a fee at each inspection, even if the scales and other appliances are in perfect condition. The local association will join with other associations in bringing pressure to bear on the Government for the enactment of a measure whereby the inspectors will be paid by the Government.

The efforts of the president, secretary and treasurer on behalf of the association are greatly appreciated and the gentlemen occupying these offices were unanimously elected for another year.

* * *

W. Linder, representing the McLaren Co., was in Galt last week, introducing several lines of new goods. A large number of orders were received and the demand promises a large sale.

* * *

It is quite probable that one or more of the Galt Grocers will enter The Grocer's contest.

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A well attended meeting of the Preston Retail Merchants' Association was held on Monday night.

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

Among the questions discussed was that of early closing. It was pointed out by those present that the trade in the evening did not begin to pay expenses, to say nothing of any profit. Many nights there was not enough taken in to pay for the light and heat when the merchant s and clerks were being deprived of all recreation and the required amount of rest. All present were enthusiastic over the scheme, and the discussion resulted in a committee being appointed to interview all the merchants in town and endeavor to get them to agree to close their stores at seven o'clock every evening except Saturday, and nights before a holiday.

In connection with the above an extract from a sermon preached by Rev. J. B. Stafford, of the Preston Methodist Church is interesting: "The merchants of this town, and every other town," said the reverend gentleman, "are making a great mistake by keeping their stores open from 8 o'clock in the morning until 9 or 10 o'clock in the evening." He would rejoice when the Ontario Government put a law on the Statute ,compelling all merchants to close their places of business at seven o'clock in the evening. He pointed out that the night trade did not amount to anything and the merchants could get along just as well without it. They would do all the business early instead of late.

KINGSTON.

Did you take stock? Have you it written up? Do you know where you stand? Should a fire occur, is it easier to take an inventory before or after? Don't look for any mercy from insurance inspectors. Your local agent is a nice man, but he has to stand to one side when a fire occurs. The inspector demands your stock books. If you have it taken and your merchandise account written up you are O.K. If not you are out a few dollars and in a lot of trouble. Well, scratch your head and think it over. Big job, taking stock! No, just look on it as two days' work that will make you happy and contented for a year. Some run chances and put aside say $100 a year, and if no fire occurs, you soon have a nice bank account in savings. If you sell for cash and work on a small stock you can do this, but if you give credit you have to keep two or three stocks and run more risk. Yes, cash is better in most cases, even in Pembroke.

* * *

Christmas presents have had their day in Kingston. Calendars are used and save a lot of expense and trouble, for if you give Mrs. Jones, who leaves you $5 a week, a nice present, and her sister the same, who only leaves $2, you offend the former, and so it goes. Some merchants think the way one has to stoop and bow and serve people that the present should come from the people.

* * *

Horses are cheap around here on account of the high price of feed. Hay is 1c a pound, straw ½c. You can buy horses at a discount of $50, $10 and $5 off original price. A country dealer from Verone told me to-day he had ten horse hides in to sell, and got $2.50 for each of them. Big room for a canning factory. At auction sales cows only bring $5 to $10 each.

* * *

The Willow cheese factory, near Brockville, made $1,500 out of whey butter. It took first prize at the creameries exhibit fair, beating all the creamery butter on show. Professor Publow was judge, and was ignorant of the fact of its being made from whey. Mr. Russell, owner of the factory, claims that the farmers are pleased, as the whey is improved by the separator process, and the cans are easier to clean, as the butter fat which floats on the whey vats becomes decomposed. The percentage of butter obtained equalled 5 lbs. per ton of milk.

* * *

One of Kingston's young grocers is sick of the credit system and is going to sell for cash only. He is a thorough grocer, competent, and understands his business and feels that the worry and hard work in connection with a credit business is too severe on mind and body for results obtained. Cash means less stock, no bad debts, no division court cases, no worry, less business and more money. I hope he will succeed and may others follow. People should pay promptly for what they eat and not expect the grocer to wait 30, 60 and 90 days. Profits on groceries will not allow any such time and again sometimes a bad debt eats up the profit on ten good paying customers. Of course, there is argument for the credit system. You have telephone orders from good people who pay promptly each month but shaking all in a bag, I think cash is king. The departmental stores, 5c and 10c stores, shoe dealers and others who adopt it, are all flourishing and piling up their bank accounts.

MONTREAL.

Anybody who has dealings with the retail grocer can, if he is observant, more easily pick out the hustlers, the men who are succeeding, during the Christmas season than at almost any other time of the year. Those who are wide-awake are so busy these days that they sometimes forget to eat when dinner time comes around, and when the inner man is forgotten the physical and mental strain under which a man is working must be great indeed.

* * *

From what I saw in retail circles during the week, there must be a good many grocers forgetting their dinner. They all seemed busy, and judging from the appearance of the stores there was more than seeming.

* * *

Most all the stores look good so that it is difficult to pick out one as being better arranged and the proprietor more progressive than the rest.

* * *

J. A. Labonte has a nice store on Dorchester St. just east of St. Denis. He has a good business, but like many another grocer, he is not blessed with any surplus floor space, nor has he any warehouse room that he cannot use. Mr. Labonte is full of good ideas, though, and can accomplish wonders in the arrangement of his stock. When The Grocer dropped in he was superintending the transformation of a summer vegetable display stand into a candy bin.

During the spring and summer months he sells considerable quantities of vegetables and green fruits, and for display purposes he had constructed a few years ago two or three box-like affairs with glass tops. They are about five feet long, two feet wide and three feet deep at the back by two feet to two feet and a half in front. This difference in the back and front heights permits of a slanting cover, which is of glass. Displays are made inside these boxes, and as there are ventilation holes in the sides the vegetables are not likely to wilt when they are properly iced, while the glass tops make the contents visible, yet free from danger of contamination by dust or other causes. Mr. Labonte has had compartments made inside these bins and will have several kinds of candy placed therein.

* * *

J. B. Berthiaume, the Park Avenue grocer, has, among other things, a first-class meat-cutter. Other grocers possessing such a machine might profitably emulate his plan. Each morning one of the clerks cuts by the machine a quantity of bacon deemed sufficient for the day. This is wrapped in parchment paper in pound and half-pound parcels. As a consequence, when a customer asks for bacon all that it is necessary for the clerk to do is to wrap up the bacon already cut. The purchaser is not kept waiting, and the time of the employes, very valuable at this time of the year, is not lost.

* * *

Several Grocer correspondents have been talking lately of the accommodation it is advisable to have for waiting customers. Some have suggested chairs being placed in convenient places for the women to rest while waiting their turn. Others recommend placing chairs and tables, with magazines lying around. Why not carry the idea further and do a little advertising? Why not place one or two samples of fancy groceries on each table. If a woman takes up a sample of some fancy line which she does not buy steadily chances are her curiosity will be aroused and there is no doubt but what some sales would result. Even staples might be placed on the table and increased sales would result. But do not crowd the table. Better have one sample or two at most. Then the lines are noticed. If the table is crowded it loses its real value. In the case of city grocers it would be a good idea to have the directory on the table for the convenience of patrons.

* * *

A progressive retailer is well advised to buy the best show cases and counters —if he can spare the money. I was in a store the other day, a very attractive place, and comparing it with others could not help but remark upon the real economy of buying a good counter in preference to something cheap, and perhaps showy. One of the best coun-

ters I have seen has a plate glass front permitting of a good display underneath the counter. Of course, if the grocer desires to use this space for sugar, bean, flour or other bins that is his lookout. But if he has sufficient room for these lines elsewhere or if he uses the space under the counter for a garbage receptacle, he had better make good use of it for advertising purposes.

* * *

Somebody has been selling retailers around the city some plain cards with red borders bearing catchy phrases. Several grocers have hung these cards up in their store. Some of the inscriptions are: "No Trouble to Show Goods," "We Keep Pure Spices," "Our Ambition is to Give the Best Values," while near the door are placed signs which say: "We Keep the Best of Everything," and "Call Again." The cards are very neat and one cannot help but read them. Any grocer can, with little trouble, prepare a set for himself. They are worth the slight trouble.

* * *

Two very attractive north end stores I was in lately are those owned by L. O. D'Argencourt and Mr. Foster. The former is located at the corner of St. Denis and Ontario Sts., and the latter corner of Pine and Laval Avenues. Mr. D'Argencourt does a French business chiefly, having some of the best French trade in the city. Mr. Foster has a large, bright store, and there is an air of bustle about the clerks that betokens many good customers.

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A. Begin who for the past thirty-four years has been purser on one of the Quebec and Levis ferry boats, has bought the grocery business of Ls. Raymond on Dorchester St. Mr. Raymond has not decided what he will do now.

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Samuel Smith, the Westmount grocer, has a not bad idea in the way of a private office. He has built up for himself by arranging at the end of one of his counters a couple of walls of cereal breakfast foods. The unique partitions serve the purpose of display, as well as they secure privacy for Mr. Smith.

VANCOUVER.

When the announcement was made a couple of weeks ago that the new freight tariffs of the C.P.R. covering western lines, and with special reference to wholesale shipments from Vancouver and Winnipeg, were to be published, there was yet the executive power of the Railway Commission to be reckoned with. To the surprise of all, the chairman of the Commission, Judge Killam, has instructed that these tariffs shall not go into effect at present. The Boards of Trade of Vancouver and Victoria have already taken action to make strong representations to the Commission against any further delay in puting the rates as agreed, in force.

Another large shipping concern, the Chargeur Reunis, a French company, is to enter the freight service to B.C. ports coming at once into direct competition with the Blue Funnel line operated by Alfred Holt & Co., which has been the main service in carrying freight direct from European ports to this coast. The Charguer Reunis has for twelve months past been sending its steamers to Puget Sound and San Francisco, and the agents of the company have been in Vancouver this week to make final arrangements to include B.C. ports in the service.

The vessels of this line are very large steel freighters and their sailings from Europe to the Pacific are via. Suez. One important difference from the Blue Funnel service is that the steamers of the French company make round-the-world trips, leaving north Pacific ports for Mexican and South American ports and thence by Cape Horn and the Atlantic to Europe. This is an important feature, providing as it does, a direct service for freight from our ports to South America, and a second line direct from here to Mexican ports.

* * *

An additional announcement regarding shipping facilities is made this week by the operators of the Canadian-Mexican line, now operating steamers under a joint subsidy from the Canadian and Mexican Governments. They state that a line of steamers from the east coast of Mexico is to be put on running in conjunction with the Canadian-Mexican line, the new railway from Salina Cruz on the west coast to Coatzacoatcas on the east coast of Mexico. This new line of steamers will run direct to Europe.

* * *

The possibilities of trade with Mexico are prominently in the minds of shippers here this week, in more ways than one. Mr. A. W. Donly, Canadian trade commissioner to Mexico, has been visiting the coast cities this week. Many wholesale and other tradesmen called on him during his visit in Victoria and Vancouver, to discuss openings in the republic for trade. Mr. Donly has been resident in Mexico for many years though a native Canadian. He has filled his present official position for three years, and largely through his efforts trade with Canada has increased in that time from $174,000 to $1,050,000, and this year's returns will show a still greater percentage of increase.

Mr. Donly is arranging for trial shipments of B.C. apples to be sent to Mexico, and he is also of the opinion that a profitable trade in salmon and other products of B.C. could be worked up. In return the tropical fruit products, such as bananas, oranges and cocoanuts may be shipped here direct from Mexico. His opinion is that the Mexican oranges are much better quality than those of California and besides they ripen in September, which is three months ahead of the California fruit. He thinks also that potatoes could be shipped profitably.

General trade conditions continue very satisfactory in British Columbia. True the smelters have closed down in the Boundary district, entailing also the shutting down of the copper camps, but the prospects are that with a little better market for copper and a small readjustment of the wage scale, the mine and smelter owners may be able to see a profit in opening up the smelters again. Locally, business is very bright in anticipation of the Christmas trade which is now beginning to shape up.

Stocks are fairly adequate in all lines for present needs. In produce butter shows no signs of relenting, in fact, is the other way and the prospects are of a short supply later on. Present local quotations for local fresh dairy are 30c, local fresh creamery, 40c; eastern creamery, 32c. Fresh local eggs are scarce at 55c; the eastern case stock of best quality, 30c. Cheese is quoted at 16 and 16½c. Hams are in smaller supply at the present moment than bacon, and are quoted at 16 and 18c; bacon, 18½c.

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Grocery stocks are well up to trade demands few changes showing. Flour remains firm at last quotations, $7 and $7.20 per barrel for standard brands, highest grades. Rolled oats are now quoted in 90 pounds, $4; in 2 45's, $4.10; in 10 7's, $3.50. Oatmeal, $4.10 in gunnies. Sugar quotations are: Granulated, $4.85; extra C, $4.65; fancy yellow, $4.50; yellow, $4.40; dark yellow, $4.30.

* * *

The first Jap oranges of the season arrived this week and are quoted at 60c to the trade. They are much riper than usual for the first shipment, but yet have not the full flavor that more matured shipments attain. They are, however, superior to the extra early California oranges, which have been received. The process with the latter is said to be the advancing of the fruit in hot-houses, first plucking it perfectly green. As a result, naturally, the flavor and quality does not compare with the fruit matured naturally. Lemons continue to come down and now are $6 to $7. The new California oranges are $4.50 per case. It is likely this quotation will drop soon. California grapes are being received much later in the season than usual. Some of the shipments are of splendid quality. They are quoted at $2 and $2.50 per crate. The Spanish grapes are in and are quoted at $7.50 per barrel. Eastern cranberries, $12.50 per barrel.

* * *

Vegetables show no changes. Potatoes remain high, Ashcrofts being quoted at $26 per ton, locals at $18 and $20. Sweet potatoes are 3½c; Spanish onions, which are new, are 4c; ordinary onions, $2.75, hot-house lettuce, $1.25 per crate.

Holiday trade is very good indeed say the wholesale men, and the retailers as well, now that the season is well in its swing. Even the out-of-town business is expected to pick up now, because the principal cause of dullness, the closing down of smelters and mines in the

Boundary district, is much ameliorated by the re-opening of the Granby mines and smelter. This puts a thousand men to work and will be followed by resumption of activities at the other Boundary smelters very soon. There is even talk of the Granby enlarging again, though its plant is now much the largest in the district. A compromise on the wage scale was made, reducing it slightly, and making it the same as a year ago.

* * *

This week the annual convention of the International Fruit Growers' Association is being held in Vancouver. The four northwestern States, Washington, Idaho, Oregon and Utah, and Province of British Columbia, are included in the membership of the association. A very comprehensive program is being discussed including papers on fruit, culture, packing, shipping, marketing, etc. The commercial side of the industry is receiving the chief attention because of the realization that in this feature lies the economic success of fruit-growing.

A very excellent display of packed fruits, chiefly apples, in commercial packages, forms a prominent feature of the convention. Several gold medals, valued at $100; silver, valued at $50, were competed for. The chief prize, for five boxes of commercial apples, a $100 gold medal, went to a British Columbian. J C. Honsberger. The first prize for a single box of apples, another $100 medal, went to A. I. Mason, of Hood River, Oregon, the variety being Yellow Newton. The Kelowna Fruit Growers' Exchange, of Kelowna, B.C., a prominent Okanagan district, secured the $100 gold medal for the best general display of fruit.

A GLUT OF ORANGES.

Toronto Fruit Market Filled With Shipments From American Markets.

Judging from present appearances in the Toronto fruit market, it seems highly probable that cheap oranges will be the rule for the Christmas season. As yet the market has not taken a slump, but it has been weak and uneasy for some time and circumstances which have happened within the past week will, no doubt, have a very direct bearing on the situation.

American growers and shippers, having little confidence in their own financial institutions and general monetary conditions have been turning their attention to the Canadian markets. This has resulted in large shipments arriving regularly on the market in Toronto until at present there are between forty and fifty carloads of oranges lying in the railway yards. To make the situation critical, there is no active buying. Dealers are exceedingly cautious and don't care to touch oranges at present. Large arrivals have crowded all the available space in the fruit warehouses. Cases of oranges are in evidence in every direction. One heavy buyer says that he never remembers such a situation in the orange market. The retail business is not brisk but should improve as Christmas draws near. Even should the demand stiffen it will hardly be sufficient to clear out the enormous quantity of oranges at present awaiting buyers. Accordingly, an easier orange market seems assured.

WHOLESALERS IN FOR HOCKEY

Officers of League in Toronto Elected for Coming Season.

You never find these wholesale grocers far behind in anything, and now it's hockey. At an enthusiastic meeting of the wholesalers' hockey league, the third annual gathering of the kind, by the way, held in W, H. Millman's office on Monday evening, the organization was given new life for the present season.

When the honors of office were distributed, the following gentlemen were favored :

Hon. President—Col. Jno. I. Davidson.

Hon. Vice-President—R. S. McIndoe. 120 Church street.

President—W. H. Millman.

Patrons—H. P. Eckhardt, F. W. Humphrey, T. Kinnear, Sr., W. J. Lumbers, C. L. Marshall, W. A. Warren, J. F. Eby, J. Scott.

Vice-President—C. S. Morrow.

Secretary-Treasurer—Albert S. May, 120 Church street.

Official Referee—C. S. Morrow, (late of senior Argonauts).

The league this year will consist of three teams : Brokers, last year's champions ; T. Kinnear & Co., and the Eby, Blain Co. The latter two expect to have very strong teams, having the option of choosing from the other wholesale houses. On paper it looks as though the Brokers will have to do some hard work to win again this year. The league have secured Varsity rink for Monday, Tuesday, Wednesday and Friday evenings of each week from nine to ten o'clock. The first game will be played on January 10th, when the Brokers meet T. Kinnear & Co. The schedule will likely be published in the next issue of The Grocer.

SOME QUESTIONABLE CHANGES.

Travelers' Association Up Against Peculiar Motions at Their Meeting This Week.

The annual meeting of the Dominion Commercial Travelers' Association will be held on Saturday evening, 14th December, in Montreal, and promises to be an interesting one owing to various notices of motions that are coming up at that time regarding changes in the constitution and by-laws.

The association is most flourishing in point of members, there being upwards of 6,000 active members on the roll.

The proposed change in the constitution is one requiring the most serious attention of every member, and we print in full the notices that are mentioned.

Notices of Motion.

By Samuel Woods.—To add new clause to Art. xii of our By-Laws to read as follows :

(a) "After a member has reached the age of sixty-five years and his mortuary benefit certificate has reached the maximem amount of $1,200, the association if requested in writing by such member, shall keep him in good standing by charging his annual fee for membership against his mortuary benefit, and upon the mortuary benefit maturing, all such charges with interest at 5 per cent. shall be deducted from the amount of his mortuary benefit and such member shall thereby become an associate member.

(b) "That the association may on approval of the directors advance to any member thereof who has attained the age of sixty-five years and whose mortuary benefit certificate has reached the sum of $1,200, a sum or sums of money in such manner or time as they may decide, the total of which sum or sums shall not exceed six hundred dollars, and upon the maturity of the mortuary benefit of such member all such advances together with the annual fee of membership and interest at 5 per cent. per annum on all charges shall be deducted from the amount thereof, and such member shall thereby become an associate member."

By W. E. Dickson.—To amend Art. xii. of By-Laws by adding following clause :

"Any member whose mortuary certificate has reached the maximum sum of $1,200, who does not pay his subscription as provided by Art. vi., shall have his certificate continued in force thereafter by this association, the amount of the mortuary certificate being reduced by the sum of $25 for each year so unpaid, until the certificate is reduced to $1,000, after which the mortuary benefit shall remain at that sum without further reduction, and the member be an associate member of the association."

Considering there are upwards of 200 members of 65 years of age and upwards, any reader will at once see the absolutely disastrous effect that would result if either of the motions were carried and became law.

The total capital of the association to-day is about $300,000, and if the propositions contained in either of the motions were carried, and acted upon, there would be no capital left within the next ten years. Of all the 200 members of 65 years of age and upwards to-day, the probability is that most of them will be dead within that time, that is, based on the ordinary expectation of life at the age of 65, which is only 11 years.

Added to this it must immediately occur to any intelligent reader that the association is not an insurance company in any way whatever and, therefore, that members have no vested cash value in their mortuary benefits, so-called, hence the association would stultify themselves in advancing loans against an imaginary security that does not exist. If the mortuary benefits were covered by re-insurance with any life company it would alter the case but the annual income of the association, or rather the surplus, would not begin to cover the cost of this insurance.

It would be a matter of extreme regret if from want of observation of what is coming up, any such vote should be passed as the proposed one; however, it is just as well, perhaps, that the matter is being brought up as it will draw attention of members to the great danger that may result through neglect of proper understanding of this question. It seems to us a reconsideration of the whole mortuary question is in order.

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A BRIGHTER OUTLOOK.

The general feeling regarding business throughout Canada this week seems to be much more optimistic than for a month or so previous. People are ceasing to think and to talk about financial stringency and are beginning to plan for increased business in the new year. And for this the outlook almost everywhere seems much brighter. At least five of our correspondents in towns in Canada widely separated; namely, Vancouver, Winnipeg, London, Pembroke, Montreal refer pointedly this week to the more cheerful outlook taken by the heads of large local industries and business houses.

The serious trade depression which prevails in the United States and to a lesser extent in Europe has been reflected here. There is no doubt but that it has been generally felt. But it appears as if the trouble in Canada was only to be temporary.

What Canada has been chiefly suffering from is growing pains, due to the fact that its industrial development has been greater than its expansion of capital.

It is true that factories have closed down here and that wages have been reduced, but has this not been the result of a reflection of the situation across the border and to guard against any contingency rather than from serious local trade depression?

Canada, with her magnificent resources, is enjoying a period of growth and prosperity which no economic factor can seriously disturb for any length of time.

OUR CHRISTMAS COMPETITIONS.

Indications point to the fact that grocers in all parts of Canada intend to take part in the Christmas contests which have been arranged by this paper. We have had several inquiries regarding the Window-Dressing Contest and the fact that this year competitors are divided into two classes seems to be arousing a new interest among our subscribers in the smaller towns. The contest for the best Christmas advertisement should be entered by every grocer who advertises. It costs nothing and should prove of a good ideal of benefit. Further particulars regarding these contests will be found on page 26 of this issue.

PREFERRED CANADIAN CHEQUE.

Six months ago one risked a scowl if a Canadian half dollar were tendered a street car conductor in payment of carfare on a New York City tram car, if, indeed, the money were accepted at all. As an illustration of the revulsion in feeling, it is interesting to read the following lines, which appeared on the invoice of a large New York house doing business with Canadian merchants: "Canadian cheque preferred to New York funds in payment of this bill."

Surely this is overpowering evidence of the faith of American business men in the Canadian banking system. And talk of pocketing national pride! The bill was made out to a Montreal wholesale grocer and was dated November 30th.

MAYOR ASHDOWN'S RE-ELECTION

The service business men can render in public life has been emphasized this week by the re-election of Mayor J. H. Ashdown by acclamation by the citizens of Winnipeg.

One year ago municipal politics in the western metropolis were controlled by a small minded and incapable set of men and their reckless administration was bringing the credit of the city into disrepute. The business men of the city awoke to their responsibility and organized to secure the election of responsible and capable men with business experience.

A canvass of the city resulted in the unanimous decision to offer the nomination to J. H. Ashdown, who has a successful business career of nearly forty years in Winnipeg.

After some hesitation, Mr. Ashdown accepted the responsibility of undertaking the work of establishing the city's credit in the financial world. The old ring nominated one of their number in opposition, but the voters buried him 5,000 votes deep.

Mayor Ashdown applied himself to the labor of his position and the results secured go much to show that one strong man can do something against the strongest opposition. All through the year he took an active part in the government of the municipality, the crisis coming this fall, when he had the courage to veto the power by-law after its passage by the city council. He severely criticized the power engineer and refused to commit the city to large expenditures on the latter's recommendation. For this he was threatened with defeat for re-election.

The result was shown by last week's elections. Mayor Ashdown has triumphed and has been honored with re-election without opposition, a signal tribute to his administrative capabilities and an endorsation of the strong stand he has taken on various matters.

The success of Winnipeg business men in carrying their point and in rescuing the municipal government from incapables should encourage business men in other cities to take similar action. Too often the pessimistic view is taken that "one man cannot do anything," and it is contended that the business men should look after their own affairs. Mayor Ashdown's re-election should discourage these views and encourage business men generally to accept the responsibilities of public life for which their business training has prepared them.

ANOTHER HAPPY TRAVELER.

B. E. Miller, of Red Rose Tea has been and gone and done it. On Tuesday, Nov. 26th, he made a longer call than usual at Cannington and came away a benedict. Mrs. Miller was formerly Miss Minnie Mae Smith, a prominent young lady of this town. The happy couple left for a honeymoon trip to several of the United States cities, but returned last week and are now at home on Dufferin St., Toronto. The Grocer offers heartiest congratulations.

The annual meeting of the Montreal Wholesale Grocers' Guild will be held in Montreal, Thursday, Dec. 19.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Beans—Easier.
Butter—Easier.
Eggs—Declined 1c.

Montreal, December 12, 1907.

During the week The Grocer has been interviewing the wholesale, retail and brokerage trade with a view to finding out just how business was with those selling groceries. It was found that things are decidedly good in respect to the volume of orders coming in for the holidays. November and what has passed of December have been for most firms excellent months, and they are quite satisfied with their turnover. There is a divergence of opinion on money matters. Numbers are complaining of slow collections while the rest say that money is coming in very satisfactorily. Some cheques were shown the writer by one firm which certainly confirmed their statement that payments were never better in their case. Some say that collections are not as good as they might be at the moment, but they cannot expect better, considering what a busy season this is for the retailers, but they are quite sure that the money will be received after the holidays and they are not worrying much in the meantime. The banks are said to be loosening up to a greater or lesser extent.

Sugars are steady, with prices unlikely to change in the near future. Canned goods are moving fairly well. There is a fair movement in molasses, while demand for syrups is not quite so brisk as usually it is in December, due no doubt to weather conditions. Teas continue firm and scarce as ever. Dried fruits are in good demand. Currants are scarce and prices rule firm. Deliveries have been slow but are improving. Beans are easier this week. Some Austrian and Hungarian beans have been shown to the trade, but they have not been sold in quantity yet. Butter and cheese are easier.

Wholesalers are doing the very best they can to make deliveries as promptly as possible to their retail friends, but so late have been crops in some instances and shipments from the primary markets, that they have really been unable to do better than they are doing.

SUGAR—The sugar market is reported steady, with a very good demand for all grades, considering the season. There is no immediate prospect of a change in prices.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, boxes, 100 lbs	5 15
" " 50 lbs	5 25
" " " 25 lbs	5 15
Extra ground, bbls	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 10
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phœnix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—Present weather is not such as encourages the sale of syrups, but there is nevertheless a very satisfactory business being done in the various grades. Molasses keeps moving steadily.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Business at present being transacted does not amount to a great deal. Many tea brokers have not the tea to sell, and consequently cannot go very far in search of orders. In most cases the range offered is limited. Prices continue very firm, with little likelihood of easier feeling.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Pekoe Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 17	0 20½
India—Pekoe Souchongs	0 16½	0 18
Ceylon green—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Jobbers report a good demand for coffees, values for which have not changed locally since last report.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio No. 7	0 08½	0 09
Santos	0 09½	0 11
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional

FOREIGN DRIED FRUITS AND NUTS—Dried fruit men are endeavoring to make deliveries of the various lines which they sold to their jobbing customers, but their progress is rendered slow because of the congested condition of the railways. The retailer in turn is feeling the delay, as his wholesaler, not having the goods, cannot ship him his order. However, matters are straightening out, and better deliveries are even now being made. Currants are pretty scarce here, while the New York market is almost bare, with no steamer due before December 15. The Grecian market is reported a little firmer, but this is due more to the difference in the exchange than any actual increased value in the currants. Valencia raisins are being offered by New York houses still at about ½c below the import cost. In consequence of their offers the market is rather demoralized. Summarizing, it may be said that there is a good Christmas demand for all dried fruits and nuts, with deliveries slow but improving.

Currants—	
Filiatras, uncleaned, barrels	0 06½
Fine Filiatras, per lb., in cases	0 06½ 0 06¾
" cleaned	0 06¾ 0 07
" " in 1-lb cartons	0 07½
Finest Vostizzas "	0 08½ 0 09
Amalias "	0 08 0 08½
" 1 lb. packages	0 08
Sultana Raisins—	
Sultana raisins, per lb	0 10 0 13
" " 1-lb cartons	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09½ 0 11
Four crown, fancy, 10-lb. boxes	0 08 0 10
Three crown	0 08 0 08½
Glove boxes, fine quality, per box	0 07½ 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb	0 15 0 20
" stuffed figs, " " box	0 25 0 30

Valencia Raisins—	
Fine off-stalk, per lb	0 05½
Selected, per lb	0 06½
Layers, "	0 06½ 0 07
Dates—	
Hallowees per lb	0 05½
Sairs per lb	0 04 0 04½
Packages "	0 05½ 0 06½
California Evaporated Fruits—	
Apricots, per lb	0 30
Peaches, "	0 18
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" ½-box	1 60
" Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters "	5 50
" " ½s	1 50
California Raisins—	
Fancy seeded 1-lb pkgs	0 12½
Choice seed d. 1-lb. pkgs	0 12 0 12
Loose muscatels 3 crown	0 10 0 10½
" 4 crown	0 11 0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50 s	0 10
" " " 50-60s	0 09½
" " " 60-70s	0 09
" " " 70-80s	0 08½
" " " 90-100s	0 08

SPICES—Wholesale grocers report a brisk trade in spices owing to the holidays, but this is nearly over now and demand is noticeably less in many lines. Manufacturers are quite busy on all kinds of spices.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

RICE AND TAPIOCA—Rice is unchanged. The market for tapioca is featureless, with sales limited.

B rice in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C C rice in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca medium pearl	0 6½ 0 07½

BEANS—A weaker tendency is noticeable in the bean market, and it will be noticed prices are lower. Some further samples of Hungarian and Austrian beans are being shown the trade here, and prices are being given. Interest is not particularly strong in these lines so far. Peas are firm, lots arriving serving but to supply the current demand.

Choice prime beans	1 90 2 00
Soup peas, whole, bag 2 bushel	2 4 2 45

EVAPORATED APPLES—Demand for evaporated apples is fair at 10c., the price not having changed during the past week.

Evaporated apples	0 10

MAPLE PRODUCTS—Beauce County maple sugar is exceedingly scarce, in fact is practically unobtainable. Pure maple syrup is also in slight supply, and quotations are nominal.

Pure maple syrup, bulk, per lb	0 07 0 08
Compound maple syrup, per lb	0 04½ 0 05
Pure Townships sugar, per lb	0 08½ 0 09

CANNED GOODS

MONTREAL—Jobbers report a very good demand for canned fruits and a fair call for canned vegetables. Canned fish are moving out in fair-sized quantities. Sardines, which are very scarce, are selling freely.

TORONTO—Business is very dull here and no sales of any importance are noted. In reference to the report last week that retailers were not able to get their full orders, a local broker to-day said that most of the retailers who were in

this position were rather glad their early orders had not been entirely filled, for with the advance in price this year indications pointed to considerably less of this class of goods being sold.

ONTARIO MARKETS.

POINTERS—
Sugar—Steady.
Teas—Advancing.
Oranges—Will decline.
Collections—Stiffer.

Toronto, Dec. 12, 1907.

The quietness reported in wholesale grocery markets last week seems to have become confirmed since that report. Wholesalers generally say that business is dull. The distinctly Christmas business, that is in luxuries, such as fine fruits and nuts, has not fallen off this year and is even better than formerly, but staple business has undoubtedly gone off materially the last two weeks. This is to some extent the result of the fact that retailers are just now kept busy with Christmas business and are not bothering their heads about buying, but, nevertheless, there is an under-tone of pessimism among the brokers and wholesalers more pronounced than at any time recently. They report collections as somewhat stiffer and renewals a little more frequent.

TEAS—Local business is dull, with prices on lower grades still advancing. There seems no prospect of relief in the situation before June. Gow, Wilson & Stanton's weekly circular, dated Nov. 29th, in reviewing the general situation, says :

"Foreign and colonial markets took nearly twelve million pounds more Indian and Ceylon tea during the first nine months of this year than during the corresponding period of 1906. This progress is remarkable, and is even more striking when compared with the quantity taken in 1905, the excess over the same period in that year being twenty-eight million pounds. In view of the potentialities of these external markets and the increase in home consumption, there appears no reason for pressing sales between now and the end of the year, a period in which buyers are unlikely to wish to increase their stocks, especially with the present high bank rate ; indeed, it would materially strengthen the position if sellers would refrain from cataloguing tea between Christmas and the first Monday in the New Year."

COFFEE—Prices quoted by local wholesalers are steady, though an advance of about 2c has been made during the last three months. In the primary markets interest centres about the light crop movement in Brazil, it being estimated that the total will be less than 10,000,000 bags. The visible supply during November shows an increase of only 20,000 bags, as compared with over 600,000 bags gain for the same month of 1906. A bullish sentiment exists here on the situation, though Europe shows a disposition to depress prices by selling the far options. In Havre a bear clique is said to be active, the report being employed as an argument for low prices that Brazil is selling because it lacks confidence in the situation. Santos has been selling, it is admitted, but at prices so far above New York and Europe as to probably make hedge sales on the exchanges against purchases of such coffee an unprofitable operation.

SUGAR—The local market has not as yet shown any sympathy with European markets, which have been wavering fitfully during the week. Latest reports show an advance on beet sugar in the London market during December from 1¼d to 3s 6d.

Reports on the world's visible supply show the total stock of Europe and America, 1,633,238 tons, against 1,606,971 tons last year at the same uneven dates. The increase of stock is 26,267 tons, against an increase of 11,859 tons last week. Total stocks and afloats together show a visible supply of 1,708,238 tons, against 1,716.971 tons last year, or a decrease of 8,713 tons.

Paris lumps, in 50-lb. boxes	5 25
" in 100-lb. "	5 25
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 35
Berlin granulated	4 30
Phœnix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 "	4 00
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS—Business is reported a little brisker this week, with the closing down of colder weather. Prices are unchanged.

Syrups—	
Dark	
Medium	0 33 0 36
Bright	0 38
Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35

DRIED FRUITS—Distinctly Christmas business is generally satisfactory, but retailers seem to be well filled up with staple lines. It is noted that even among the larger buyers the practice is to cut orders down to the smallest quantities consistent with actual needs. This results in much re-ordering, as the buyer who takes a small quantity today is compelled to come back to-morrow. It gives the seller a good deal of extra work and produces an appearance of activity which the actual results in volume of business accomplished hardly warrant.

Currants are selling to a moderate extent in small lots. Dates are fairly active on small orders and there is a good jobbing demand for citron and peel.

	Per case
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03½
Pails, 33½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

Prunes, Santa Clara—	Per lb		Per lb.
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06½	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 11		
Peaches, "	0 18 0 20		
Figs—			
Elemes, per lb	0 08 0 15		
Tapnets, "	0 03½ 0 03¾		
Bag Figs	0 04½ 0 05		
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—	
Sultana	0 10 0 11
" Fancy	0 11 0 12½
" Extra fancy	0 14 0 15
Valencias, new	0 06½ 0 07
Seeded, 1-lb packets, fancy	0 11
" 16 oz. packets, choice	0 11½
" 12 oz. " "	0 09
Dates—	
Hallowees	0 05 0 05½ Fards choicest 0 08 0 09
Sairs	0 04 " choice 0 08½

NUTS—Local demand is good for holiday trade. A cable from Marseilles yesterday reported the market firmer on almonds and stocks of grenobles about exhausted.

Almonds, Tarragona, per lb	0 13½
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—Business is dull with prices unchanged. Advices from primary markets tell of wavering prices in cocoa but nothing definite has yet occurred.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cinnamon	0 35
Nutmeg	0 60 0 75
Cloves, whole	0 30 0 50
Cream of tartar	0 22 0 25
Allspice	0 16
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 60
" ground	0 25 0 50

RICE AND TAPIOCA—Prices are firm without change and will probably continue so until new shipments have been received, which will not be until the new year.

	Per lb.
Rice, stand. B	0 03½ 0 03¾
Rangoon	0 03½ 0 03¾
Patna	0 36 0 36
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 07½ 0 07½
Carolina rice	0 10
Tapioca, medium pearl	0 07

BEANS—Business is dull with an easier tone in the market. Prices are unchanged.

Beans, hand picked, per bush	1 90 2 00
" prime No. 1, "	1 80 1 90
" Lima, per lb	0 07

EVAPORATED APPLES—Business is quieter snice the close of navigation at last week's price.

Evaporated apples	0 08 0 09

In their ad. elsewhere in this issue Laporte, Martin & Co., Montreal, are offering good values in dried fruits of all kinds. They are also giving the retail grocers an opportunity of buying some fine liquors, including Sherry wines of Diez Hermanos de Jerez de la Frontera, Spain, which are sold for that firm by these Montreal wholesalers. Doubtless many grocers will take advantage of their offers for holiday trade.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Dec. 12, 1907.)

Holiday business is reported very active, the forebodings of the pessimists who prophesied dull Christmas trade not having been realized. Retail business in city and country is better than was expected.

Foreign dried fruits are the centre of interest at present, owing to the

weakening of the market and general decline in prices. Wholesalers who sold some months ago for delivery now guaranteeing to meet market prices and retailers who bought direct at the high prices obtaining some time ago are lamenting their ill-fortune. This is one time they have lost although they have often won.

CANNED GOODS—In fruits and vegetables there are no new features this week. Sales are still reported light. Libby's goods are advancing from 15 to 30 per cent. We quote:

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27½	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41½	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 19	2 14
2's black " "	2 19	2 14
Gooseberries New—		
2's, heavy syrup "	2 31½	2 29
Lawtonberries New—		
2's heavy syrup "	2 41½	2 39
Peaches—		
2's yellow flats "	2 30	2 27½
3's " "	3 12	3 09½
Pears—		
2's, F.B., "	1 81½	1 79
3's, " "	2 39½	2 37
2's Bartlett's "	1 96½	1 94
3's " "	2 55½	2 57
2's Globe, light syrup "	1 51½	1 49
Plums—		
2's Damson, 1s. "	2 93	2 88
2's Lombard, 1s. "	3 03	2 98
2's Greengage, 1s. "	3 13	3 08
Raspberries—		
2's red, light syrup "	2 26½	2 24
2's black, heavy syrup "	2 41½	2 39
Pineapples, whole, 2 lb., per case		3 65
" 2½ "		4 50
" sliced, 2 "		3 85
" grated, 2 "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb. "		2 20
44-oz. "		4 75
5-lb. tins, each		0 89
7-lb. "		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax, "	1 06½	1 04
refugee, "	1 06½	1 04
" crystal wax	1 16½	1 14
" red kidney	1 21½	1 19
lima	1 46½	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2's "	1 06½	1 04
(No. 3) 2's "	1 16½	1 14
(No. 2) 2's sweet wrinkle	1 21½	1 19
(No. 1) 2's extra fine sifted	1 51½	1 49
Succotash—		
2's "	2 63	2 58
Beets—		
whole, "		2 08
sliced, "		2 28
whole, 3-lb., "		2 64
sliced, " "		2 84
Spinach—		
2's, per doz	3 13	3 08
3's "	4 09	4 04
gallon, per doz		11 10
Asparagus, per doz		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
" refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " "	1 90
" 3 " " " " "	2 50
" 1 " tomato sauce, per case	2 50
2 " " "	1 90
3 " " "	2 50
1 " Chili " "	2 50
2 " " "	1 90
3 " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey " "	3 25
" chicken, per doz	3 30
" turkey "	3 30
" duck	3 30
Corned beef " 2's per doz.	2 80
" " 1's "	1 60
Roast beef	
" 1's, per doz	1 60
" 2's, "	2 80
Potted meats, ½'s, per doz	0 55
Veal loaf ½ lb., per doz	1 25
" 1 lb. "	2 50
Ham loaf ½ lb. "	1 25
" 1 lb. "	2 50
Chicken loaf ½ lb. "	1 85
" 1 lb. "	3 50
Lunch tongue 1's, "	3 65
Sliced smoked beef ½-lb. tins, per doz	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " ½-lb. tins, "	1 45
" " 1-lb. tins, "	2 50
" " 1-lb. glass, "	3 05
Sliced bacon, 1-lb. tins, "	3 10
" 1-lb glass, "	3 25
Lobsters (new) ½'s, per doz	2 31
" " ¼'s, "	2 90
" " 1's, "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoes, "	5 75

SUGAR—Prices are unchanged.

Montreal and B C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" in sacks	4 55
Wallaceburg, in bbls	4 90
" in sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
B C. qunnies granulated, 5-18's to bale, per cwt	5 05
" " " 5-2's "	5 05
" hard pressed lump, 25's, per cwt	6 15
" " " half bbls., per cwt	5 90
" icing	5 80
" bar sugar	5 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SYRUPS AND MOLASSES—Corn syrups are in good demand. Prices are unchanged. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" ½ " "	0 33
" 5 gal. bsts., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows.

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

FOREIGN DRIED FRUITS—New seeded raisins are declining in price and shipments for delivery in January are quoted at ½-cent to 1 cent per pound cheaper than current prices. Prunes are also declining. Currants showed some tendency to advance but the market weakened and the former quotations still stand. Throughout the entire list there is a tendency towards decline and buying is restricted now for the most part to immediate requirements. We quote.

Australian raisins—	
Brown Lexias, per lb	0 08
Extra brown "	0 0
Sultana raisins, bulk, per lb	0 10
" cleaned, "	0 12
" 1 lb pkgs "	0 12½
Table raisins, Connoisseur clusters per case	2 60
" extra dessert, "	3 40
" Royal Buckingham, "	4 00
" Imperial Russian "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5½ lbs)	0 80
Trenor's Valencia raisins, f.o.s, per case, 28's	2 00
" " 14's	1 05
" " selects " 28's	2 20
" " " " 14's	1 15
" " layers " 28's	2 25
" " " " 14's	1 20
California raisins, choice seeded in ½-lb. packages per package	0 09
" " fancy seeded in ½-lb. packages per package	0 09½
" " choice seeded in 1-lb packages per package	0 11½
" " fancy seeded, 1-lb. packages, per package	0 11½
Prunes 90-100 per lb	0 06½
" 80-90 "	0 07
" 70-80 "	0 07½
" 60-70 "	0 08
" 50-60 "	0 08½
" 40-50 "	0 09
Silver prunes	0 11½
Currants, uncleaned, loose pack, per lb	0 07
" dry cleaned, Filiatras, per lb	0 07½
" wet cleaned, per lb	0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb	0 08½
Hallowee dates, new per lb	0 06
Figs, cooking, in tapnets, per lb	0 05½
" " in sacks "	0 06
" table, 1 crown "	0 10
" " 3 " "	0 11
" " 5 " "	0 13
" " glove boxes, per box	0 09½
" " square boxes (12 oz) per box	0 08½
" " 1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb	0 22½
Apricots, standard in 25-lb. boxes, per lb	0 22
Peaches, choice, per lb	0 15
Peaches	0 15
Pears, choice (halves), per lb	0 13½
" standard " "	0 13
Plums, choice (dark pitted) per lb	0 14½
Nectarines, choice	0 16

NUTS—There is a great scarcity of new nuts for the Christmas trade. The new shelled walnuts will not be here until after the new year and it is doubtful whether the unshelled new walnuts will arrive in time. The stocks of old nuts are light. A car of filberts consigned to Winnipeg was lost in the wreck of the Mount Temple and this nut is also very scarce. We quote:

Almonds, per lb	0 16
" (shelled), per lb	0 33
" " in small lots, per lb	0 11½
Filberts	0 11½
Jumbo peanuts, roasted	0 17
" " green	0 14
Diamond peanuts, roasted	0 14
" " green	0 11
" " shelled, "	0 30
Pecans, per lb	0 15 0 16
Shelled walnuts, January delivery	0 26
Brazils, per lb	0 25

CEREALS—

Rolled oats, 80 lb sacks, per 80 lbs	3 15
" 40 " " 80	3 20
" 20 " " 80	3 28
" 8 " " 80	3 55
Granulated oatmeal, per sack	3 75
Standard, per sack	3 75
Cornmeal, 49's, per sack	0 95
Pot Barley, per sack	3 85
Pearl "	3 85
Pearl " per ½ sack	1 95
Split Peas, per sack	3 75

HONEY—Fancy Ontario comb honey is selling at $3.50 per case, and fancy glass honey in pound jars, at $4.80 per three-dozen case.

GREEN FRUITS AND VEGETABLES—

Ontario Apples

Fancy Quebec famuse No. 1, per bbl	6 00
Winter apples (assorted varieties) No. 1, per bbl	5 00
" " " No. 2 "	4 50
Northern spies and Kings No 1, per bbl	5 50
" " " No. 2, "	4 50

Oranges and Lemons.

Washington navels 96's, per case	4 25
" " 126's, "	5 00
" " 150's to 200's per case	5 50
California lemons, 300's, 360's, per case	7 00

Grapes.

Almeria grapes, kegs, per keg	6 50

Pears.

Winter pears, cases, per case	3 50

Cranberries.

Jersey cranberries, per bbl	12 50

Vegetables.

California celery, per doz	0 90
" per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 03

THE SITUATION IN THE WEST

The Grocer's Correspondent in Winnipeg Writes Entertainingly of Local Conditions—Payments Better and Market Generally Steadier.

With the close of November and the first week of December comes the pleasant news that payments of all kinds have been much more promptly and fully met than had been anticipated. Loan companies, in particular, report the payment of both interest and principal, and even in cases where notice of foreclosure had been given, it is rarely that it has been necessary to carry it into effect. Real estate firms with long lists of second and third payments falling due in November and first week of December make the same satisfactory announcement.

Wholesale houses report collections improving. It may be that this improvement in collections will not be carried past the new year, as many pessimists are fond of predicting, but in as much as the same pessimists predicted that less than half of the November paper would be met, they may be no more correct as to conditions later in the year.

The wheat market has been fairly steady all week and increasingly strong in tone, although during the latter part of the week British demand has not been so active, the British miller evidently hanging back for the results of the Argentine crop, where harvest is just about to commence. Demand from Buffalo, however, has been very active and a number of cargoes have been shipped during the week to that port.

The extremely fine weather has been a material help to the rapid movement from the head of the lakes, and it was hoped that it would be possible to extend the shipping season up to the 10th or 12th of the month, but the underwriters have absolutely refused to extend hull insurance beyond the 8th, so that all boats must have cleared from Fort William and Port Arthur before noon on Sunday. The loadings for the week must have run pretty well up to three quarters of a million daily.

One of the matters that has occasioned much discussion in the West this week was the report of F. A. Dillinger to the Railway Commission on the condition of the Canadian Pacific. While the arraignment of the railway was rather severe a careful reading of the report shows that whatever may be the sins of the road, they are not wholly to blame for car shortage. Western merchants are notorious for their slowness in unloading freight and more than once it has happened that when deputations of wholesale men have waited on the railway complaining of car shortage and their loss because the farmer could not move his wheat the very members of the deputation had had cars in the Winnipeg yards for six weeks unloaded. The clause of the report, however, which will be most frequently discussed in the West in the next three months is Mr. Dillinger's suggestion that the grain act be amended in the matter of the car distribution clause. This clause has been a special stock in trade of the agitators at meetings of the Grain Growers' Association. It has been lauded to the skies as protecting the farmers' interests when as a matter of fact it has lost the farmers millions of money, for it has been the sole cause of the enormous spread between street and track prices that has existed in the past three years and which has reached its most acute stage this year, when the keeping qualities of the low grade wheats has been so uncertain as to make the elevator men very chary of paying a high price for what may spoil in their bins before spring.

Any system which allows cars in equal proportions to the farmer who requires 24 hours to load as it does to the elevator which requires 30 minutes to load is, on the face of it, unjust and absurd. Mr. Dillinger's suggestion that cars be delivered to the loading platforms as many as they can load in 24 hours and then the remainder of cars received be distributed among the elevators in proportion to the number of bushels of grain they have in for immediate shipment is a very sane solution of the difficulty. It is right the farmers should have a check on the elevators and at the same time it is only just that the elevators which, after all, form the small farmer's market, should not be so seriously handicapped in the matter of cars.

There is no doubt that money has eased up, so far as export wheat is concerned, during the past few days. Lines of credit to many houses have been extended and the situation shows more elasticity than it has done at any time since the New York panic.

It is many years since the civic elections in Winnipeg have occasioned so much interest as they have during this year. The re-election of Mayor Ashdown by acclamation is the tangible proof that the city wants men who, while maintaining her credit abroad, will exercise due and reasonable economy at home and will not rush into new liabilities during the present financial strain. Mayor Ashdown's election has brought out an excellent quintette of business men to run for aldermen and the outlook is for a council and board of control for 1908 that will work in harmony and look well to the outgoings of the city.

This is not only a matter of vital importance to Winnipeg but it is of importance by way of example to every small town in the West where the ease with which money has been obtainable in recent years has had a tendency to tempt them to rush into unnecessary municipal liabilities that in future years may prove a serious handicap.—H.

WESTERN TRAVELERS MEET.

Election of Officers and Annual Meeting of Association at London.

The annual meeting of the Western Ontario Commercial Travelers' Association was held in London on Saturday last. President C. W. Nicholls, of A. M. Smith & Co., in his annual address, said the past year had been the most successful in the association's history. He did not believe the present financial stringency was anything more than temporary. The following officers were elected: President, John T. Green; 1st vice-president, R. E. Davis; 2nd vice-president, Donald Ferguson; 3rd vice-president, John Lennox, Hamilton, (re-elected); treasurer, C. Underwood, of London, (D. S. Perrin & Co.), (re-elected); secretary, Alf. Robinson, London, (re-elected).

The annual report of the association showed record results in nearly all respects, viz.: The largest total membership of nearly 2,500, an increase over last year of about 200; a new membership of about 500, and an addition to the reserve fund of $17,757.78. This is the largest amount added to the reserve in any year. The death claims accruing had been more numerous than usual, but had still been within the expectancy of the association, and after the payment of all these in full, amounting to $9,455, the reserve fund had been augmented to $158,306.22.

The financial statement was most satisfactory.

R. M. A. CONVENTION.

The third annual convention of the Retail Merchants' Association of Canada was held in Montreal the latter part of last week and was a most successful one. Various questions of interest to the retail trade of the country generally were brought up and discussed by the delegates present from various centres. Some resolutions were adopted which are likely to do some good if the Government takes heed of them. A couple passed were:

"That we again place ourselves on record as being strenuously opposed to the introduction of a measure to give co-operative societies special privileges, and that we use every effort to defeat any such legislation from being placed on the statute books of the Dominion."

"That the time has arrived for the Dominion Government to enact and enforce a rigorous law to protect the public from impure and harmful foods and drugs and to deal with misleading or untruthful designating names or statement of composition; to prohibit the manufacture or sale of any such articles, and to prohibit the manufacture or sale of any compounds purporting to lead the consumer to the belief that they are pure and wholesome articles of food or medicine; that the Government be petitioned to establish standards of quality for all spices, condiments, vinegars, baking powders, canned or preserved meats, vegetables or other foods, and medicines sold under proprietary or trade names, and to otherwise enforce the intention of the Food and Drug Act; and that this resolution be placed before the Dominion Government."

MISCELLANEOUS.

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INGERSOLL PRODUCTS represent the **TOP NOTCH** quality in Hams and Bacon as well as every other line manufactured by us. Don't miss stocking the **"BRAND THAT'S IN DEMAND."** Order **NOW** a few **SPECIAL BEAVER HAMS, ENGLISH BREAKFAST BACON** and **INGERSOLL CREAM CHEESE IN BLOCKS,** the latter the best selling package of cheese ever offered for sale. Our travellers are with you, or by letter direct to

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KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED.
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

CHRISTMAS BEVERAGE BARGAINS

Here we are again offering **you** a few **real Tea Specialties** in order to reduce our large importations before stock-taking January 1st, 1908, at our regular terms 3%, 30 days, or 3 months F.O.B. Toronto. Moreover, we will bill these if you wish, as January 1st, 1908, and ship **now.**

60 pkgs. 50 lb. each	O.P. Ceylon or Indian (Finest)	30cts.	136 pkgs.	Travencore, Pekoe	17½ cts.
135 "	O.P. "	25 "	140 "	Japan Fannings	13 "
240 "	O.P. "	22 "	220	Half-Chests, Japan	18½ "
300 "	O.P. "	18 "	32	Hf-Chests, Y.H. extra firsts	25 "
333 "	P. "	17½ "	100 pkgs.	Young Hysons, 3rds.	16 "
490 "	P.S. "	17 "	25	Half-Chests, Congou	16 "

"Melagama" Luxury Tea

To make sure you have in stock some of our high grade **"Melagama Tea,"** that is sure to satisfy the most critical **Tea Drinkers,** we offer you the following four blends:—

Gold Label "Melagama" Tea	**$1.00**	**Wholesale Price,**	**70 cts.**
Purple Label "Melagama" Tea	**80c.**	" "	**55 cts.**
Yellow Label "Melagama" Tea	**60c.**	" "	**40 cts.**
Blue Label "Melagama" Tea	**50c.**	" "	**35 cts.**

at 10% off the above regular prices. All other grades at prices as cheap as the cheapest. See last page of this issue for schedule of prices, all delivered Net 30 days. We will also include one dozen **Account Books,** size 8 x 12 free of charge with each **"Melagama" order.**

See our Travellers, Write, Telegraph or Telephone Main 353 at our expense. Samples cheerfully forwarded. **Order early to avoid disappointment.**

Wishing one and all of our numerous customers and friends A Merry Xmas and A Happy New Year.

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Importers and Blenders
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Some Coffees may be good to-day but poor to-morrow.

It is the Even quality of our brands that has built up a reputation for us and will do the same for you.

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The West

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Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

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which is "for PURIFYING and CLEANSING UNEXCELLED."

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Our aim is to place the product of our factory in every Canadian home.

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YOUNG-THOMAS SOAP CO., Limited
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The Superior Quality

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Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

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PORK AND BEEF PACKERS LIMITED
TORONTO

Christmas and New Year

Orders should be sent in to us as soon as possible in order to insure delivery of goods for Holiday trade. Send them to us now either by mail, wire or phone.

Hams, Smoked and Cooked English Breakfast Bacon. Farm made Lard. Home made Sausages. Old English Mince Meat. Colored, White, Twin and Stilton Cheese, both imported and Canadian.

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leads the world in flavor. The grocer who handles Corona Brand is sure of the worth-while trade, the trade which wants the best and is willing to pay for it.

We have no retail stores.

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Ryan Brand provisions, and always finds it the very acme of perfection. Even if the Government didn't inspect it, we should nevertheless make

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the very acme of perfection, because, for one thing anyway, it pays to do so. We are after the high-class trade through the high-class grocer.

The profits are A1.
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The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

An even better feeling is noticeable in the cheese market this week. The firmer tone has resulted in a bettering of conditions all round. The better state of affairs is due largely to increased demand from the other side, and to the lightness of stocks held locally.

It is generally admitted that holdings are considerably below what they were a year ago, some placing the difference at 100,000 boxes. It is beyond doubt that holdings are anything but large, and the best part of the stock appears to be in the hands of strong men. During the middle of this week there was a particularly good movement for export, and but little of this is supposed to be held on English account. Consequently the shipments which have been made through St. John and Portland must be the result of sales at present figures.

Dealers are turning over current receipts at figures running between 12c and 12½c. There is hardly any cheese coming in, however, so transactions at these prices are not numerous.

Better prices are obtainable this week for September and October cheese. The former is quoted from 13c to 13¼c, while the latter brings from 12½c to 12¾c.

It is expected that the market will hold firm during the holidays, and lower figures are not anticipated by many.

Receipts of cheese last week amounted to but 3,320 boxes, against 7,253 boxes same week a year ago. This brings total receipts for the year up to 2,048,872 boxes, as compared with 2,342,222 boxes same period, 1906.

During the week past there has not been a great deal of activity in butter. Demand has been steady at prices which have not been altered by the majority of dealers since last writing. Some betterment is anticipated before the holidays, although there is by no means a lack of orders.

Finest October-September creamery is now selling around 28½c, though some are willing to part with their holdings for 28c. The ordinary run of fresh receipts commands 26½ to 27c, sometimes ½c more. Receipts are gradually falling off, though last week they were considerably larger than they were the same week last year. Holdings locally are not heavy, being estimated 30 to 40 per cent. less than they were this time in 1906. This sort of weather is just the kind to encourage farmers and factorymen in their efforts to keep up the make to the last moment. Let there be a cold spell, however, such as we are sure to experience any day, and the receipts will show a marked falling off| The mild weather has the effect of keeping up the tail end of the receipts.

Dairy continues exceedingly scarce and what there is of it is snapped up quickly at prices asked. Most dealers are selling from 24½ to 25c.

Irish factories are still quoted from 25½ to 26c, being the ruling figures. Offerings are not large, however. Siberian butter is selling from 24½ to 27c, but like the Irish, it is not held in quantity.

Receipts of butter last week amounted to 5,251 packages, against 4,945 packages for the same week last year. Total receipts for the season have been 396,350 packages, as compared with 589,989 packages for the same period of 1906.

THE PROVISION SITUATION

Conditions in the Canadian hog market look somewhat brighter this week, though a reflection from the recent critical condition in Great Britain is still felt. Farmers seem determined not to sell their stocks until the market recovers and this, of course, spells short supply. At the latter part of the week, however, the British bacon market showed considerable improvement in tone and this has made prospects brighter for better values here.

Danish "killings" last week were 36,000, which is about the average. The Danes do not seem to have shared in the recent unsettled conditions of the British and American markets. American exports were 13,100, an aggregate considerably above the shipments of any week for a month previous.

Canadian packers have been working quietly with what stock was offered, but this week slightly more inducement is offered in the hope of bringing out further supplies. For hogs F.O.B. country points, they are offering $5.15, fed and watered stock brings $5.45 and hogs at factory $5.60.

The situation ruling in American markets is summarized in the following report from the New York Journal of Commerce:

"The market for hog products has been active the past week on small receipts of hogs early at all points until nearly half of the late decline was recovered before they increased materially, as they did at the close and turned products and hogs both down again, after a marked advance in both the greater part of the week on light offerings of products and anxious buying of shorts to cover in face of only moderate sales by packers until prices had advanced sharply, when they became free sellers again, to depress prices both of hogs and products. Spot stuff, however, has not joined in the activity, as prices followed futures in absence of stocks, which were light and had decreased more in November than had been expected. But the trade did not buy on the advance, as consumption has fallen off since the panic, and the trade will buy nothing beyond immediate wants. The money situation had ceased to be an important factor in these markets early in the week, but the big bank failure at Kansas City, the heart of the Southwestern packing industry, did have some effect as it may have involved some of the packers. Yet no selling pressure was reported on that account."

MONTREAL.

PROVISIONS—The movement in provisions during the past few days has not been as good as it generally is during the late fall. The slowness is attributed to the approach of Christmas, and the fact that smoked meats, pork and such lines, do not play a very important part in the holiday trade. The sales of lard have been first-class, however, but even this business is falling off as retailers are rapidly being stocked up. Prices rule unchanged, and packers expect a decline.

Lard, pure, tierces	0 11¾	0 12¼
" 56-lb. tubs	0 12	9 12¼
" 20-lb. pails, wood	0 13¾	0 14¼
" cases, 10-lb. tins, 60 lbs. in case	0 12¼	0 13
" " 5-lb. "	0 12¼	0 13
" " 3-lb. "	0 12¾	0 13
Lard, compound, tierces, per lb.	0 09½	0 10⅝
" " tubs	0 09⅝	0 11½
" " 20-lb. pails, wood	0 10	0 10½
" " 20-lb. pails, tin	0 09½	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 09¾	0 11⅜
" " " 5-lb. "	0 09⅝	0 11½
" " " 3-lb. "	0 10	0 11⅝
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 50	22 00
Canadian short cut clear	21 00	22 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—Butter is slightly easier this week. Fall make is held for a price, however, and dealers will not let go unless they get what they ask for their stock. Winter make is selling at a smaller figure. Dairy continues very scarce.

Creamery, fall make, boxes	0 27	0 28
Creamery, winter make, boxes	0 26	0 27
Dairy, tubs	0 23½	0 25
Fresh large rolls	0 24	0 25

CHEESE—There is a better feeling in cheese this week and sales to the Old Country have been more frequent. Prices have not changed.

Cheese, old	0 15½	0 16½
" new, large	....	0 133
" " twins	....	0 1½

EGGS—Eggs are easier this week, as will be seen from prices. Dealers have in the majority of instances reduced their quotations one cent. In some quarters American eggs are spoken of as being much in evidence. We have not learned of any quantity held or offered in Montreal. There may be some obtainable, but as a rule, these eggs do not begin to arrive before the end of January.

Selects	0 25	0 26
No. 1	....	0 22
Seconds	0 17	0 20

HONEY—Comb honey of every description is quite scarce. Clover comb is quoted, but the figures are purely nominal. Clover strained, in bulk, is lower, but this variety is also anything

CONDENSED

Mince Meat

in Cartons (11 oz. net)
to sell at

10c

and give the storekeeper a good profit.

We have tested this with all package Mince Meat on the market and find it a superior article. Write us for price, it will pay you, and the goods will please your customers.

The Wm. Davies Company
LIMITED
FACTORY. - - TORONTO

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.
Hamilton and Winnipeg

but plentiful, and the quotations might well be called nominal. Business being done does not amount to much.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

POULTRY—Unseasonable weather has caused a temporary slack in the poultry business. The quality of fowl being shipped into large centres from the country seems to be improving, and grocers willing to pay the price are likely to obtain choice stock. Dealers are buying heavily, preparing for a record Christmas trade. Prices rule unchanged.

Turkey, per lb	0 10	0 12
Chickens and fowls, lb	0 07	0 09½
Geese	0 08	0 10
Ducks	0 10	0 11

TORONTO.

PROVISIONS—The recent big drop in the hog market has not as yet produced any material effect on the local provision situation. Prices remain firm for nearly all lines. The demand for smoked meats is practically over. Lard has a firmer tone, but remains unchanged in price. The cold weather should stiffen the demand. Very little venison is on the market. Beef products are not selling briskly. Prices remain steady.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 15	0 15½
Medium hams, per lb	0 14	0 15
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb	....	0 17
" pea meal	....	0 17½
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb	....	0 12
" tubs "	....	0 12½
" pails "	0 12½	0 12½
" compounds, per lb	....	0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	8 00	9 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 09	0 10½
Venison	0 09	0 10

BUTTER—The market is featureless. No sharp demand is reported. The supply is good. Prices have not changed.

	Per lb.	
Creamery prints	0 29	0 30
Creamery solids	0 28	0 29
Dairy prints, choice	0 26	0 27
" " ordinary	0 22	0 24
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—There has been no material change in the situation. The demand is unsteady and inclined to be dull. Prices are slightly firmer.

Eggs, candled	0 22	0 22
" selects	0 25	0 26
" limed	....	0 23

CHEESE—Dullness marks the market. Prices are steady, though no higher.

Cheese, large	0 13	0 13½
" twins	0 13½	0 12¾

HONEY—A better demand characterizes the honey market. Sales are brisker. Supplies are still scarce.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins	....	0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—The market is still dull and weak. Supplies are good. The quality is poor in some cases owing to the fact that many sellers do not properly pluck their fowl. Dealers look for brisker business. Prices are still low.

Live Weight.

Spring chickens, per lb	0 05	0 07
Old fowl	0 04	0 05
Ducks	....	0 06
Geese	....	0 06
Turkeys	0 09	0 10

Dressed weight.

Spring chickens, per lb	0 08	0 10
Old fowl	0 05	0 05
Ducks	0 08	0 10
Geese	0 08	0 10
Turkeys	0 10	0 13
Squabs, per doz	2 50	3 00

WINDSOR SALT
Table, Dairy and Cheese Salt,
Fine and Coarse Salt.
Write for Prices.
TORONTO SALT WORKS
Agents for WINDSOR SALT

WINNIPEG.

BUTTER—There is a marked falling off in the offerings of dairy butter. Creamery is in fair supply. Dairy is selling to the retail trade at 27 cents per pound for No. 1, while creamery commands from 32 to 35 cents per pound.

EGGS—With the approach of Christmas the price is advancing. Retailers are paying 27 to 28 cents per dozen now.

CHEESE—Prices are as follows:

Finest Manitoba, large	....	0 13½
" Ontario, "	....	0 15
" " twins	....	0 15½

CURED MEATS—

Hams, selected, mild cure, 10 to 14 lb, 100-lb. crates	0 17
Bacon, selected, mild cure, 5 to 7 lb. "	0 22
Backs, selected, mild cure, 8 to 10 lb., crates	0 18

Sugar Cured.

Prices for 100-lb. sacks; add ½ for 200 lb. boxes; ½ for 100-lb. boxes; ¼ for 50-lb. boxes.

Hams, light, 10 to 14 average	0 16½
" medium, 14 to 16 average	0 16
" heavy, 25 to 30 average	0 15½
" skinned, 20 and 25 average	0 16½
Picnic hams, 6 to 10 average	0 12½
Shoulders, 0 to 14 average	0 12½
Breakfast bacon, clear bellies, 8 to 10 lbs	0 17½
" " " 10 to 12 lb	0 17
" " wide, 14-16, or strips 6-8 lb.	0 16
Clear backs, bacon, 8 to 10 lb	0 17½
" " 12 to 16 lb	0 16
Spiced rolls, long	0 16
" short	0 14
Dried beef hams, sets	0 16
English cured bacon, bellies, 14 to 18 average	0 16
Smoked beef tongues, choice	0 18

Smoked hams, boned and rolled, 3c, per lb additional.

Dry Salt Meats.

Prices for 200-lb sacks; add ½ for 200-lb. boxes; ¼ for 100-lb. boxes.

	Unsmoked	Smoked
Long clear sides, 50 to 75 lb	0 11½	0 13
Short clear sides, 45 to 60 lb	0 12½	0 13½
Extra short clear, 35 to 50 lb	0 12½	0 13½
Boneless backs	0 13	0 14
Clear bellies 20 to 25 lbs	0 13½	0 15
Clear fat backs, 12 to 14 lbs	0 11½	0 12½
Square shoulders, 14 to 16 lbs	0 12	0 13

Barreled Pork and Beef.

	Bbls.	Hf. Bbls.
Mess pork	25 00	13 00
Short cut mess, standard	26 00	14 00
Pork, boneless briskett	22 00	12 00
Selkirk bean pork, clear	21 00	11 50
New mess beef	12 00	7 00
New plate beef	11 00	6 50

W. L. Gaillard, of A. Gaillard & Cie., dealers in olive oils, Marseilles, was a caller on the Toronto grocery jobbing trade last week.

A branch office will shortly be established in Winnipeg to look after the western business of the Walter M. Lowney Company. Mr. Littler, Canadian manager of the firm, will leave for the west in this connection toward the end of the month.

YOUR LAST CHANCE

Mr. Grocer, if you do not buy now you will be too late to get in the Christmas trade,—even as it is, it is a little late, still

CLARK'S MINCE MEAT

sells all the year round. But if you get your customers interested about this time you capture so much more trade.

Postal me for quotations.

WM. CLARK - MONTREAL

Manufacturer

ALL GROCERS

should study their customers by selling

O'MARA'S

NOTED HAMS

BACON

LARD

HAVE YOU TRIED THEM?

If not, do so at once and you will never use any other.

Under Government Supervision.

JOSEPH O'MARA

Pork Packer, PALMERSTON

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. The public demand will be brisk very shortly.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. MoKENZIE & CO. - - - - - - - **WINNIPEG**
308 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL,

Trade Winning and Profit Bringing Pernot Biscuits for Christmas

It is well enough to push extra fine and fancy biscuits for the Christmas trade, but it pays still better to sell them if there is good profit in the brand.

That is the beauty of **Pernot's Biscuits. Quality** for the consumer; **Profit** for the grocer.

Let us explain further. Better still send us an order. We guarantee satisfaction on your part and on the part of the consumer.

Leon Fontanel & Co.

4-6 St. James St., MONTREAL
20 Reaumur St., Paris (France)

Buda Flour

"The Flour of Quality"

The sub-title, "The Flour of Quality" is given to Buda Flour by its users before they have been using it long, and they never take it away again.

The Sale has Doubled

this year, showing that Buda Flour is rapidly coming into its own. "The Flour of Quality" is put up in lined, dust-proof barrels, and in sacks of varying sizes. If you want repeat orders for flour, why, just handle Buda Flour.

Write for particulars!

J. B. HARTY

PICTOU, N.S.

Sales Manager for the Maritime Provinces, Province of Quebec, Newfoundland, West Indies.

Car Lots, Assorted or Straight.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

WESTERN CANADA FLOUR MILLS COMPANY
Purity
MANITOBA HARD WHEAT

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CEREALS AND CONFECTIONERY

Markets Generally Dull—Manitoba Flour Takes Another Drop—Inspections Continue to Show Low Grade.

Dullness characterizes the grain markets this week, a condition which is customary at this time of the year and which will probably continue into the New Year. Manitoba flour is easier on account of the large arrivals of Western grain. Oats, however, are not so plentiful, and with the quality continuing doubtful, a firmer feeling is felt in some quarters with a tendency to a slight advance in prices.

The extra efforts made to move the crop down from the head of the lakes seems to have been effectual. Stocks at Port Arthur and Fort William elevators have been reduced by 2,145,000 bushels. Stocks held in these cities at present aggregate 3,335,000 bushels.

Notwithstanding the large quantities of wheat moved, gradings at Winnipeg still continue very unsatisfactory. Returns show a predominance of No. 3 and No. 4 with No. 1 running only from 6 to 12 cars daily. This is being reflected in the fact of dealers hesitating to give quotations on this grade. No. 2 is quoted generally about 5 cents lower and the difference will probably be increased shortly unless gradings show better quality.

World's shipments of wheat during the past week were 9,616,000 bushels, compared with 9,345,000 last week and 12,976,000 a year ago. The visible supply of wheat in Canada and the States decreased 54,000 bushels during the week; corn increased 281,000 and oats 271,000. The visible at present is estimated at 43,483,000 bushels.

MONTREAL.

FLOUR—There is a steady demand for flour at the old prices. The market is reported firm.

Winter wheat patents	4 70	5 50
Straight rollers	4 00	4 80
Extra		4 10
Royal Household		6 10
Glenora		5 50
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10

ROLLED OATS—Millers have reduced their prices on oatmeal and rolled oats. There is still much difference in the quotations of different firms, but those given below are a fair average.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 90	2 95
" 80-lb. bags	2 75	2 80
" bbls	6 10	6 20

FEED—If anything, there is a slightly easier feeling in feed this week, but it is not noticeable to any extent. Business is fair.

Ontario bran	22 00	23 00
Ontario shorts	24 00	25 00
Manitoba shorts	25 00	27 00
" bran		23 00
Moullie, milled	26 00	31 00
" straight grained	27 00	33 00
Mill feed	1 50	1 55

TORONTO.

FLOUR—Manitobas dropped 20 cents per barrel during the week, a result of the freer arrivals. The market generally is dull.

Manitoba Wheat.

60 per cent. patents	5 40	5 60
85 " "	5 15	5 20
Strong bakers	5 10	5 15

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—Prices on the basis of the recent decline still rule though there seems to be an undertone in the market which grows to slightly higher prices

Rolled wheat in barrels, 100 lbs	3 00	3 15
Rolled oats, in wood, per bbl		6 65
" " in bags, per bag 90 lbs	3 00	3 20
Oatmeal, standard and granulated, per bbl		6 65
" " " in bags, 98 lbs		3 40

THE CREAMERIES IN ALBERTA.

People Claim Those Controlled by Government Should Change Selling Methods.

The following article sent in by our correspondent in Edmonton throws some light on the manner in which the Government creameries in that province are operated. The claims of the local citizens regarding the matter seem to be just and should command consideration:

The people of the Province of Alberta are now looking into the question of the price of butter, the cause, and the probability of this price being lowered. Their attention has been called to this by the discussion of the question of creameries controlled by the Provincial Government. Some time ago, before the new Provinces of Alberta and Saskatchewan were formed, the Territorial Government endeavored to interest the farmers in the establishment of creameries, particularly in Alberta. Wherever sufficient interest could be aroused the farmers were persuaded to form a joint stock company and erect a creamery and install the necessary machinery. The Government then took charge of the creamery and operated it for the stockholders. Expert butter makers were placed in charge of these creameries and a competent superintendent, and a marker placed over the whole of them. Cream was received from farmers and dairymen and tested and credit given in proportion to the amount of butter fat which the cream tested. Butter of the highest quality was made and sold and after a percentage had been deducted for making the balance was paid to the farmers. When the Provinces of Alberta and Saskatchewan were formed the Alberta Government assumed the control of these creameries and conducted them on the same line.

At the present time there are twenty-two such creameries in Alberta under

Crispness and Profit

as far as soda biscuits are concerned, go hand in hand. The wise grocer never stocks up with sodas which have the least tendency to get "soggy." He stocks

Mooney's Perfection Cream Sodas

They are acknowledged by every person who has ever tried them to be the very acme of soda biscuit perfection.

A word to the wise is sufficient!

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P Tippet & Co., "

J. & G. COX Ltd
Gorgie Mills
EDINBURGH

Government control and about twenty operated by private companies. Every effort is made to prevent the two kinds from competiting. The butter made by the creameries under Government control is sold to wholesalers or to retailers who order regularly from these creameries. No butter will be sold to consumers or to dealers who refuse to purchase their butter supply regularly from these Government-controlled creameries. A considerable portion of the butter made in these creameries is shipped outside of the province. Some is sent to British Columbia, some to the Yukon and some even as far as Japan. The butter is sold at the prevailing market price, so that they will not undermine the private creameries by cutting prices.

Attention has been drawn to the fact that in this way these creameries controlled by the Government are helping to keep the price of butter high. Moreover, they are selling a considerable portion of their butter outside of the province, while at the same time, the supply of butter within the province is not sufficient for the demand. As a consequence, butter has to be shipped into the province and the cost of shipment keeps the price at a high level. It is urged that in order to give the people an adequate supply of butter at the lowest possible cost, these creameries should sell to anyone who wishes to purchase it. They should sell at the lowest possible cost and should not ship butter to outside points until the demand within the province is supplied.

Cereal Notes.

Walter Frisby, baker and confectioner, of Haileybury, has assigned.

J. H. Percy & Son, Magog, Que., have sold their flour and grist mill to Vaughan Bros.

SASKATOON CORRESPONDENCE.

Hamelin Brothers & Co. have opened a fine new departmental store in Prince Albert. The building is a two-storey structure, with full-sized basement, where reserve stock is kept. The walls are built of cement blocks and the interior is finished in metal. The main entrance is on Central avenue, and the different departments are attractively laid out. The grocery department occupies the back part of the building, where a large assortment of goods is displayed. W. J. Rogers is in charge. The building is steam heated and lighted with electricity. The office is on the stair landing and cash carriers are being installed. Music will be provided every Saturday evening for the benefit of the many who patronize the store. Hamelin Brothers & Co. have also stores at Moose Jaw, Stoughton, Napinka, Manor and Melita.

* * *

The Canadian Northern Railway have announced a reduction in freight rates between Winnipeg and Saskatoon. The reduced rates range from eleven to one cent per hundred on the different classes of merchandise. The new tariff took effect on November 25, and the change is a very welcome one to Saskatoon merchants. The same company has also reduced the passenger rates on this line to three cents per mile, which places the passenger rates on the same level as those in the east.

* * *

Happy is the man who conducts his business on a cash basis! A western merchant, who employs a Swedish clerk, sent him out recently to do some collecting. When the clerk returned from an unsuccessful trip he reported, "Yim Yonson say he vill pay ven he sells his hogs. Yim Oleson, he vill pay ven he sell him wheat, and Bill Pack say he vill pay in Yanuary." "Well," said the boss, "that's the first time Bill ever set a date to pay. Did he really say he would pay in January?" "Vell," said the clerk, "I tank so. He say it ban a d—n cold day ven you get that money. I tank that ban in Yanuary."

* * *

C. L. Brown has opened a general store in Asquith, Sask.

* * *

Many grocers throughout the land will doubtless compete for the Christmas window prizes. The fact that two prizes are offered this year should be an extra inducement, and clerks should not be backward in coming forward. Should you not actually win the prizes, the effort to do so will be beneficial, while any trouble you may go to will help on some future occasion.

THE OLDEST MILL IN CANADA

POT AND PEARL BARLEY

CALEDONIA MILLS

John MacKay Limited - - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal

n Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

DON'T FAIL

To send for catalog showing our line of

PEANUT ROASTERS, CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal Agents.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS, - Quebec.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.

Importers of Foreign Products.

125 St. Peter St., QUEBEC.

Well Bought is More Than Half Sold. You Can't Go Wrong When You Buy

STAUNTON WALL PAPERS

HAVE WE YOUR ORDER?

¶ If not, we will send our salesman or our mail and express set sample books. Charges prepaid. Prices have to advance soon. Don't get caught in a rising market.

THE FOLLOWING BIG SELLERS SHOULD BE IN YOUR SHELVES FOR NEXT SEASON.

Order now while we can book orders for them.

Parlors	Dining Rooms, Halls	Bedrooms
No. 839	No. 679	No. 1783
1762	1833	1800
1823	1811	843
1866	1832	1867
1816	829	846
824		851

STAUNTONS Limited

Makers of Superior Wall Papers

TORONTO

Grocers' Sundries
Bakers' and Confectioners' Supplies

"White Moss" Cocoanut

Fourteen long years have proved its merits.
We get larger orders, and more of them each year.

CANADIAN COCOANUT CO.,
613-619 Lagauchetiere St. W. MONTREAL
J. ALBERT McLEAN, Proprietor

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

CANADA: No better Country

MOTT'S: No better Chocolate

As perfect as can be made

Mott's

"Diamond" and "Elite" brands of

Chocolate

—An article as useful and perfect as the good housekeeper can desire—
Profitable to you Push it.

John P. Mott & Co.

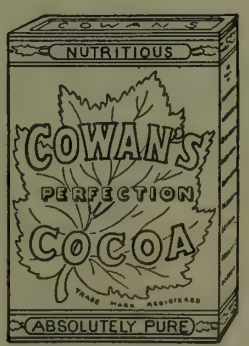
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McLaren, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

The Wise Grocer
is he who handles

Cowan's Cocoa and Chocolate



Confectionery

for Christmas time is a very profitable line, and the most profitable item in this profitable line is undoubtedly

COWAN'S CHOCOLATE CONFECTIONS

The Cowan Co., Ltd.

MONTREAL SHIPPING BUSINESS.

Freight Handled Above Previous Year —Customs Revenue Increased.

Viewed from the standpoint of the steamship men the shipping season which has just closed at the port of Montreal has not been entirely as satisfactory as that of 1906, but the amount of freight handled was considerably above that put through the previous year, while the customs revenue on imported goods shows a magnificent increase. The total revenue from imports up to December 1, seven months, the opening of navigation to December, the revenue derived by the harbor totalled $330,256, against $330,290 the previous year, a decrease of $34. This revenue accrued from imports, exports and local traffic. Aside from the amount obtained on exports, already mentioned, there was, from imports, $216,000, against $207,500, showing a handsome increase of $8,500, while from local traffic there was $39,756, against $45,290. The freight traffic through the Lachine canal was the heaviest in the history of the port. The amount of wheat coming through showed an increase of 8 033,773 bushels, being 16,444,938 bushels, against 8,411,165 bushels in 1906.

A Shipment of Poultry to an Ontario Wholesaler.

amounted to $10,515,867, against $8,815,840 last year, meaning an increase of $1,700,027. In 1905 the amount received was $7,759|556. Exports of bacon during the year were fairly large, while apples showed a material increase. The cheese and butter business was not by any means as large as might have been desired, but the markets have been such as to render such a state of affairs impossible of prevention. Largely owing to the falling off in dairy exports the harbor revenue from exports showed a falling off for the season, being but $74,500 against $77,500 in 1906. From

LARGE POULTRY SHIPMENTS.

Some idea of the business in poultry done in Toronto at this season of the year may be gathered from the accompanying photograph, which illustrates a shipment of poultry in front of the premises of M. P. Mallon, Mr. Mallon himself is standing in the right of the photo.

M. P. Mallon is a young man who has made a remarkable success of this business. Six years ago he started in with small capital and without much knowledge of the poultry business. Since then he has built his business up to its present basis and is now recognized as one of the largest dealers in poultry in Ontario.

During the season Mr. Mallon keeps between fifty and seventy-five tons of poultry on hand, most of this, of course, in cold storage, in his own and neighboring warehouses. Besides shipping largely to Great Britain and the larger Canadian centres, Mr. Mallon does a large retail business with local hotels and restaurants. This year, owing to the very unsatisfactory condition of the poultry markets abroad, the Canadian market is attracting the greatest attention.

SOAP COMPANY LIQUIDATES.

The Atlantic Soap Co., Toronto, have gone into liquidation. The company was organized two years ago to take over the business of the Atlantic Soap and Oil Co., and it is claimed lack of capital is responsible for their present difficulties. The liabilities are in the neighborhood of $20,000.

If merit is of any value to your trade, and we believe it is the great point with your customers,

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

will be suggested to you when table sauce is asked for—

You will certainly always be right and safe in offering it—It is The Best.

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857

POULTRY FOR XMAS

Mr. Grocer, You can get poultry in many places. If you want GOOD POULTRY, delivered when you want it in nice condition ask us to ship you.

TURKEYS—Bright, Plump Stock at Right Prices.

CHICKENS—First Class, the Kind that Will Sell.

DUCKS—Good Ones. To Please You and Your Customers.

GEESE—No Better on the Market. It Will Pay you to Write.

We are not talking. We have something to offer you. We act. And our prices are right. If you want the best, the kind that will please your customers write or wire us. We guarantee satisfaction. No order is too large and none too small to receive our best attention.

P. POULIN & CO.

BONSECOURS MARKET

MONTREAL

XMAS FRUIT

Do not forget that we can fill your orders for anything in our line. Our stocks are large.

California Navel Oranges, Florida Oranges, Mexican Oranges, Jamaica Oranges, Bahama Oranges

McWILLIAM Mc. AND E. EVERIST

25-27 Church St., TORONTO

California and Messina Lemons

also full supply of all Holiday Fruits, etc.

Pineapples, Grape Fruit, Celery, Cucumbers, Tarragona Nuts, Dates, Figs,

in fact, everything that you require. Send us your orders, they will get best attention.

Here Again

is

GOLDEN FLOWER

We shipped our first cars of "Golden Flower" Southern Navels for Canada on Nov. 26th. They cannot help but arrive in the pink of condition — they should be superior to anything else on Toronto Market—we were particular in the selection of this fruit—having in mind what Xmas trade demands in Ontario. **You should have some of them.**

For Sale by:

McWilliam & Everist, and White & Co., Limited, Toronto

Grown and Packed by

Redlands Golden Orange Ass'n

REDLANDS, CALIFORNIA

FRUITS, VEGETABLES AND FISH

Orange Situation Very Uncertain—Vegetables in Good Demand—All Lines of Fish Active.

No marked improvement has occurred in the fruit situation. The demand has fallen away off. Dealers claim that the financial stringency and the presence of many unemployed have much to do with the dull condition of the market. In oranges, especially, the situation is almost critical. Large shipments have arrived which have failed to find sale. Buyers are cautious and it looks as if the market was on the verge of a drop. Lemons are meeting with a fair demand and are comparatively steady. Prices of other lines remain practically the same, though an easier tone pervades the market. Buying for Christmas is commencing, but no great rush is reported yet. Supplies are plentiful.

The vegetable market has not changed materially. Potatoes are steady and selling briskly. Some imported vegetables are arriving and are meeting with a good demand. California celery is strong. New Orleans shallots are on the market.

Fish is active in all lines. There remains yet a scarcity of haddock and cod, due to the extremely rough weather which has visited the fishing grounds. Prices are about the same. Herring are selling well. Oysters are also strong.

MONTREAL.

GREEN FRUITS—Business is not particularly brisk in fruits. Oranges and a few other lines are easier in feeling, but no material change in prices can be announced. There is more or less Christmas buying being done, but the rush has not yet started. No new lines are quoted this week.

Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 25
Cocoanuts, per bag		4 50
Lemons	3 00	3 25
Florida oranges, box	3 75	5 00
Mexican oranges, box		2 50
Porto Rico oranges, box		2 50
Jamaica oranges, bbl	3 75	4 00
California winter Nellis pears, box		3 00
Tangerines, half-box		4 00
Jamaica grape fruit, bbl	6 00	6 50
Nassau grape fruit, box		4 00
Florida grape fruit, box		5 50
Almeria Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	9 00	11 00
Nova Scotia cranberries, bbl	10 00	10 50
Apples fameuse, ' bl	3 50	5 00
" other fall varieties, bbl	3 75	5 00
Evergreen wreathing, bale		2 00

VEGETABLES—Several new lines are quoted this week, including New Orleans shallots, which are selling at 80c a dozen, radishes and California celery. This imported stuff is now running the market. Some Bermuda parsley, in very attractive condition, is being offered by some dealers. Boston lettuce is easier, 75c being the ruling price for a dozen bunches. Horse radish is easier, too. Beans are up, $5 being asked for a choice of green or wax. A big advance in parsley has taken place.

Parsley, per doz. bunches		0 35
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 30
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate		5 00
Water cress, large bunches, per doz		0 75
Spinach, bbl		3 50
Green peppers, crate		3 00
Boston hot house cucumbers, doz		2 00
Potatoes, per bag	0 90	1 00
Sweet Potatoes, basket		2 75
Beets bag	0 60	0 65
Carrots, bag	0 60	0 65
Tomatoes, Florida crate		5 00
Tomatoes, hot house, per lb		0 25
Spanish onions, small crates	0 65	0 75
" " large crates	2 00	2 25
Canadian onions, lb	0 01½	0 01½
Boston let uce, per doz		0 75
New Orleans lettuce, doz		0 80
New Orleans shallots, doz		0 75
Radishes, doz	0 50	0 75
Bermuda parsley, rate		2 50
Mushrooms, per lb		0 75
Horse radish, per lb	0 10	0 12
Beans, green and wax, basket		5 00

FISH—The feature of the market is the great scarcity of haddock, cod and practically all other lines of fish. Bad weather on the fishing grounds is responsible for the lack of supplies on the local market. Under the circumstances prices are steadily maintained. Fish men report a very satisfactory demand for various lines of fresh, frozen, smoked and salted fish for the Advent trade. Pickled lines are also in demand. Oysters are selling freely at the old prices. Supplies are sufficient to take care of all business coming forward.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04½	0 05
Halibut, express, per lb	0 08½	0 09
Mackerel, " "		0 10
Dore, " "	0 08½	0 09
Pike, lb	0 06½	0 07
Steak cod, lb	0 05	0 05½
Whitefish lb	0 06½	0 10
B.C. salmon, lb	0 08½	0 09
No. 1 Smelts, lb		0 10
Smoked and Salted—		
Haddies, boxes, per lb		0 07½
Kippered Herring, 50 in box		1 00
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 20
St. John bloaters, box		1 00
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 06	0 09
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 05
St. John bloaters, box		1 00
Oysters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, gal		1 70
Malpeques, bbl	10 00	12 00
Malpeques, common grades, per bbl	8 00	9 00
Paper pails, 100, pint size	0 80	1 10
100, quart size	1 00	1 80
Pickled fish—		
No. 1 Labrador herring, per bbl		5 60
" " per half bbl		3 15
No. 1 Nova Scotia, per bbl		5 25
" " per half-bbl		2 90
No. 1 Haddock, bbl		6 50
No. 1 Pollock, bbl		6 00
No. 1 Sea trout, half bbls		6 50
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 sea trout, 100 lb. kegs		6 00
Small Green cod, per bbl		6 00
Medium " " " "		7 50
Large " " " "		8 00
Labrador Salmon, ½-bbls		7 00
Salt sardines, bbl		5 50
" " ½ bbl		3 25
No. 1 salt eels, lb		0 07½

TORONTO.

GREEN FRUITS—There has been no marked improvement in the fruit market. Prices are inclined to be easier. Supplies are very plentiful with the quality satisfactory. The orange market is in a precarious condition. Large arrivals are not meeting with the ex-

pected demand. Buyers are cautious to an unusual degree. Prices are easier, although no great drop is reported. Navals are arriving in good shape. Lemons are in fair demand. Apples are inclined to be over-plentiful. Tangerines are on the market. Several shipments of well-berried holly and wreathing have arrived. Some choice Jamaica bananas are being quoted at slightly higher prices. Almerias are selling steadily. Cranberries are slow.

Oranges, Florida's new	2 75	3 50
Oranges Mexicans new	2 40	2 [illegible]0
" naval, new	3 00	3 75
Lemons, California, 240, 300, 360, 420	3 75	4 2[illegible]
" Verdillis 300's 3[illegible]'s		3 00
" Messinas, new crop	2 75	3 25
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples No. 1 winter fruit	3 75	4 0[illegible]
" No. 2 "	2 [illegible]5	3 00
" lower grades	2 00	3 00
Bananas Jamaica firsts per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, home green	1 25	1 35
Bananas, Firsts	1 65	1 7[illegible]
Pineapples, per basket	0 5[illegible]	0 60
Cranberries per bbl	11 5	12 00
Almeria grapes, per keg	5 50	6 50
Tangerines	3 [illegible]0	4 00
Holly	4 25	4 50

VEGETABLES—Potatoes remain unchanged. The demand is brisk. Supplies are moving freely. Some Delawares are arriving. California celery is selling well. Such lines as turnips, cabbage, carrots and onions are in good demand at old prices. Imported cucumbers have advanced slightly.

New Brunswick Delawares, per bag		0 95
New potatoes, Canadian, per bshl	0 95	1 00
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Spanish, per case	2 4[illegible]	2 50
" per bag	1 20	1 30
Beets, per bag	0 90	0 95
Cabbage, per doz	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Turnips per bag	0 3[illegible]	0 [illegible]0
Parsnips, per bag		0 75
Cauliflower, per doz	0 60	1 5[illegible]
Parsley, per doz		0 25
Celery, Canadian, per doz	0 35	0 40
" California per doz		0 75
Lettuce, imported "		1 35
Cucumbers, imported, per doz		2 00

FISH—Business is brisk. All lines are being handled successfully. Halibut has been arriving in good quantities. Haddock and cod are more plentiful. The first Holland herring of the season has arrived. Malpeque oysters are also being quoted for the first time. A slight advance has been made in cis-

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

XMAS FRUIT

of the very highest grade is being shipped in car lots to nearby points. Never in our history have we shipped ***such fine goods. Quality counts.***

Fruit of every description in largest variety.

WHITE & CO., Limited

TORONTO and HAMILTON

The Leading Wholesale Fruit House.

AMIDST

Hustle, Rush and Bustle

of Xmas Biz. the most popular fruit is the Sweet Sonora Star Brand Mexican Orange—they're better this year than ever—see that you get yours at once as the supply in sight will not be equal to the Holiday demand.

W. B. STRINGER & CO., Sole Agents, TORONTO

Fresh Arrivals This Week

Fancy California Navels

Fancy Sweet Sonora Oranges

Fancy Florida Oranges

Fancy New Lemons

New Grenoble Walnuts

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

"BRONCO"
Brand
Navel Oranges

Come from Redlands, that aristocratic section in Orangedom, California

The common kind, under other brands, come from other sections. A little higher in price, but if its genuine satisfaction you want in your Orange Business buy "Bronco Brand."

White & Co.
Toronto
SOLE DISTRIBUTORS

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR?

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

coes. Herring is otherwise unchanged. Oysters are in good demand.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10
Haddock, frozen, per lb	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 25
Labrador herring, per bbl	5 00	5 50
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08
Malpeques, per gal	1 85	2 00
Oysters, per gal		1 85
Shell oysters, blue points, per 100		1 50
Bloaters box		1 50
Kippered Herring		1 75
Smelts, fresh caught		0 10
Gold eyes		0 06

NEWER POTATOES IN ENGLAND.

Estimate Places Crop One-third Less Than Previous Year.

Speaking as to the prospects of the potato crop in England, Consul John L. Griffiths. of Liverpool, states that the result of carefully conducted inquiries shows the consensus of opinion to be that the yield will fall far short of last year. It is difficult before the late winter crop is harvested to estimate the extent of the shortage, but it would be approximately correct to say that the yield will be at least one-third less than in 1906 and that the quality will be inferior. The prices, as a result of the shortage, are fully one-third higher than a year ago.

ATTRACTIVE CHRISTMAS PRICE LISTS.

White & Co. and McWilliam & Everist, two of the large Toronto wholesale fruit dealers, issued special Christmas price lists this week. The circular of the latter firm, gotten out in two colors, with a Christmas greeting to their customers, was tastefully decorated with a border of holly, red berries and all and a chime of Christmas bells.

Oranges, Navels, Mexicans, Cubans. Lemons New Messina.
We have them, also *Figs, Dates, Nuts.* Write us for special quotations.
The Dawson Commission Co.
We can also Handle your POULTRY, BUTTER, EGGS
Toronto

J.V DE YBARRONDO & Cº
Successors to James Violett & Cº
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
Rº ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

NEW PROCESS OF FRUIT DRYING.

A Recent Invention Promises to Improve on Nature's System.

One of the very latest inventions is a process to produce "naturally dried fruit" in an "artificial manner" by the use of hot air. This process has just been tested before experts in California and proved highly successful. The fruit is laid in trays constructed of wire-netting, and a continuous draught of air heated to 150 degrees is forced through the fruit. The moisture extracted is carried away through an air stack and by control of heat and air, nature is closely imitated. It is claimed that by the new process the work can be done in two weeks' time less than the field drying method and with the same results. The first tray of prunes taken from the dryer were exceptional, and when weighed to ascertain the shrinkage by the new method compared with the old an increase of 10 points was noted in favor of the hot air.

A FREE TRADER—PROTECTIONIST

A good story is told at the expense of an M.P. who was engaged in a certain line of business which had for some time been trying to secure a higher rate of duty on his products. This manufacturer in the early days when there was a well-defined line of demarcation between the two political parties on the tariff, was known for his strong antipathy toward the national policy campaign as carried on by Sir John Macdonald. A short time ago, however, he formed one of a deputation to wait upon the Minister of Finance urging a higher duty on the line of goods which he manufactured. To the astonishment of every one present, he gave utterance to these remarks: "I have always been opposed to protection. I told Sir John Macdonald that protection would ruin the country, and I have told the members of the present Government the same. At one time I used to get from the Government 85 cents for a certain line of goods which I manufactured, but all my company can get now is 50 cents. I think, under the circumstances, it is only proper that the Government should put on a higher duty."

The other members of the deputation looked at each other in open mouthed astonishment, and the Minister of Finance could not help smiling. One member of the deputation when he recovered his breath remarked quietly: "I think our friend's remarks about prices being lower under protection than they were in the old days before the protection tariff was in force, is an argument in favor of protection."

Jalland Bros., grocers, Sandon, B.C., have been succeeded by Black & Cameron.

Largest Packers of Sea Foods on North Atlantic Coast

Packers of Celebrated "Halifax" "Acadia" "Bluenose" Brands of Prepared Boneless Codfish

Packed in clean, original packages.

The Trade-Mark of quality on every package.

Sold by grocers everywhere from Atlantic to Pacific.

The winter is an excellent time to make money by pushing

HALIFAX SHREDDED CODFISH

Smoked

Finnan Haddie

in 15 and 30 lb. boxes

Something Choice in Quality

Write or wire us for quotations

Frozen Cod and Herring

in their season.

Connors Bros., Limited

Black's Harbor, N.B.

SEALSHIPT OYSTERS

Sealshipt and Other Oysters

Oysters with a Difference

Sealshipt Oysters are packed in a sanitary, germ-proof steel case, which is sealed. Tub oysters are packed in a stale, slimy, soggy, wooden tub with a loose cover.

Sealshipt Oysters do not come in contact with ice—it is packed around the case. Tub oysters have ice put directly among them, often bruising and contaminating them.

Sealshipt Oysters have a delicious piquancy, the true "half-shell" flavor. Tub oysters are flat, insipid, with no marked flavor, save that given by chemicals.

For full particulars address

National Oyster Carrier Co., Kenosha, Wis.

Affiliated oyster shippers in all the great oyster districts.

FISH for ADVENT

Large Frozen Sea Herring in barrels, Malpeque Shell Oysters in barrels. Standard and Select Bulk Oysters by the gallon. Haddies, Bloaters and Kippers, Skinless Cod and Boneless Cod in boxes. Labrador Herring in barrels and half-barrels. All other kinds in season. Write for Prices.

THE LARGEST FISH WAREHOUSE IN CANADA.

P. O. Box 639.
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

Attention !

Let us show you our claims for your business however small. The up-to-date business world demands specialists in all lines. We have unequalled facilities, and pay undivided attention to the handling of fish and oysters. Could anything more be added to this to guarantee satisfaction ? Let us have a trial order to convince you.

Fresh, Frozen, Salt, Smoked

Fish and Oysters

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors **76 Colborne St. TORONTO**

F. T. JAMES, - Manager

LONG ISLAND NATIVE

OYSTERS

Delightfully Fresh, Clean, and Wholesome.

Cultivated and shipped under most sanitary conditions.

The purest and cleanest food on the market.

Fresh Daily. Solid Meats.

$1.85 per Imperial Gallon.

White & Co., Ltd.

Toronto and Hamilton

Almeria Grapes

Splendid crop with a dry season is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your Dominion. C. & F. rates to all points.

For closest market rates apply to

ANDREW WATSON
91 Place d'Youville, - Montreal

STUART WATSON & CO.
P.O Box 144, - WINNIPEG

Proprietors,

FRED^K. FISHER & SONS
Green Fruit Experts
"St. Magnus" House,
LONDON, - ENGLAND

PORT ELGIN'S BOARD OF TRADE.

New and Live Organization to Boom Western Town.

Port Elgin's industries and commercial firms have for a long time felt the necessity of united action in business matters, and to this end last week a Board of Trade was formed. A very representative meeting was held and the following were elected as the first officers of the new body : President, H, H, Stevens, of Stevens, Hepner & Co.; vice-president, Wm. McVicar,; corresponding secretary, R. Munro ; financial secretary, J. D. Falconer. An executive of nine members was also chosen. The matter of better railway and shipping facilities, improved docks, and new stations are some of the first important matters to be taken up by the new body.

AN EXCITED APPLICANT.

Here is a story sent in by a Western correspondent which grocers generally will enjoy:

A certain lady wished to apprentice her boy to the grocery trade. So she went to her grocer and asked him if he would take the boy. The grocer spoke very kindly to her and told her to send her boy around the next morning so he could see him before deciding. The next morning came around and so did the boy. He peeped in the store and seeing who he supposed to be the boss, stepped in the store and approached his man this way: "Be you the mister master man, because if you be I'm the boy's mother that was looking for work yesterday."

TRADE NOTES.

Nap. Gauthier, grocer, of Montreal, has assigned.

Joseph Poupart, Longeuil, Que., has started a grocery.

Thos. Violette, grocer, of Tetu, Que., has made an assignment.

Banner & Ostrom have opened a new grocery in North Bay, Ont.

S. A. Kilgore, grocer, of Listowel, Ont., has made an assignment.

Labelle & Latour, grocers, of Montreal, have dissolved partnership.

Mongeau & Desrosiers are starting a grocery in Maisonneuve, Montreal.

Henry Wing, general merchant, of Shipka, Ont., has made an assignment.

L. J. Sinclair, general merchant, of Atwood, Ont., has made an assignment.

Etienne Avon, Valleyfield, Que., who has been in the grocery business, has assigned.

The general store of L. J. Moore & Co., Fraserville, Que., was recently damaged by fire.

L. J. McGuire, Haileybury, who has been conducting a grocery business, has made an assignment.

J. A. Carriere, St. Philippe D'Argentueil, Que., who has been conducting a general store, has assigned.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion,	1 year	$30	00
" " "	6 months	17	00
" " "	3 months	10	00
50 " "	1 year	17	00
" " "	6 months	10	00
25 " "	1 year	10	00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—A good second-hand, 6-foot silent salesman. Reply with price, etc., to Box 168, CANADIAN GROCER, Toronto. [51]

SITUATIONS WANTED.

COMMERCIAL TRAVELLER—Ten years' experience in the Northwest, good connection with grocers in Cobalt country, North Shore, Manitoba, Saskatchewan, Alberta and part of British Columbia—desires engagement with wholesale grocery house for 1908. Salary or commission. References furnished. Address Box 171, CANADIAN GROCER, Toronto. [52]

TEA—Gentleman now representing leading Canadian firm is desirous of securing an appointment as manager or traveller of firm of tea importers. west or south preferred. Ability and experience combined with good appearance and education. Box 172, GROCER, Toronto.

ARTICLES FOR SALE.

PURE Eastern Township Maple Sugar in 1 to 10 lbs. cakes; also pure maple syrup put up in 1 lb. imperial gallon cans. Apply to P. J. Girard, Richmond, Que. [50]

LEGAL NOTICE

Public Notice is hereby given that it is a criminal offence for any dealer to serve a substitute when **BOVRIL** is called for, and that any such cases when discovered will be prosecuted to the full extent of the law.

We intend to protect those who call for **BOVRIL** from being given other products.

The word **"BOVRIL"** is our registered trade mark, and it can only be applied legally to our own preparation.

BOVRIL LIMITED
27 St. Peter Street, - MONTREAL

WHEN OLD SIR WALTER

did civilization a good turn some centuries ago by introducing my Lady Nicotine, he little dreamt how many Millions of Money would go up in smoke in the 20th century. But so is it, and every grocer ought to be sharing in those millions.

T. & B.

is an unfailing foundation upon which to build your tobacco department. T. & B. smokes cool and fragrant, never clogs in a pipe or bites the tongue. Moreover, a smoker soon finds this out, and insists on having T. & B.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

PERSONAL CONVICTION

enables a man to talk knowingly of a Cigar. Perhaps you already use our brands. If you do, you know that

Royal Sport and Hogen Mogen Cigars

have not a parallel. If you do not know this yet write us for information.

The Sherbrooke Cigar Co., Sherbrooke, Que.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

ADMITS TOBACCO MONOPOLY.

Trust Expert Acknowledges Control of Crop—Americans Demanding Foreign Goods.

Interesting details regarding the operations of the American Tobacco Trust and incidentally some useful information in regard to the tobacco business generally were brought out the other day in the testimony of T. B. Yuille, head of the buying department for the corporation, in the suit of the Government against the American Tobacco Company before United States Commissioner Shields as special examiner.

Mr. Yuille admitted that the American Company practically monopolized the tobacco crop of the United States, but insisted that the trust in nowise caused restraint of trade. He said the effect of the company's activity was to increase rather than diminish the price paid to the producer.

He told of the methods employed by the company's buyers and admitted that the company always was kept informed of the amounts of tobacco purchased by the independents. His testimony related chiefly to the markets in the Carolinas and Virginia. Under continued questioning by Mr. McReynolds, representing the Attorney General, Mr. Yuille also admitted that some of the subsidiary companies had continued to advertise as independent concerns after being taken into the trust.

In general the demand for tobacco in recent years has exceeded the production, he said, but that was due to extension of the trade in foreign countries. Because of this foreign demand prices had been put up. He said there had been a notable decrease in the price of leaf tobacco used for cigarettes, because Americans had recently developed a great liking for Turkish cigarettes. These, he declared, had almost entirely replaced the old style Virginia leaf cigarettes.

He said also that the lemon colored cigar wrapper, very much in demand a few years ago, had almost entirely disappeared now, because American smokers had experienced a change of taste and wanted the dark or mahogany colored wrapper. But while there had been a falling off in the demand for a few brands the general consumption of tobacco had increased steadily, and that explained the prevailing high prices. He said there was still genuine competition between the trust and the independent companies.

A CHEERFUL PROSPECT.

Here's enterprise for you. One of our esteemed American contemporaries carries an advertisement, which appears cheerfully week after week, of a Luthran cemetery. The advertisement, which by the way, is in German, gives definite instructions as to how to reach this peaceful resting place and also includes the prices of graves, children's size at reduced rates. We wonder if the advertising solicitor promised "direct results" when he negotiated this business.

We knew things were pretty "dead" across the line but didn't suppose it had come to the point where they had to advertise cemeteries in grocery journals. Canadian grocers couldn't be persuaded to even think of dying. They're kept so busy that they simply keep running till they drop.

We might say more about this but refrain on the assumption that further grave remarks would not be appreciated.

NUT TRADE DEVELOPING.

That the Canadian people are developing more fastidious tastes is evidenced by the marked increase in the consumption of shelled nuts. In the past, wholesalers have treated nuts as but a subsidiary branch of their business. They are now coming to recognize it as one of their most important articles of trade. Indeed, already several firms are devoting their attention almost wholly to the sale of shelled nuts.

And with this growth in demand, the market has become speculative. Wholesalers who formerly bought a few cases from the importers now have an outlet where they can speculate on the market. A broker to-day must be in constant cable communication with the exporting country and must watch the market as closely as any Wall Street speculator.

This year there is considerable doubt as to the quality of walnuts. Some good authorities claim that the walnuts now being harvested are of a very inferior quality and it is significant that the best houses will not guarantee shipments.

J. A. Bowman, Norwich, Ont., who has been conducting a grocery, has assigned.

The general store of O. Vincent, Little Current, Ont., was recently destroyed by fire.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
None Equal. Insist upon McDougall's.
There IS a difference.
D. McDOUGALL & CO., Glasgow, Scotland

How Much Do You Spend?
A merchant will spend, each month, a considerable sum for Leaf, Plug and Package Tobacco, Cigars and Cigarettes, Pipes, Tobacco Pouches, and all Smokers' Sundries, Biscuits and Confectionery. Does he always get the value of his money? It is contestable. To make sure, he should buy from
JOS. COTE
The Largest Wholesale Importer and Tobacconist in the District.
Office and Sample Room: 186-188 St. Paul St.
Warehouse: 119 St. Andrew St., QUEBEC. Phone 1272

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

BLACK WATCH
The Big Black Plug Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY ALL DEALERS

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

"They'll transform your store and transform your business, too."

THOUSANDS OF FEET OF Walker Bin Fixtures

Are in use in Canada to-day and every foot is earning money and building up business for the Grocer.

Every Grocer Should Know About Them

WRITE FOR ILLUSTRATED CATALOGUE.

The Walker Bin & Store Fixture Co. LIMITED

BERLIN, ONT.

Representatives: Manitoba—Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,

77 Front Street East, Toronto

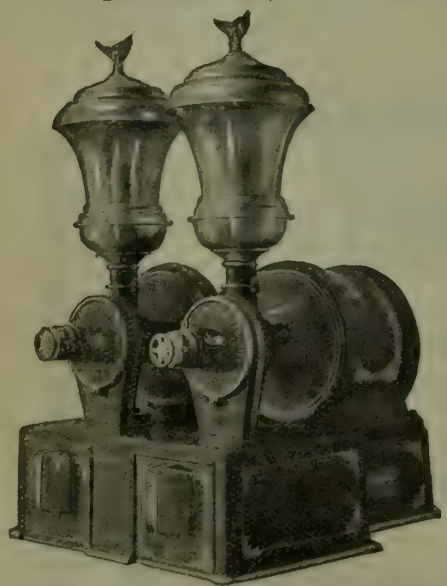
Twine, Paper Bags and Jute Goods.

Phone Main 5548

COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

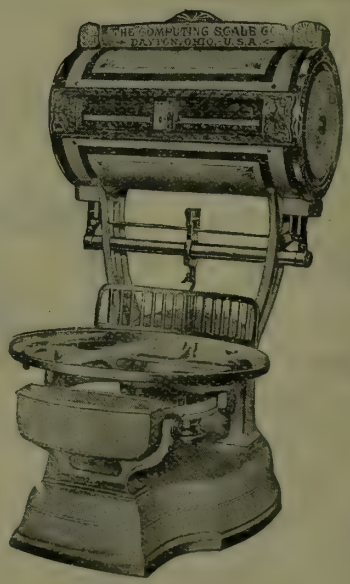
Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton

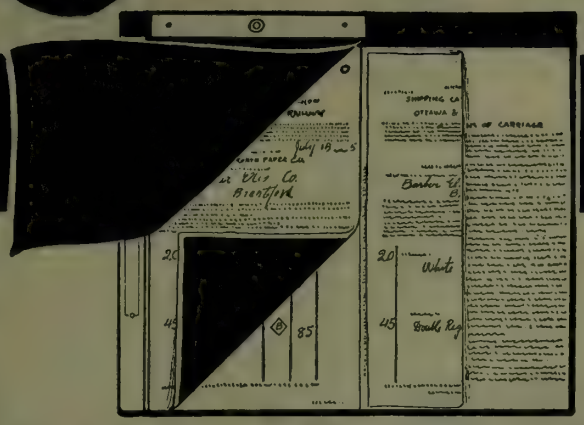
Over 210,000 Scales sold. Are you one of the users?

Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

Crain



Foldover Shipping Bills

Shipping Order for Railway--Duplicate for Customer --Original for Filing

Show your shipping clerk our Crain Patented Foldover Shipping Bill System and he will wax enthusiastic over it. He will like its neat get up, admire the secure manner in which the wire-stitched pads are held in place and the convenient way the carbon paper is carried by the combination holder.

Customers will not be writing in and asking "on which railway did you ship my goods?" Customer receives duplicate with his invoice, and gets all required information. Shipping order goes to railway. Original, signed by R. R. Agent, is filed on a reference binder.

Complete information in our Foldover Shipping Bill Folder. Write for it.

The Rolla L. Crain Co., Limited., Ottawa, Canada.

Branch Offices: TORONTO, MONTREAL, WINNIPEG.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of

Price $2.00 Postpaid

12mo. Bound in Cloth.

TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,

10 Front St. East, - - TORONTO. CAN.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

Save time, labor and bad accounts by using the

Everall Account Systems

Special Factory Price, $10

No commission or discounts allowed.

Your choice of our Monthly Account or Monthly Statement Systems, the very latest, $10.00.

This is really a special price and any merchant not having a modern system should investigate this offer.

A few minutes posting each day and you are always up to date. Send for testimonials and information about our three short systems.

THE ONTARIO OFFICE SPECIALTIES CO.

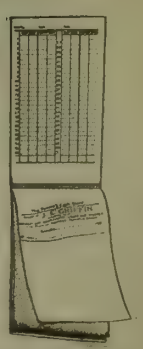
126 Adelaide St. East, - Toronto

Phone Main 7128

Hello, There!

Did you say you were tired of the old one-color book? Other Grocers got tired of it and are now using our new

SPECIAL DUPLICATING COUNTER CHECK BOOK



made in several sizes and giving one color for original and another for duplicate. It's a splendid system, and especially adapted for Grocers.

If you had one of the books you would understand the advantages.

WRITE US

The Carter-Crume Company, Limited

Toronto and Montreal

A Ready Seller

— is —

Upton's Orange Marmalade

made exclusively from finest Seville Bitter Oranges and put up in neat and attractive packages.

Upton's

Upton's

Something New

— is —

Upton's Grape-fruit Marmalade

put up only in **Upton's** well-known 1-lb. (net weight) glass jars. Two dozen in case, at $1.60 per dozen.

Every grocer should have these Marmalades in stock for the holiday trade.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Dec. 13, 1907.

Baking Powder.

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 75
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
½-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case $4 55
1 "	12 "	
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

			Per doz.
Trial size,	6 doz.	in case.	$0.90
4-oz. "	4	"	1 35
6-oz. "	3	"	1 80
8-oz. "	3	"	2 35
12-oz. "	2	"	3 55
16-oz. "	2	"	4 55
32-oz. "	1	"	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ½ gross box	3 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

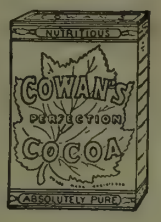
Meat of Wheat, per case	4 20
Wheat OS 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼ lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb	0 40
Condensed cocoa cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" " "	0 19
London Pearl per lb.	0 [illegible]
Special quotations for Cocoa in bbls., kegs, etc	



Chocolate—

Queen's Dessert, ¼-lb. cake, 12-lb. boxes per lb.	38
Queen's Dessert, 6's, 12-lb. boxes, lb.	0 40
Vanilla ½-lb., 12-lb. boxes per lb.	0 35
Parisian 8s per lb.	0 30

The following sweetened for household purposes:

Royal Navy ½'s, ¼'s, 12 lb. boxes per lb.	0 33
Diamond, ½, 7's boxes per lb.	0 28
Perfection, 2 c. size, 2 doz. in case per doz	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz.	0 90

Icing for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb boxes, per doz.	1 75

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers, "	0 35
" " non-pareils 5-lb. box	0 35
" " 7's, 5-lb. boxes lb	0 28
" " 2's, nonpareils "	0 28
Ginger 5-lb. boxes, lb.	0 30
Milk sticks box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 5-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 5-lb. boxes	0 29
Pure, unsweetened, ½'s, 5-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 [illegible]

Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ½, ¼ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz.	$ .90
½ " " 4 " " "	2.40
¼ " " 2 " " "	4.75
1 " " 1 " " "	9.00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ¼-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lb. bags	0 [illegible]
Caracas tablets, 100 bundles, tied 4s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.
Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw cap cans, 10 cans in case,	42c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	42c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins,	43c.
12-lb. boxes, 6 boxes in case	45c.

Sweet cocoa powder—

12-lb. boxes, 6 boxes in case, 1-lb. tins,	35c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins,	36c.

Premium chocolate—

6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.,	38c.
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.,	38c.

Milk chocolate—

50 5-cent pieces to box, per box	$1.75

Vanilla sweet chocolate—

50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins,	30c.
6-lb. bxs., 12 bxs. in case, ¼-lb. pkgs.	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.,	26c.
6-lb. " 12 " " ¼-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 27½
¼ and ½ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
½ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 boxes.	15 lb. pails and 30, 25 and 50 lb. Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.

Standa d Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground		0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground		0 30
German Dandelion ¼ and 1 lb. tins, ground		0 22
English Breakfast, 1 lb. tins, ground		0 18
THOS. J. LIPTON	retail	wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mocca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 15½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
10-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal an Toronto

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy litho-graphed canisters	0 3

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

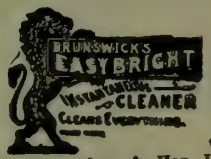
$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.



	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent, The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

			Per case.
Bottles	1-oz.,	case of 2 doz	$3 20
"	2 "	" 1 "	3 00
"	4 "	" 1 "	4 50
"	20 "	" ½ "	4 75
"	20 "	" 1 "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors)	doz.		1 00
2 "	"	"	1 75
2½ "	"	"	2 00
4 "	"	"	3 00
5 "	"	"	3 75
8 "	"	"	5 50
16 "	"	"	10 00
32 "	"	"	18 00

Discounts on application.

Jams and Jellies.

SAUGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON

Prices on application.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities
for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Grey Nun Street, MONTREAL

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award at World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, *LONDON, - ENG.*

LIMITED

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
2-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07½
Compound Fruit Jellies—	
12-oz .glass jars, 2 doz. in case.per doz.	1 00
2-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails..... "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09	0 11

Jelly Powders

List price

"Shirriff's" (all flavors), per doz 0 90

Discounts on application,

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½	20-lb. tins	1 90
½-bbls.	0 09½	Cases 3-lb. "	0 10½
Tubs, 60 lbs	0 09½	" 5-lb. "	0 10½
20-lb. Pails	2 00	" 10-lb. "	10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 40
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON

Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins.....per doz.	$1 40
" ¼-lb. tins ..... "	2 50
⅛-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins.....per doz.	0 85
" ¼-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch," 1-lb. glass, per doz.		1 50
" " 2-lb. " "		2 70
" " 4-lb. tins, "		4 65
" " 7-lb. " "		7 35
"Shredded," 1-lb. glass, per doz...		1 80
" 2-lb. " "		3 00
" 7-lb. tins, "		8 00

THOMAS J. LIPTON

Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.

Case of ½-lb. (containing 120 pkgs. per box, $3 00.

Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs.), per box, $3 00.

Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " / 60 ½-lb. " }.....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases.....	2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	12 00
Straw hat polish.... ..... "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

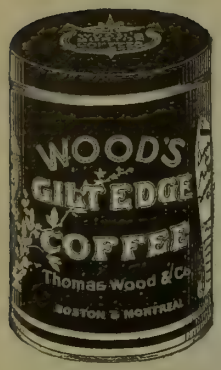
Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$0 07
No. 1 " " 3-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 [illegible]
" 1 " or blue, 4 lb. lumps.....	0 8½

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 [illegible]
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 [illegible]
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60

IT'S THERE



Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—1-lb. packages, boxes 40 lb.	0 06½
No. 1 Brantford Prepared Corn—1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—1-lb. packages, boxes 40 lb.	0 07½
SAN TOY STARCH. pkgs, cases 5 doz., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

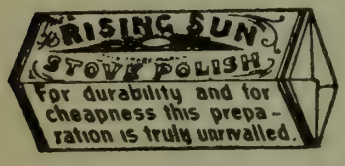
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Silver Gloss, 1-lb. packages, 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
5 gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 60 lbs.	0 03½ per lb.
Half-barrels, 350 lbs.	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lbs.	1 25 each
3 " " 38½ lbs.	1 40 "

Plain tins, with label—

	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03½ per lb.
Half-barrels, 350 lbs	0 03½ "
Kegs, 150 lbs	0 03½ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs.	1 5 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 30	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ½'s and 1s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 19	$0 25
Blue Label, ½'s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 25	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 22	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 [illegible]
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 160 ½-lb.	0 35
" " 80 1-lb.	0 35
" " 120 ½-lb.	0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ⅛s	0 70	1 00
" " ¼s	0 55	0 80
" " ½s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs. & ¼s.	0 35	0 50
" " 1 lbs., ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s.	0 28	0 30
" " ½ lbs.	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	$0 22
" " ½-lb. " "	0 22
Blue Label, retail at 30c.	0 23
Green Label. " 40c.	0 30
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	retail
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur de Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Rosebud. 7s.	0 51
Chewing—Currency, 12s. and 6½s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6½s.	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10	$15
V.H.C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. Cl, Havana P. Finos, 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ½-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D 4 " fancy "	3 95
F-4 " wire "	3 65
G 3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 0
No. 2, "	7 50	No. 3, "	6 5

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.

Pony per doz.	$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 5
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5c. pkgs	$1 10
Gillett's cream yeast, 3 doz in case	1 10

BATGER'S

Machine-cut Mixed Peel

In ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme
Montreal and Toronto

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This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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(Continued on page 4.)

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and

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Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

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We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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Butcher Baskets, Clothes Baskets, Grain and Root Baskets and Patent Strawboard Berry Box.

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

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No money required to begin.
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Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

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The only reason we are to-day still in business, the only reason we have, time after time, outgrown the quarters provided by us in the last sixteen years, is the fact that we have a clientage of satisfied customers, who send ever increasing repeat orders, month after month, year in and year out.

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"FIRST" Orders gave us our Start, but HIGH GRADE GOODS gave us our SUCCESS.

The FACT that QUALITY has ALWAYS been PARAMOUNT with us, over ALL other CONSIDERATIONS TELLS THE STORY.

Wishing all our Friends and Patrons, A Merry Christmas, Good Health and A Prosperous New Year

"SALADA"

Toronto, Montreal, New York, Detroit, Buffalo, Chicago, Pittsburg, Boston, St. Louis, Etc.

The Proof of the Coffee

IS IN THE TASTING. Indulge yourself with a cup of "CAMP." Prove its delicious flavour, its refreshing and invigorating properties. Then be assured that this Coffee, which is so well worth drinking, sells easily and quickly, pleases your customers, and pays you a handsome profit. There's something in that!

"CAMP" Coffee

Sole Manufacturers—
R. PATERSON & SONS, Coffee Specialists, Glasgow
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CROWD UPON US.

Each year has shown a decided increase in the sale of

LYTLE'S MINCE MEATS

There is no question of their dependable quality. The grocer who once sells these mince meats finds that he has pleased his customers and as a result increased his trade.

Done up in suitable packages and shipped promptly on order. Buy from your jobber or direct.

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Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India Molasses
No. 4 Strong Bakers
No. 1 Golden Cane Syrup
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The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

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Limited
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is the Key-note of the success of these goods, which are in demand everywhere.

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In Pails, Half Barrels and Barrels. And

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In 12-oz. Cartons, Packed in Cases of Three Dozen.

Armour's Mince Meat has that "COME AGAIN" quality which means increased sales and profits for all grocers handling it.
Induce your customers to buy Armour's Mince Meat and (they will) buy and buy and by and by, they will always buy Armour's.
Send orders to your jobber, or direct to us. In the latter case, be sure to mention the name of jobber you desire goods to be shipped through.

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77 Front St. East, - - Toronto

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(FOR DRINKING PURPOSES)

If you are not, you are neglecting one of the greatest money-makers in the trade. Once introduce it to your customers and the demand is constant. It is nothing but the delicious juice squeezed out of high-grade, perfectly ripe apples.

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Pride of Canada goods would not sell as they do unless there was **quality** and **price.**

Handle our line and profits are possible.

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Manufactured by

THE

CANADA SUGAR REFINING CO.

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ARTHUR NELSON, Manager.

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WHITE SWAN
PREPARED
COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance, and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

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Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

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It is a brand of laundry starch which may always be relied upon. You may tell your customers this with the knowledge that they will find such a claim to be absolutely true.

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PORT CREDIT, ONT.

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

A MERRY CHRISTMAS

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T. A. BOURQUE & COMPANY, REG.

Wholesale Grocers and Proprietors of the Famous DUCHESS Brand Goods

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Highly Recommended by

Leading Bakers and Confectioners

The most Economical and Satisfactory Oil

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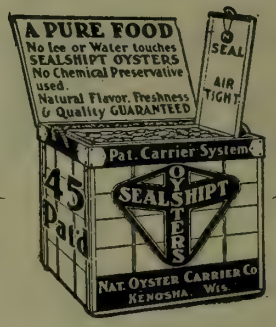

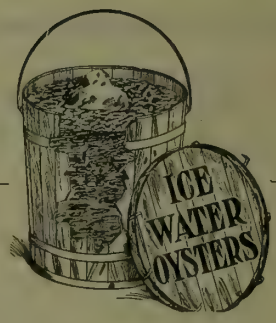

The New Way

No water, no preservatives; oysters in a sealed, sanitary steel case, ice outside.

The Old Way

Water, preservatives, ice and oysters all together into a stale wooden tub.

FOR FULL PARTICULARS OF THE SEALSHIPT SYSTEM, ADDRESS:

NATIONAL OYSTER CARRIER CO.

KENOSHA, = WISCONSIN

Affiliated Oyster Shippers in all the great oyster districts.

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are in the minds of all these December days, and no man forgets the season no matter how busy he may be.

This has been a record year for us in every way. Business has increased wonderfully, and we have on our books hundreds of new customers. To these and all our old friends we wish

A Merry Christmas

We trust the year has been equally prosperous and satisfactory to each one of you.

May 1908 be even more in your favor, and we trust to continue our past happy relations.

Hudon, Hebert & Co., Ltd.

Wholesale Grocers and Wine Merchants

MONTREAL

"The Most Liberally Managed Firm in Canada."

WE WISH YOU ALL

A MERRY CHRISTMAS

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

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The Salt
that's all Salt

If your Wholesale Grocer is not quoting "Empire Salt," write us for prices on straight or assorted carload lots. We manufacture all grades of salt.

Our large production and approved modern machinery and appliances, used in the process of manufacture, insure prompt service and the highest standard of quality.

Satisfaction Guaranteed

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Are absolutely pure, wholesome and invigorating; always give entire satisfaction to your customers. There are no other teas which possess the equally high merits of

JAPAN TEAS

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ABSOLUTE PURITY

is our unalterable motto. When the celebrated

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was first contemplated we resolved that we would obtain the perfect flavor by the use of pure and perfect materials. We have adhered firmly to our resolution ever since—as is vouched for by government documents. YOU should handle this pure brand.

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We have seen this exemplified in the famous Jelly Powders BEE BRAND. Those grocers handling BEE BRAND will agree with us that the above words are true. Are you one of those who can agree with us ?

These flavors sell chiefly:

Strawberry, Nutto, Raspberry, Pineapple, Cherry, Lemon.

Others are made by us

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Makers

449 St. Paul Street, - MONTREAL

PURE FOOD IS ESSENTIAL TO GOOD HEALTH

WAGSTAFFE'S

Fine Old English Mince Meat

WAGSTAFFE'S Fine Old English Xmas Plum-Puddings in 2 and 3lb. Porcelain Bowls.
One dozen per case.
Ask your jobber for them.
Guaranteed absolutely Pure.
The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS
HAMILTON, CANADA

There is a Big Demand for Seeded Raisins

The Up-To-Date Grocer who Insists on having Seeded Raisins Packed by:---

José Segalerva

Malaga, Spain

will be Ahead of his Competitors Because the Malaga Seeded Raisin is

Superior in Richness and Flavor, and Can be sold at Popular Prices

Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

Malaga Seeded Raisins

You will make a Good Profit.

Agents for the Dominion

Rose and Laflamme
Montreal and Toronto.

2,000,000

Packages of

LIPTON'S TEA

Are now sold **EACH WEEK**

and the sales are steadily increasing. This recommends to every jobber, every retail grocer and every consumer that **merit only** could have made **Lipton's Tea** the leading package tea in sales **all over the world.**

Sold only in airtight tins

THOMAS J. LIPTON

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POULTRY FOR XMAS

Mr. Grocer, You can get poultry in many places. If you want GOOD POULTRY, delivered when you want it in nice condition ask us to ship you.

TURKEYS—Bright, Plump Stock at Right Prices.

CHICKENS—First Class, the Kind that Will Sell.

DUCKS—Good Ones. To Please You and Your Customers.

GEESE—No Better on the Market. It Will Pay you to Write.

We are not talking. We have something to offer you. We act. And our prices are right. If you want the best, the kind that will please your customers write or wire us. We guarantee satisfaction. No order is too large and none too small to receive our best attention.

P. POULIN & CO.

BONSECOURS MARKET

MONTREAL

SHELLED WALNUTS!

We are now delivering DE FORNEL & CO'S famous shelled walnuts. Order at once for late requirements for holiday trade.

SHELLED ALMONDS

Cachew Nuts (from Ceylon) also for Christmas trade. Your order is?
It is not yet too late for you to write us regarding Crystallized Rose Leaves, Lilacs, Violets, etc., for decorative purposes. Address us

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Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

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MONTREAL

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Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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will clean them off, and you work the horse same time. **Does not blister** or remove the hair. Will tell you more if you write. $2.00 per bottle, delivered. Book 4-C free.

ABSORBINE, JR., for mankind, $1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

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Canadian Agents: LYMAN SONS & CO., Montreal.

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Do not leave the buying of your herbs until the last minute. See our traveller and his samples.

Sage, Savory, Mint, Thyme, Marjoram, etc.

In ¼-lb. air-tight tins, and in bulk. All guaranteed superior herbs.

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We have on hand a stock of

Marbots
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and other Dried Fruits which we wish to dispose of quickly.

For immediate shipment we offer exceedingly attractive prices.

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That Yours may be in every respect

A Merry Christmas

a happy climax to a successful year is the wish of the proprietors of the

ACME CAN WORKS

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Agents for Ontario:
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COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD QUALITY!

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL WHOLESALERS — THOS. SYMINGTON & CO. EDINBURGH

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WESTERN UNION
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CALGARY BRANCH: NICHOLSON & BAIN

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Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

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QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

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"Essex" Pork and Beans

We're advertising largely to the public the superior quality of "Essex" Baked Beans. It will pay you to keep them in stock and give them all the prominence you can.

These beans have the genuine flavor of old-fashioned home cooking and are good enough for you to recommend. The utmost care and cleanliness are observed in the preparation of all "Essex" products.

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TRADE MARK KEYSTONE BRAND REGISTERED

The Grocers of Canada

KNOW A GOOD THING

When they see it.
That is why the sales of

KEYSTONE BRAND BROOMS AND BRUSHES

have increased so rapidly

MANUFACTURED BY

Stevens-Hepner Company Limited

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"Balmoral"

Reg'd.

Scotch Marmalade

Send in your orders now for

Balmoral New Season's Scotch Marmalade

QUALITY THE BEST.

J. W. WINDSOR

Montreal

In Stock New Crop

Shelled Walnuts

Unbroken Halves. Extra Bright

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Wholesale Grocers, TORONTO

From 25 to 49 Raisins.

Why you should purchase

ROWLEY'S

Finest Selected Valencia Raisins

Count the number of RAISINS in a pound of other brands, then count ROWLEY'S and you will find they run the above number of RAISINS in a pound less than other packers best grades. You might as well purchase S. BODI BRAND Selected Valencias at less money and get the same fruit as other packers use for their finest brands.

Rowley's Valencia Shelled Almonds are the same. We Pack Both
Rowley's Seedless Valencias are Seedless.

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Blacklead is the best form of Stove Polish and you can't beat

"JAMES' DOME" LEAD

It has proved itself for over 60 years to be the best in the market
Sort up your stock

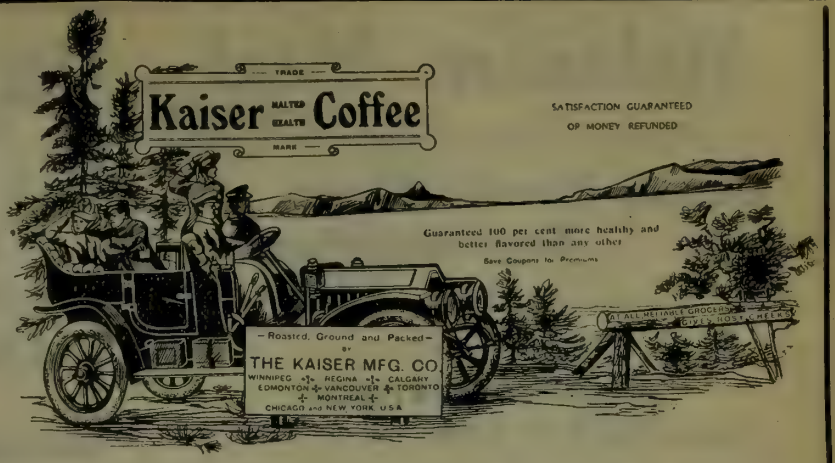
W. G. A. LAMBE & CO., Canadian Agents.

Mr. Grocer—

Your aim is big profit and satisfied customers. You get both in handling our coffee. Guaranteed 100 per cent. more healthful and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 lbs. in box.

Order from your jobber.

The Kaiser Mfg. Co.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Guaranteed 100 per cent more healthy and better flavored than any other
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THE KAISER MFG. CO.
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Canned Fruits and Vegetables

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BURLINGTON, ONT.

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for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,
½ dozen in crate.
25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

Molassine Meal

The unique and wonderful Food for

Cattle, Horses, Sheep, Pigs and Poultry

Are you using it. If not, you are Behind the Times.

ANDREW WATSON

Telephone Main 4409 **91 Place d'Youville, MONTREAL**

May Queen Canned Goods

Are Guaranteed

We can supply the trade with a quantity of Corn, Tomatoes, Pumpkin, Beans and Apples ; also Tomato and Apple Pulp.

The Newbury Canning and Preserving Co., Limited

Newbury, Ontario

NOW IS THE TIME

TO PUSH

2 in 1

SHOE POLISH

People's boots get dirty quickly these days, and a lot of shoe polish is used. Remember, that ***2 in 1*** is more than a mere polish—though it's the best polish ever made—it is also a preserver of shoe leather life.

The F. F. Dalley Co.

Limited

HAMILTON, Canada **BUFFALO, U.S.A.**

Stock the Best. **"KIT"**

COFFEE

IS

BEST in Quality
SMARTEST in Finish
KEENEST in Price

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St., Ontario, A. E. Bowron, 18 King William St., Hamilton' Winnipeg, Mason & Hickey108 Princess Street.

Perfect Purity

We claim for our fruit essences more than a mere degree of perfection. We make no less a claim than that

Shirriff's Highly Concentrated Pure Fruit Essences

are perfectly pure. Grocers will find it an easy matter to sell these high-grade extracts, and will find that the profits are worth while. Why not write us about it?

Imperial Extract Co., 18-22 Church St., Toronto

Tartan BRAND

SIGN OF PURITY

Wishing all our friends
Compliments of Season and
the Best of Wishes for 1908.

BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

QUAKER SALMON

We found there was a call for an even better Salmon than our famous **VICEROY** for the highest class trade. To meet this demand we spared no pains nor expense to secure what was wanted.

QUAKER SALMON resulted. Highest quality Canadian fish. Highest art Canadian labels. Greatest care in packing. Every tin wrapped in tissue paper. First class cases. Prices very reasonable quality considered.

QUAKER is not alone equal to, but is better than, any Salmon that has ever been offered Canadians. This we guarantee.

Quaker Salmon, Flats,	*$2.05 doz.*
Quaker Salmon, Talls,	*1.90 doz.*
Viceroy Salmon	*1.75 doz.*
Empress Salmon	*1.50 doz.*

M

Mathewson's Sons

202 McGILL STREET, - MONTREAL

ESTABLISHED 1834

Perfect in every respect

Select wood stock.
Thoroughly kiln dried.
Best workmanship.

"Laurier" and "Togo"
MATCHES

will show you a better profit through satisfactory sales than any other makes.

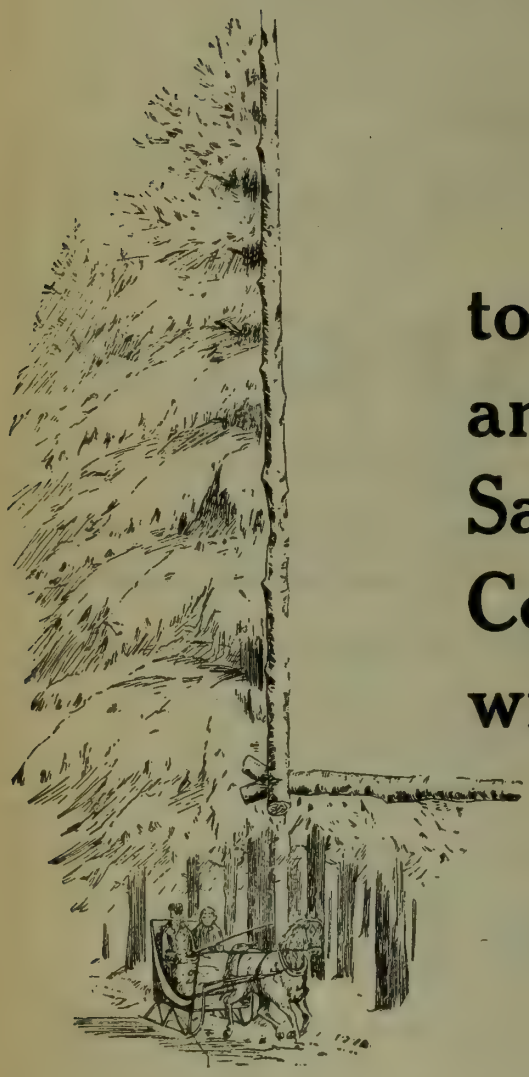
Get the knowledge by writing for particulars. A postal card will bring reply.

The Improved Match Co.,
Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

A Merry Xmas



to all our customers and users of Chase & Sanborn's High Grade Coffees is the sincere wish of

Chase & Sanborn

Montreal

Protecting the Grocer

¶ The grocers best protection is quality. There is no doubt of the truth of that statement. The mind of the public is constantly dwelling upon the necessity of hygiene. And the main part of the science of hygiene is —PURE FOOD.

¶ That accounts for the fact that the public to-day is more influenced (as far as food is concerned, anyway) by talk of quality, than by low price.

¶ Consequently the grocers who are leading the trade are those who specialize on quality. And in the stores of the successful, the canned goods most sold are the famous

Old Homestead Brand

¶ The success of this brand is founded on absolute purity. In canned goods purity and profit go hand in hand.

¶ Old Homestead Brand is the brand which is composed only of pure, well grown, luscious fruits and vegetables. No dirt, no poisonous preservatives. Old Homestead factory is a model of cleanliness, and Old Homestead employees are people of tried skill in canning fruits and vegetables.

The Old Homestead Canning Co.

Picton, Ontario

MAKE YOUR OWN LIGHT

IT'S CHEAPER AND BETTER.

"S.S." GAS LIGHTING MACHINES.

A Few Points of Superiority based on Comparisons let US tell YOU About the others.

THE "SYLVESTER" LIGHT

Increases the brilliancy 100 per cent.
Decreases the operating cost 50 per cent.
No globes to break or clean.

No mantles dependent on wire or magnesian supports.

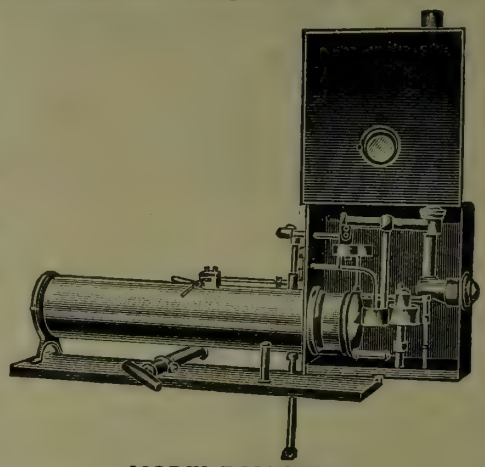
Less heat than an electric arc and gives more light.

No odor from unburned gas or the Products of combustion.

No sound from the light, absolutely noiseless.

No shadows cast, all light thrown down.
No flickering, the only steady light upon the market.

A gas fixture, more ornamental and unique, has never been invented.



MODEL E MACHINE.

The "S.S." Gas Lighting Machine

The only gas machine that runs without pumping under a uniform pressure.

The only gas machine that will successfully operate one gas fixture if desired.

The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline.

The only gas machine with a safety vent and escape pipe.

The only gas machine with an automatic governor.

The only gas machine with a seamless generator and the only one with an entirely seamless copper tank.

NOT ONE DROP OF OIL PASSES THROUGH A HOLLOW WIRE.
WE CAN GIVE YOU CHEAPEST INSURANCE.

The "Sylvester" Inside Lights

OUR No. 1 SINGLE ARC
500 Candle Power

OUR No. 2 SINGLE ARC
500 Candle Power

OUR No. 3 SINGLE ARC
500 Candle Power

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

THE SAFETY SUNLIGHT GAS MACHINE

THE LIGHT YOU SHOULD HAVE IF YOU WISH TO SAVE MONEY AND TIME

It is the most modern Lighting System known to-day. It is acknowledged so by experts and the public at large because any person can operate it. You do not need to be an expert because there is no possibility of danger from any source whatever.

This system is well adapted for Commercial Lighting, viz :—Railway Stations, Stores, Halls, Churches, Factories, Warehouses, Hotels and for Laboratories, Cooking, Heating of Tailors' Irons, and whatever gas is commonly used for.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**

Lindsay, Ontario, Canada.

Another Year

has passed and we are all just about closing our books for 1907. The season approaching is a busy one for the trade but it is not amiss for us to wish you

A Merry Christmas

and also

A Happy New Year

We have striven during the year which is about to close to give you the best goods, best treatment and best prices possible.

We think we have pleased you. If we did we ask a continuance of your kind patronage. If we did not you will favor us by letting us know where we were amiss.

If you do not receive a call from our travelers, but deal with us direct, do not hesitate to write us fully.

LAPORTE, MARTIN & CO.

LIMITED

Wholesale Grocers, Wines, Cognacs and Liquors

MONTREAL, - - - QUE.

To
Our
Hundreds of
Customers and
Friends Throughout
Canada

A Merry Christmas

and

A Happy and Prosperous New Year

During the year just closing we have made hundreds of new friends among those in the trade who appreciate **PURITY** and **QUALITY** in Jams, Jellies, Marmalades, Maple Syrups, Maple Sugar, Confectionery and Pickles. Our sales have been wonderful.

We take this opportunity to thank each and every one of you.

May you continue to do business with us. We shall maintain the high standard of our goods to guarantee you continual satisfaction.

May Your New Year Be a Record Breaker

Sugars and Canners, Limited

Montreal

LEA'S

The Pickle with the Home-Made Flavor

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

We extend to our numerous customers

A Merry Christmas and Prosperous New Year

WARREN BROS. & CO., Limited

TORONTO

The Best Tea on Earth is Grown in the Island of Ceylon

There is absolutely no doubt of the truth of this assertion. Popular taste is overwhelmingly in support of it. And behind the expression of popular taste are the very soundest of natural reasons. The climate of the sunny isle - aided perhaps by some property of the soil—brings the tea plant to greater perfection in Ceylon than it attains in any other part of the world. No, there is no doubt of the superiority of Ceylon teas over all others.

Neither is there any doubt that every grocer should be always well supplied with CEYLON TEAS, if he is to really please his customers

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

WHEN SELLING COCOANUT

why not push

WHITE MOSS

Canada's First and Old Reliable Brand?

There is Profit in it, and Satisfaction too.

The **CANADIAN COCOANUT CO.,**

613-619 Lagauchetiere St. W. MONTREAL

J. ALBERT McLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY

GRENOBLE WALNUTS

New goods in store

JAMES TURNER & CO., Limited

Hamilton, Ont.

Goldenette

PURE CANE SYRUP

Every tin sold makes a customer.

A high grade syrup for particular trade.

BIG PROFITS

Clear and Golden.

Sold by all up-to-date jobbers

Imperial Syrup Co.

MONTREAL.

Build for Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand ?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.,

Proprietors, SHERBROOKE, P.Q.

L. Chaput, Fils & Cie, Wholesale Depot, Montreal

The Canadian Grocer Extends to all its Readers the Heartiest Compliments of the Season

OUR CHRISTMAS STORY

ON A CASH BASIS

How a Young Grocer by Pluck and Good Management Realized His Dearest Wish—A Romance of Modern Business Methods by the Editor.

"It's preposterous," grunted the old gentleman. "I won't think of it for a minute."

"Banker Brown," as the community called him, was in a rather crusty humor. To tell the truth, he was suffering a good deal from an acute attack of rheumatism and it was unfortunate that Jim Allan, the young down-town grocer, had chosen this particular evening to ask him for his daughter Jennie.

The banker sprang up and began to pace nervously up and down the room. The very thought of losing Jennie, his one daughter, the best educated girl in town, and his particular comfort made him uneasy.

"No," he went on, "I won't hear of it." Then turning suddenly to the young man sitting in the chair opposite his own, "What have you got to keep her on, anyway? Your business don't amount to over eight thousand a year and three-quarters of that is on tick. Do you remember how I helped you out with those wholesale houses once or twice a year or so ago?"

Jim winced involuntarily, for what the old man said was true. The latter, seeing this and remembering a time when he had been in the same position, softened a little and sat down again.

"See here, my boy," he said, "Let's look this thing in the face. I know what you are and would trust you with a hand in my safe, and I know, too, what you're up against in carrying on your father's business with his old debts strappin' you down, but how can you expect me to let Jennie go from a fine home here to live in four rooms above your store and likely coming down to dig out butter and tea to help you on Saturday nights? How much of a husband would you be to her anyway? You're in the store from seven in the morning till ten every night."

"You don't need to think for a minute I'd let her do that," the young man broke in, with a touch of resentment. I'd work like a nigger for her, and besides, I could be with her at easy times during the day. She's willing and—"

"That's all right at first," interrupted the father, "but such things don't usually last. I tell you what I'll do, Jim," with a sort of sour twinkle in his eye and a groan as a twinge of rheumatism caught him, "Let this thing lie on the table for a year or so. I know Jennie likes you but you're both young enough. If you can show me a cash balance of five thousand clear on my books, then I'll say you can have Jennie." With an air of dismissal the old gentleman opened the door and Jim, seeing nothing better, made his way out.

Jim Allan took a long walk that night across the frozen flats and up along the icy river path and back by the school lane, where he and Jennie, years before, had gathered maple leaves together. And he thought a good deal as he walked. Deep down in his heart he hadn't expected the banker would be willing to give him his daughter, and he was honest enough to admit that the old gentleman was right in his argument. For awhile, in his downheartedness, the thought of trying to match the voluntary agreement never occurred to him. It seemed absolutely an impossibility. Then it struck him all in a heap and he walked faster for five minutes, spurred on by even the imaginings of it. He had read a good deal lately of the successes made by cash businesses in other parts of the country but had never though much about it. He knew he had between three and four thousand in debts on his books. Would it be possible to collect this? Could he boom his business enough to clear that five thousand?

Jim didn't sleep for a few hours that night but tossed around, going over the pros and cons of the matter. Finally he summed the thing up and made a decision to have a mighty try at it anyway, and went off to sleep as a healthy-minded young Canadian should.

At first he told no one about his plans but spent all his spare time in working out primary details. He nearly spoiled the secret though, a few afternoon's latter, when Jennie, as pink as a rosebud, came in for a moment to bid him good-bye. The doctor had ordered her father south for his health and, like the dutiful daughter, she was, she was going along to look after him. They were leaving immediately. After a moment's thought Jim took the matter philosophically, so much so, in fact, that Jennie went away a little bit piqued, but the young grocer had seen a great light and was just then laying a deep foundation. In due time the Browns' departed, the father securing a manager to look after his banking interests, and, in the worry over his physical condition, promptly forgot all about the agreement concerning Jennie.

Not so our young friend the grocer. Before his eyes in all his working hours floated a picture. It showed an open bank book. On one side was an account with a balance of $5,000 and on the other was, well, just Jennie.

Jim was even better satisfied to have the old gentleman out of town. The more he thought the clearer he saw the path before him and he began to believe he would be able to surprise the banker.

His first step, after a week's planning, was to walk into the office of the local paper and to surprise the proprietor into jumping out of his chair by asking for two columns of space in the next week's issue. The town had never heard

of a local grocer advertising, much less asking for this much space.

"Going to run a lot of Christmas bargains, Mr. Allan," inquired the newspaper man.

"No,' 'said Jim, with a smile. "here's my copy," and he handed out one sheet which beyond a paragraph or two of particulars, merely mentioned that "On and after January 1st the business of J. J. Allan would be conducted on a strictly cash basis." Another line at the bottom emphasized the payment of old accounts.

Jim got the first discouragement then and there. "Don't you think you could use the space to better purpose," said the newspaper man, who took a good many of his subscriptions in apples and cord wood, "I'd like to see it, but I'm afraid you won't be able to hang out."

"That's my copy," Jim said. "I'll hang out or bust, and you can make an item to that effect if you like. I want them to know about it all over the county."

They soon knew. People talked about it everywhere for a couple of weeks and Jim's holiday business grew appreciably by reason of those who came in out of curiosity to talk the matter over with him. And the knocks he got were enough to push a post over. His spirits did go down pretty low once or twice too, particularly when old John Smythe, the big dry goods man, who had been a friend of his father's, came in in a kindly way and called him a foolish boy. "You can't do it, Jim" he said. "The people here won't stand for it. You'll lose all your business."

They weren't quite all knockers, though, and one of the optimists was Wallace, the young man who had taken charge of Mr. Brown's private bank. He came in one day to get acquainted and bolstered Jim up a good deal by telling him he was on the right track. "I'll help you," he said, "all I can."

In due time the day after New Year's came, and bright and early, after rather a restless night, Jim opened the store. He had various qualms when he tore the top page off the new calendar and opened the new books in his little office but he had a big fund of resolution and had enough Scotch blood in him to be as stiff-necked as the next man. Things were rather dull for a day or two after the holiday week and the new departure had been so much talked about that at first there was not much difficulty in enforcing its arrangements. Then, however, troubles began to come in showers. Telephone orders came in and when the delivery boy came round no one but the maid was at home, with no instructions to pay for the goods. In a good many cases Jim went out himself, found the lady of the house, explained matters gently but firmly, and in most cases was able to leave the order and come away with the change.

But all did not go smoothly by any means. One day the boy came back from Mrs. John Smythe's with a box full of staples. "Gosh, but she's a stiff un," he threw out. "Gave me the dickens when I asked for the $3.30. Said if you couldn't trust her, an old friend of your mother's, who had nursed you when you were goin' through the measles, you needn't expect to sell her any more sugar."

Old Mr. Smythe himself came in that day on his way down town after dinner. "Look here, Jimmie," he said, "you're pushing this thing too far. We have been good customers of your father and you too long to be played with."

"I'm sorry, sir," said Jim, reluctantly, "but I've decided to do business that way and have to stick to it."

"And do you mean you're going to hold me up like that?" said the older man, with the red veins beginning to show in his face. "Look out boy," this threateningly, "remember the note your father gave me the year before he died."

Jim was scared, and he got angry, too, a little later in the afternoon, when on his way to his friend, the banker, for comfort, he saw Mrs. Smythe go into another grocery farther down the street.

The result of his call, though, was that an itemized account of $23.42, a bill of three months' standing, went in to Mr. John Smythe next morning.

And how Jim did work with those accounts. He billed and re-billed, and called and called again and he advertised and systematized and specialized on this side of the business. Gradually, too, he began to get returns. After some weeks of this campaign, his old customers saw the justice of it and in a good many cases tried to help him. The first month he collected $300 in accounts of over a year's standing, some of which had been run during his father's time.

And the harder Jim worked the better he liked it and the more satisfied he became. For the first month he lost perhaps forty good customers and business dropped off alarmingly. Time and again the farmers and their wives tried to lead him away, but he had a picture in his mind and he saw only one way to realize it.

The travelers who came around at the beginning of the year cheered him a good deal too. Most of them, when they found what he was doing, and that he was ready to pay spot cash for what he did buy, even if his orders were considerably smaller than they used to be, had some particular bargain on really good stuff which they offered him, as they said, to cheer him up. They helped him in another way, too, by pressing him to buy the best goods. "Why, Jim," said big Tom Walters, who had been selling sugar and raisins to the boy and his father for fifteen years, "in six months you'll have all the best people in town.. You can sell better stuff under this scheme and they'll all be better satisfied."

And so it proved, though it meant backbone and hours of planning and heaps of work. Jim worked as he never had done before. But he got his reward occasionally when a letter from Jennie came in and he knew that she was still thinking and hoping.

Other things, too, worked out in the young man's favor. Talk of a new electric line through the county brought the town into prominence. Wallace, the new bank manager, had had experience above his years and was full of enthusiasm. He got the business men of the town together and organized a Board of Trade, and the idea was so new that they took hold in a remarkable way. Then, through some judiciously-placed advertising and a sheaf of correspondence, they got in touch with a large tanning concern. An expert sent by this company found the river water particularly suited to their chemical needs and the firm came in, dammed the river at a point just below the town, developed a thousand or so of horse power, built a good-sized manufactory, filled the empty houses in town with their employes and built a score more for the overflow. The old farming town began to show an air of prosperity.

All this meant business to Jim. And he took full advantage of it. By the end of November he had most of his old customers back and was driving two new wagons, instead of the old cart. He had realized well, too, on the old debts, and had things in pretty fair shape all round. Sometimes his heart sank, though, when he thought of that five thousand. His bank book showed about three of it and that was five times as much as he had ever had before, but, trusting to luck and good management, and perhaps his letters from Jennie, he kept on working.

In December the news went round town that the Browns were coming home. The old banker was well again. Then this was changed to a report that they were going to Europe for a year. Jim made his plans accordingly.

Early in the year he had the front and back knocked out of his store, took in the shoe shop beside him and put up a new brick front covering both. He moved his own stuff, too, into a couple of rooms over the bank, behind Wallace's suite, and filled the upper story of his own building with groceries, putting in a light hoist, which also ran to the cellar. This cost money and lessened the bank balance, but Jim still had faith.

Something else happened just at this time which helped him. The Board of Trade, still awake, inaugurated an "early closing movement" which worked nicely and for the first time in years Jim felt free in the evenings to do some reading.

He got pretty friendly, too, with the son of the tannery manager, a young man who had traveled some, and he began to call occasionally at the big house up the river. People in town began to couple his name with that of the young lady from the same big house, who drove up quite often behind a small pony, to order some particularly taking groceries for evening dinner. Jim smiled deep down when he heard this and thought of his bank book.

His acquaintance with the same young man, however, almost proved his undoing. In an unguarded moment, on "a sure tip," when matters at the store had bothered him for a day or so, he took a flier of a thousand or so in "American copper," and two days later the stock slumped thirteen points. If it had not been for Wallace, who naturally found out what was going on, the bank account would have disappeared and the picture as well. For a few days Jim went round with a mighty sober face, mentally kicking himself, but the banker, like the good friend that he was, stepped into the breach with some of his personal collateral, and a few weeks later, through another friend in the city, they were able to get rid of the whole business, with Jim about $150 short.

That experience steadied him down, and perhaps he got another letter just then. At any rate he devoted himself to 'business and from then on made things

go with a rush. Later in the year he bought a lot in another part of the town, spent some time with an architect during his visits to the city wholesale houses and in time a pretty fair-looking foundation began to grow up.

The day before Christmas gossips round town told that the Browns had come home the evening before. The news was true, for the next afternoon the old banker was sitting once more in his office talking pleasantly to his manager.

"Yes, things seem to have moved along pretty well," he said. "The town looks a lot better, streets are cleaner, stores improved, in fact the whole place is brisker." By the way, Wallace," he continued, "who's putting up the house on the lot opposite mine? Just saw it as I came down this morning."

"Young Allan, the grocer," said the manager, with a twinkle in his eye.

"Allan! You don't mean Jim," jerked out the surprised old gentleman. "Who's it for? What's he going to do with it?"

"He hasn't told me that," said the young man, quietly, "but I saw him come into the bank just now, I'll call him in."

"I'm glad to know you're doing so well, Jim," said the banker, a minute or two later. "Your new store is certainly a credit to the town. But," perplexedly, "what are you going to do with the house next mine? Wallace tells me it's yours?"

"It is," said Jim, with a queer, though happy look on his strong face, "mine and Jennie's!"

"Jennie's! What do you mean?" ejaculated the father.

"Do you remember the agreement you drew up a little over two years ago, sir?" said Jim, quickly, pulling a bank book from his inside pocket. "Here's my side of it," and he opened the book near the back, showed on one page a balance, newly written in red, of $5,-130, and on the other, where he had just placed it, a picture of Jennie.

"Well I'll be danged," said the old gentleman, angry for a moment, but cooling off as the matter flashed back into his memory and he was able to appreciate the situation. "But," springing up and whacking the young man on the back, "I'll keep my side of it, and I think you'd better come up to the house for Christmas dinner to-morrow. I thought Jennie must have something up her sleeve when she chirked up so a month or two ago in Florence, but," with a grin, "why in tarnation didn't you tell me something about it?"—E. J. M.

NEW LIGHTING SYSTEM.

The Sylvester Manufacturing Co., of Lindsay, are advertising in this issue a new system gas and lighting machine for which they claim many improved and novel features. The Safety Sunlight gas machine, by which name the machine is known, is adapted for commercial lighting, such as for stores, railway stations, factories, churches, hotels and houses, and also for supplying gas for heating and cooking and laboratory use.

The manufacturers claim thorough satisfaction in lighting with perfect safety, automatic regulation, no possibility of disorder, and at a price considerably below that of illuminating gas and electricity.

ONTARIO WINTER FAIR

Features of Big Exhibition in Guelph Last Week as Seen by a Grocer—Bright Account by a Local Correspondent.

As you hear the conductor call out, "Guelph! Change here for all points east and west," and he might have added, "For the Winter Fair," you realize by the crowding and jamming you get, at the small G.T.R. station, that there is something doing and you have to get busy to take care of yourself. From the station to the Fair is about three minutes' walk, and you manage to catch your breath, but only for a moment, and by the time you get your Farmers' Institute Ticket that costs you 25 cents exchanged for one that will admit you three times a day for a whole week, you feel kind of cheap.

The crowd is so large you take a jaunt around the machinery exhibit outside for a moment, and size up some of those fancy cream separators that your customers' wives are using to make that A1 butter you get with your own label on it, and that 25c ticket doesn't bother you any more, for right there you get your money's worth and can suggest a good many points to others who do not use cream separators. You also notice the latest saving devices for the farmer's benefit, so as to be able to talk about them when opportunity offers. By this time you see a chance to get in the main door and at last you are inside the greatest educational exhibition, if not of the world, at least, one of them. You are then face to face with a great showing of the finest exhibition of fat cattle yet seen at a winter fair, as you can hear expressed by experts who know their business. But as you are not much interested in fat cattle, you shake hands with a few customers and friends, and struggle through the crowd back to the other end of the building, and you are at once struck by the earnest, expectant faces of a large crowd sitting on the seats provided for that purpose, and on inquiring are told to shut up and listen. Prof. Day, of the G.A.C., one of the judges at Chicago, is giving one of his famous addresses on "Bacon Hogs," and you stop to listen, and he goes on to tell the best kinds of hogs to raise for bacon and illustrates as he goes along why one variety is better than another, and you hear Tamworths, Berkshires and the other different breeds shown up either for good or bad, and then the Professor gives time to ask questions and right there is where some good information is to be had, and you listen to the questions and the Professor answers and again shows his reasons.

But while a grocer sells bacon he doesn't raise the hogs, and you move on and enter the poultry department. Now you are interested. All the different varieties of chickens, turkeys, geese and pigeons. There is a big fellow right there also with the knowledge, and as no one else asks questions, you get busy. What is the best kind of chickens to raise for egg producer you ask. He immediately very kindly replies: Orpingtons, Wyandottes, Plymouth Rocks and Rhode Island Reds, and goes on to explain. That is about your limit at asking questions, as not being a fancier those seem odd names for chickens, so you go on and examine the different breeds of chickens and you soon see that the man apparently knew his business as when you ask a man who owns any of the above varieties, he claims his is the greatest egg producer of them all, and wants to sell you a setting of eggs at fancy prices.

It takes a long time at this poultry department, and before you go on you get thoroughly posted and make up your mind to have a few hens of your own for next year. Just then a friend taps you on the shoulder and asks you if you have seen the seed department, run by members of the Canadian Seed Growers' Association. You say no, and he shows you where to go and there you find your element. The first thing that attracts your attention as a grocer is the seed potatoes, and there are 35 different samples of the finest Murphys you ever saw, and again you start to get busy and go through that lot of samples and examine them just as carefully as you would so many samples of teas and coffee. They are the finest you have ever seen, and a large, round white kind, with big eyes, excites your curiosity, and you begin to get posted. The man in charge gives you all the latest information and the different soils that suit each variety, and you are pleased and move on to the seed corn and the many different varieties of it from the red flint corn in cobs down to the common everyday corn. The same way with the samples of barley, oats, peas and wheat, that are shown in the grain and also in the stocks, which are very interesting.

Then comes the Alsike clover seed, which grows best on low land, and you see the finest samples and compare them also with the red clover. There are several samples, and as they have not been judged yet, you take it upon yourself to be your own judge, and will come back later to see if the expert judges and yourself agree. The Timothy seed is also a very fine sample, and you get it under your glass to one side so as no one will see you, and you then form your own opinion of that also for future reference.

But by this time some friend tells you lunch, provided by the city officials to their guests, is being served in the City Hall, and you return there and have a hand shake with old friends and have a splendid meal, and are waited on by the loveliest lot of young ladies, called the King's Daughters, and they certainly spread a meal for a king. You are hardly done eating when the speeches

start, and Alderman Struthers, the chairman of the Reception Committee, who occupies the chair, calls on Mayor Newstead, and you get the freedom of the city and a whole lot of taffy that makes you feel bigger than a grocer, and listen to the nice words of welcome spoken by J. P. Downey, in his own pleasant manner, followed by such great men as the Hon. Nelson Monteith, President Creelman, Professors Day, Dean, C. C. James, and so many other prominent men you watch your chance to get out again and see more of your grocer friends. You are not satisfied yet, and work back to the seed department, and the judges are busy and the crowd are held off by ropes so you accidentally wander into a room that is quite cool and find you are in the dressed poultry department and the judges are just starting their work. They don't object, as you seem quite harmless, and for once keep quiet and you watch them and right there is where the expert business of dressed poultry is being demonstrated to perfection. The turkeys come first. You have been handling turkeys all your life and yet you could not pick a winner. They all look alike to you, but just watch and see the way those judges handle those birds and examine them from head to tail and separate the gobblers and hens, and all in a very short time, and the turkey you though was a winner has been scarcely looked at. You draw their attention to it, and they thank you, but don't put any red ribbon nor anything else on it. You are disgusted and are going home, and out you go and as you go out you hear the key turned and that is another opportunity lost.

The incubators and how to feed the different kinds of birds and fowl, how to raise onions and keep them profitably also attract your attention. But you think, "Oh, I don't want to keep onions, I want to sell them," and into the sheep department you go and listen to a very instructive address, and also see the sheep that sweep the Chicago Fair and are surprised to find their home is near Guelph and owned by Whitaker Bros. Then someone suggests that you see Jas. Leak's great prize winner in fat cattle at Chicago, and down you go with the crowd and stand for half an hour admiring a beautiful fat heifer that never saw Chicago, and you then are told the great sweepstake winner is not here, but was sold in Chicago. Your temper is up by this time as you had already informed some friends all about this fine animal, and how well it had done in Chicago. You back away and get upstairs again, and meet Aldermen McCrae and Simpson and ask them about the grocery business, and they cheer you up again by saying there is not going to be any hard times around Guelph, for Superintendent Osborne, of the C.P.R., had told them at lunch that he could not find the slightest trace of any around Guelph, and Jas. Dummie, of Aberdeenshire, Scotland, said he had no idea of the magnitude of this country until he had seen it for himself, and President Johnston, of the Winter Fair Board, spoke of the wholesouled hospitality of the citizens of Guelph, and also said nothing good could be said about Guelph that was not deserved. You bid them good-bye and feel better. By this time the judging is done in the seed department, and you are quite satisfied that you have selected the winners, and, of course, think those judges knew their business, and you go back to the dressed poultry and turn your attention to the geese, ducks and chickens, and here again you are surprised. There are lots of good fat geese that look better to you than the winners, but when the judges explain about being rounded up better and better color, you can see the difference. The ducks, though, that got the prizes were more flat shaped, but of good white color. But when it came to chickens, J. E. Mounce, of Armstrong's Mills, had them all beaten. Really the dressed poultry was the finest collection ever displayed at any previous winter fair here.

Coming down stairs again my attention was drawn to the dairy tests, where the men were busy milking the cows, and I went in and there again is some great information for the grocer. Such as the kind of cows which give the most milk and make the best butter, and this information is all given by the best experts to be obtained in the world. Then come the block tests, where the cattle are examined alive and then killed, and the judges have to give reasons after the killing for their decisions, and the carcasses are hung up for those interested to examine. My, what a great business the grocery business would be if each year we had an annual meeting of this kind with such expert knowledge and such earnest, attractive listeners as we see at this fair. There are some farmers who come to this fair for fun, but by far the majority come on business, to get the very best that is to be obtained in the way of information in their own special line. The ladies also get a great education in the art of butter and cheese making by experts, and there are so many things to be learned that it is really a wonderful fair.

The past week has demonstrated that Guelph is the ideal place in Ontario for the annual meetings of all agricultural organizations. There has been the sessions of the Ontario Agricultural and Experimental Union at the O.A.C. College, the Women's Institute meetings, the annual meetings of the various live stock and poultry organizations, and the Ontario Millers' Association; also the creamery men. The continuous round of addresses under the auspices of the Provincial Winter Fair Board, during all this rich programme of debate and practical demonstration we could only sit back and listen to the allied wisdom of our professional brethren of the Ontario farms. But though we cannot appropriate and apply the lessons in a practical way, we can appreciate the sound theory of it all. The dressed poultry was the finest exhibition of its kind ever seen at any winter fair here. The turkeys and geese were all bought by the Wm. Davies Co., of Toronto, for the King Edward hotel and the Grand Trunk Railway dining cars, and most of the chickens, also, went to Toronto firms.

The address of Prof. Harcourt, of the O.A.C., at one of the meetings of the Women's Institute, should be of interest to grocers also. He read a most interesting and instructive paper on breakfast foods, referring to the importance of cereal foods because of their cheapness, of the ease with which they can be digested and because they contain all the constituents necessary to the human body. All the breakfast foods that now flood the market under so many different titles all originated from the old-fashioned porridge. One conspicuous good these breakfast foods had accomplished and that was the bringing on the market of the old meal in a cleaner condition. Prof. Harcourt contrasted the four different classes of food—raw, partially cooked, cooked and cooked and digested foods as to solidity, digestibility and palatability. By experiments previously tried, it was shown that the old-fashioned oatmeal, properly cooked, compared in solubility with predigested foods.

In conclusion, Prof. Harcourt said that it had been clearly shown that many of the prepared foods were not so thoroughly prepared as they might be and that all the foods discussed were good foods and gave a large amount of nutrition, these appetizing advertisements should not lead us to withdraw our favor from the old forms of oatmeal.

The new flour testing plant at the O.A.C., under the charge of Prof. Harcourt, is beginning to show results and to be appreciated by Ontario millers. The nature of the work done was explained in an address the other afternoon. Samples of wheat from large lots obtained by the inspectors at Fort William and grading from No. 1 hard to No. 4 Northern, were received for test. The tests showed that the grading done by these men is accurate for the quality of the flour decreased uniformly as the grade of the wheat decreased. Other tests showed that the grading done at the elevators is correct, but that the same grades from different sections of the country vary greatly in character. For instance, No. 3 northern from one section may be far ahead of No. 1 northern from another section. Now, the man who buys the No. 3 northern gets it at a price lower than that ruling for No. 1, and yet is getting a better flour. That is where the testing plant here is doing efficient work for Ontario millers. It enables them to find the actual milling values of the wheat they are buying, regardless of grade. The millers were all greatly pleased with the plant, and much benefit is likely to accrue to them from it. These are some of the most interesting points in the week's work as regards the grocery trade, but all the other lectures and addresses were just as instructive.

W. H. Hamilton, one of Peterborough's progressive grocers, had a fire a short time ago, but is now having his store all re-decorated with new metallic embossed ceiling. The fire burnt out three upper flats and the lower floor was mostly damaged by water.

DOMINION TRAVELERS MEET

Thirty-third Annual Gathering of Commercial Men's Association in Montreal —Election of Officers and Resume of Business Transacted.

The 33rd annual meeting of the Dominion Commercial Travelers' Association was held in the Fraser Hall, Montreal, on Saturday, E. D. Marceau, the retiring president, occupying the chair. Great interest had been taken in the voting for the officers for the coming year, and the scrutineers' report was read amid considerable excitement. From this it was apparent that W. J. Egan, with Arthur & Co., dry goods, Montreal and Glasgow, had been elected president; Samuel J. Mathewson, of Mathewson's Sons, wholesale grocers, Montreal, vice-president; and the following elected directors: L. W. Anderson, with Greenshields, wholesale dry goods, Montreal; J. A. Dawson, with Lyman-Knox, wholesale druggists, Montreal; E. Duckett, with A. McDougall & Co., woolens, Montreal; H. Glassford, Standard Automatic Fire Sprinkler Co., Montreal; S. D. Stewart, on

W. J. EGAN.
President-Elect.

the staff of Hudon, Hebert & Co., Montreal, as special representative of H. J. Heinz, pickles.

Annual Report.

The annual report showed a very flourishing state of affairs in the organization. In spite of the heavy death rate the capital of the association had been increased, and the finances were in very satisfactory condition.

E. D. Marceau submitted the report of the board of management for the fiscal year ended December 6, in which it was stated:

"For the year now closed, we find as per treasurer's statement, the total amount of cash received on revenue account to be $72,093 to which has to be added accrued interest, $453; overdue interest on mortgages, $702, and certificates sold in advance at 6th December, 1906, for 1907, $4,050; making the total revenue for the year $77,299, which is $5,721 in excess of last year. Five thousand two hundred and forty-five dollars has been paid for working expenses and $10.283 added to capital account.

"The membership continues to show a steady increase. The number of new applications accepted during the year was 994, and deducting those who lapsed, we have a net gain of 409 for the year, making our present membership 6,093. The sum of $63,250 has been paid the beneficiaries of deceased members, who number 64 for the year, five of which were provided for in last year's statement. While this may not be considered abnormal, the amount paid in benefits exceeds that of any former year. We enter the new year with three death claims to carry over, provision for which is made in the treasurer's statement.

"Owing to the stringency of the money market, we have been enabled to renew at a higher rate of interest all overdue mortgages, which will enhance our revenue account by over $700. Three matured loans, amounting to $22,000, have been realized, and four new loans made, aggregating $35,000, all of which has been invested in first mortgages on real estate."

"We are pleased to state that the tax formerly imposed by British Columbia and Province of Quebec on commercial travelers from sister provinces has now been done away with, leaving Prince Edward Island the only province which still continues to exact this obnoxious license."

Amendments to Constitution.

After considerable discussion a motion by S. Woods to add an amendment to the constitution was submitted to the consideration of a committee, to the effect that a member who had reached the age of sixty-five years and whose mortuary benefit certificate had reached the maximum amount of $1,200, might be kept in good standing by the association, at his written request, charging his annual fee against his benefit. Two notices of motion on a similar subject were also submitted to the same committee.

A Pension Fund Scheme.

On the suggestion of the Commercial Travelers' Club, of the St. Hyacinthe district, it was decided, E. Duckett moving and Mr. Cavana seconding, "that the board of directors for the ensuing year be a committee to study the advisability of creating a pension fund, and that they be authorized, if necessary, to appropriate from the funds of the association a sum, to be used towards securing the services of actuaries or experts in insurance, who could sketch the different modes by which a pension or annuity fund could be created on a practical and solid basis, and that the committee report at the quarterly November meeting, after the actuaries work is completed."

A resolution was adopted to co-operate with sister organizations in again asking the Dominion Government to change Thanksgiving Day from Thursday to Monday.

It was also decided that whereas, at the time the provinces were asking an increased subsidy from the Dominion Government, it was practically agreed that if the subsidy was allowed the tax on commercial travelers would be repealed, and all had carried this out except Prince Edward Island, it be respectfully urged upon the Dominion Government not to pay the increase in subsidy to that province until such time as the commercial travelers' tax was repealed.

A copy of the resolution will be sent to the Dominion Government and to the Legislature of Prince Edward Island.

The detailed votes cast in the elections were as follows: For president, Egan 1,384, Wilkins 1,350, Mann 592; for vice-president, Mathewson 1,674, Giles 1,541; for five directors, Anderson 2,002, Dawson 1,744, Duckett 1,689, Glassford 1,514, Stewart 1,495. Remaining votes: Picard 1,449, LeMaistre 1,390, Thibault 840, Petrie 669.

The Mutual Benefit Society.

The twenty-second annual meeting of the Dominion Commercial Travelers'

S. J. MATHEWSON.
Vice-President.

Mutual Benefit Society took place in the parent association rooms, Board of Trade building.

The president, J. S. N. Dougall, was in the chair. The annual report was presented and received with unanimous approval. During the year $19,000 was paid out to the beneficiaries of deceased members, leaving a reserve of $11,770.50.

New members to the number of 187 were added to the roll during the year, making the present membership the largest in the history of the society.

P. J. Girard, a Richmond grocer, contemplates great improvements in his store. In the early spring he will enlarge the premises considerably and will put up a warehouse to accommodate his rapidly growing trade. Mr. Girard is a typical E.T. hustler. He started seven years ago with a stock valued at $400, and to-day has a nice business and $7,000 stock.

THE TRAVELERS' PAGE

News of the Knights of the Grip, Particularly Those Who Sell Groceries.

Some Items Worth Reading.

A NEW CITY TRAVELER.

Geo. Moffat, Davidson & Hay's new city traveler, isn't always so serious as he appears in the photograph shown here. Assuming the position recently vacated by Chas. Newman, he has been getting acquainted with Toronto grocers for the last three weeks, and has been getting such pleasant receptions that he most always wears a smile.

George was born in Durham 24 years ago, but his family came to Toronto when he was a mighty small boy, and

GEORGE MOFFAT.

he has lived in Toronto for twenty years. He is a son of Robt. S. Moffat, builder, and his home is at 244 Davenport road.

Eight years in the wholesale grocery business has given Mr. Moffat a good fund of experience. Three years of this time he spent in the employ of the Eby, Blain Co., and the last five years he has been with Davidson & Hay. He was for some time in the office but latterly has been sample clerk. Selling groceries direct to the retailer is, however, rather new to Mr. Moffat, and, as he says himself, he's "just as green as grass on the road," but he's rapidly rubbing off the verdency and by all accounts his order sheets are showing up in a pretty encouraging way.

George is an enthusiastic member of the Toronto Canoe Club and has made quite a name for himself as a paddler. He was a member of the club's war canoe crew which did things at the regattas at Montreal and St. Catharines last summer.

JOVIAL EVENING ASSURED.

Preparations are being made for big things at the Canadian Travelers' Association's annual dinner, to be held in Toronto, on the evening of December 26th. A meeting was held on Saturday to promote arrangements and a program which seems to size up well has been arranged. J. W. Wildfong, of Gordon, McKay & Co., is general factotum, being chairman of the general committee on arrangements and also chairman of the program committee.

The toast list will be about as follows: "King and Country," "Manufacturing Industries," proposed by J. F. Ellis, responded to by Edw. Gurney; "The Wholesalers," proposed by "Tom" McQuillan, past president, responded to by Jas. P. Murray; "The Press," proposed by H. J. P. Goode and spoken to by J. S. Willison of the News, W. H. Seyler, of The Canadian Grocer and L. A. Laurence; "Our Associations," by S. R. Wickett and E. Fielding; "The Ladies," by John Charles and Jas. Patterson.

The musical part of the dinner promises to be a mighty good concert in itself and will include numbers by no less than ten artists of well known ability and a variety of attainments, most of them old favorites with the travelers.

Indications point to the fact that McConkey's banquet hall will be mighty well filed up that evening as the dinner seems to be evolving more interest than ever among the members of the association.

Chairman Wildfong wants it understood that the dinner is supposed to commence at 7.45.

JOINED LIPTON'S TRAVELING STAFF.

Thomas A. Crown, for 19 years manager of Strand's Bank St. store, Ottawa, has joined Thomas J. Lipton's traveling staff. He will cover the district from Montreal to Pembroke, the Upper and Lower Ottawa Valley and main line of the Grand Trunk from Montreal to Brockville. Mr. Crown's headquarters will be in Ottawa. An experienced tea man and salesman, he should do justice to Lipton's in his territory.

TAKING NEW POSITION.

L. Caron, who has been in charge of the sample room of the United Factories, Toronto, for the past 10 years, left on Saturday, Nov. 30th, for a new position, and was presented with a handsome gold locket, set with diamonds with suitable inscription. The remembrance was given on behalf of travelers, office and warehouse staffs. Mr. Caron will be greatly missed by all who had the pleasure of meeting him.

Theo. Miles and J. C. Boeckh, representatives in the Northwest and British Columbia of the United Factories, returned to Toronto a week ago after a successful trip. They report business quite up to average and better than expected after all reports of trade conditions in the West. Better things still are looked for when the spring trade opens.

PROVINCIAL SECRETARY REPLIES

The Provincial Secretary has replied to the resolution of the Western Ontario Commercial Travelers' Association respecting hotels in local option towns. Mr. Hanna points out that the matter of compelling such hotels to preserve a certain standard would be difficult for the Government to undertake, but promised that the resolution would in the near future be brought under careful consideration.

THE LATE JOHN F. BAKER.

A Grocery Traveler of Thirty Years' Standing, Latterly with George Robertson & Son, Kingston.

L. C. Armstrong, who has been for a long time connected with the Red Rose Tea, of which T. H. Estabrooks is head, has severed his connection to enter into the brokerage business on his own account. He has an excellent connection with the trade of the Maritime Provinces and is known and liked by most of the wholesale and retail trade in Eastern Canada.

BETWEEN TRAINS.

There is good in everything. A man may be ever so bad and still have good teeth.

* * *

The skinniest pig that ever rooted in the ground will make good soap grease. The toughest steak can be ground up in a meat grinder, disguised with spices and things and made into mince pies.

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A MERRY CHRISTMAS TO YOU.

Once more the joyful season has rolled round when the merchant in almost every line is overwhelmingly busy and when all the world is, or ought to be, happy. This holiday season, with all its delightful customs, with its numerous visitings at the old homesteads, and, withal, with its contagious and pervading glorious spirit, brings us back to a thought of the reason of it all and to a realization of the privileges of residence in a favored land.

Have you got a grip yet of the real Christmas spirit—the sentimental as opposed to the practical considerations of every day business? Now is the time if ever, in the year, to try to appreciate this and to realize what the better things of life mean.

The Grocer passes on to all its readers, just as much good will and good wishes as may be expressed on a newspaper page.

OUR CHRISTMAS COMPETITIONS.

Have you thought yet about entering either of the Christmas competitions which we have been talking about for several weeks? It will be well worth your while, even aside from the matter of prizes, to take part in these contests. If you advertise, and you should, it won't be much trouble to clip a sample of your Christmas week advertisement and send it in to us. Several grocers have already done so. Then there is the Window Dressing Competition, which has been arranged this year so that all might have an equal opportunity. If you should win in this, your name and your success as a grocer would be scattered pretty widely among the trade all over Canada. That ought to help you, indirectly, if not otherwise. Your local paper would probably be willing to use the cut of a prize-winning local merchant, and we will be pleased to let you have it for that purpose when the window has been reproduced in The Grocer.

A MATTER TO CONSIDER.

One of our correspondents has brought under consideration recently the matter of the giving of gifts to customers by grocers at Christmas time. The matter is one that is worth considering very seriously before any action is taken. In these days of keen commercial competition the retailer makes little enough on his goods in the regular way and cannot afford to remember all his customers by a gift at the holiday season. We believe the same money spent in better quality of goods and more efficient service will yield the same and better results.

NEGLECTED FORM OF ADVERTISING.

One of the most simple and cheapest forms of advertising and yet one which is in a great many cases lamentably neglected, is that of the sign. In the cities this is usually well taken advantage of, and the astonishing growth in the number of illuminated signs advertising all lines of business during the last year or so attests the value of this medium. But in the smaller towns and country districts many a good opportunity is wasted and many a dollar lost through neglect of this form of commercial publicity.

How often you see a factory adjacent to a railway where a sign would be a very valuable adjunct but the firm appears nameless and travelers cannot even gather a hint as to the variety of goods manufactured. How different this is from other firms who rent sections of farmers' fields and side of their barns and miles of fences to display their product.

Again, in the smaller towns store after store is signless and to a stranger the only way to find out what class of goods is handled is to step inside and inquire.

With the throngs of motorists passing through the country to-day a well-painted and attractive sign, particularly on a grocery store, is of particular value and will attract frequent incidental custom, and custom well worth while, which would otherwise have passed by.

But, one point, the sign should be fresh-looking and attractive. It should give an adequate idea of the excellencies of the store interior. An old worn-out sign over a really attractive store is worse than none at all.

THE SITUATION IN THE WEST.

The Grocer's correspondent in Winnipeg writes of local conditions.

The West is taking things easy and waiting for Christmas. The extremely mild weather continues, indeed, at this writing, Dec. 14th, it is thawing and Winnipeg is one slush and all old timers are predicting an early winter.

Retail trade is excellent, never better, the merchants say, and wholesalers declare that collections are coming in a little more freely. Winnipeg has the civic election off its chest, and all the good business men on the slate were elected with large majorities so that Mayor Ashdown enters on his second year backed by a Council and Board of Control thoroughly in sympathy with his aims for the city and the knowledge that the city as a whole is behind him.

The wheat market remains dull but strong and the slump after the close of navigation was smaller than was expected. Returns from the head of the lakes show that over 20,000,000 bushels of the wheat crop of 1907 were shipped before navigation closed or only 5,000,000 bushels less than last year. The Canadian Pacific Railway has announced its intention of carrying 150 cars of grain daily out of Fort William to St. John, N.B., to other eastern points for the next two or three months and if the weather permits of this there is every reason to believe that the bulk of the wheat will be out and ready for seaboard shipment in good time. The all-rail haul will certainly reduce the profit to the farmer, but if prices advance again as there is good reason to believe they will, the farmers will do well even with the long haul.

The Grain Growers' Association claim to have sold 2,000,000 bushels of low-grade wheat for feed in Ontario and this will go out all-rail. At the present writing enough grain has been contracted for eastern shipment to take the C.P.R. to the limit for December. Of course the mild weather is ideal for the movement.—H.

Men Who Know How

Something About the Selling Staff of the MacLaren Imperial Cheese Company, Limited—One Reason for the Success of This Canadian Firm—Lists of Officers and Agencies.

Much of the success achieved by the MacLaren Imperial Cheese Company, Limited, has been attributed to the strength of its sales staff, and The Canadian Grocer believes, therefore, that the portraits of some of its members, which are reproduced on the following pages will be viewed with interest by a large majority of our readers. It is to be regretted that owing to the short time at our disposal, and the modesty evinced by some of the members of the staff, we are only able to give the portraits of thirty-three out of the seventy or more representatives in Canada and the United States. Many of the faces presented will be familiar to our readers on both sides of the boundary and of them individually nothing more need be said than that to be included in the sales staff of this most progressive company necessarily stamps a man as being a salesmen of the first degree of ability, and that many of them have an international, if not a world-wide reputation.

To a reporter, who asked Mr. Henry Wright, the general manager, how the men were chosen to act as representatives of the company, he said :

"In placing on the market goods of our own manufacture, such as MacLaren's Imperial Cheese, Imperial Peanut Butter and Imperial Dessert Jelly, we have always endeavored to select as salesmen or representatives "men who know how," that is, men who know what they are talking about. No one calls in a physician to settle a legal dispute, nor a lawyer to prescribe for a fever ; a carpenter, as a rule, is a poor blacksmith, and a blacksmith or a butcher are never called upon to perform a dental operation. A man, to be able to talk intelligently to grocers and to gain their confidence, must have a technical knowledge of the business and for this reason our men are all trained grocers, men who can meet their customers on their own ground, whose experience enables them to know whereof they speak when anything pertaining to groceries or the grocery business is discussed, or who can even go behind the counter and demonstrate the salableness of their wares.

From this you will see that we select none but practical men ; but besides being practical they must be trustworthy. We permit of no promises without performance, no exaggeration or misrepresentation ; the word of a MacLaren Cheese Company's man must be as good as his bond—as good as the bond of the company. Beyond this we have no invariable rule in selecting our men. No two generals adopt exactly the same tactics ; no two salesmen adopt the same means to make a sale. In fact, there are as many types of salesmen as there are stripes on the tiger, and it is difficult to say which type is most generally successful. Nevertheless I believe that our representatives have in common, to a very high degree, these three great attributes, optimism, faith and enthusiasm. Yes, to a man they are optimists—boosters, if you like—and thank heaven, there is nothing more infectious than acute optimism, and part of our mission in life is to spread it broadcast amongst the grocery trade.

"Faith ? Yes, our men have faith without bounds in the company, faith unshaken by years of experience in the goods they sell, and withal an inspired faith in themselves. The other attribute —enthusiasm ? Optimism and faith or confidence, combined, are bound to beget enthusiasm, and our men, one and all, have it in its highest degree. Enthusiasm, let me tell you, is the force, the motive power which sells goods."

Continuing, Mr. Wright said : "We have made, with the help of such men, the goods of our own manufacture known all over the world, in every civilized country. Wherever there is a grocery store, there can be found MacLaren's Imperial Cheese. What we have done with our own goods, we can, in the markets of Canada and the United States, do with any line that has real merit, but unless we can prove to our own satisfaction that a line has real merit, is good value, we will have nothing to do with it. I can name a dozen or more proprietary articles which can be found in seventy-five per cent. of our retail grocery stores, which were placed on the market through our medium, most of them in record time and at a minimum of expense.

"A week hardly ever goes by that we are not offered an agency of some kind, in fact we are constantly importuned by manufacturers who endeavor to enlist our services and the disposal of our selling organization to place their lines on our markets. In nine cases out of ten we are obliged to turn a deaf ear to their appeals. We will not undertake such a mission without satisfying ourselves first that the article to be sold will be appreciated by the buying public as one of sterling quality and honest value, and secondly that the integrity and reputation of the manufacturer are without blemish and beyond reproach.

"In satisfying ourselves on this point, and with a view to making the most searching enquiries, our managers make periodical visits to the markets of the world. For instance, our Canadian and United States managers, Mr. C. L. Marshall and Mr. A. MacWillie, are sailing on the steamer "Mauretania" on December 28 on a flying trip to London, Paris, Bordeaux and other European centres to make business arrangements of the greatest importance to the company."

The MacLaren Imperial Cheese Co., Limited, has its head office in Toronto, Ontario; cheese factories and offices at Wellesley and Woodstock in the same Province; agencies or branches at Halifax, N.S.; St. John, N.B.; Quebec and Montreal; Winnipeg, Man.; Calgary and Edmonton, Alberta; Vancouver and Victoria, B.C.

In the United States the offices are at Detroit, Mich., with branches and agencies at the following points:

New York, N.Y.
Boston Mass.
Philadelphia, Pa.
Baltimore, Md.
Atlanta, Ga.
Chicago, Ill.
Cincinnati, O.
St. Louis, Mo.
Norfolk, Va.
Nashville, Tenn.
Memphis, Tenn.
New Orleans, La.
Dallas, Texas.
Galveston Texas.
Minneapolis, Minn.
Kansas City, Mo.
Omaha, Neb.
Davenport, Iowa.
Milwaukee, Wis.
Denver, Col.
Los Angeles, Cal.
San Francisco, Cal.
Seattle, Wash.
Portland, Oregon.
Butte, Montana.

The company are the sole agents in Canada and United States for Maconochie Bros., Limited, London, England, manufacturers of high grade pickles, sauces, jams, jellies, marmalade, condiments, etc., and are the largest packers of canned fish in Great Britain.

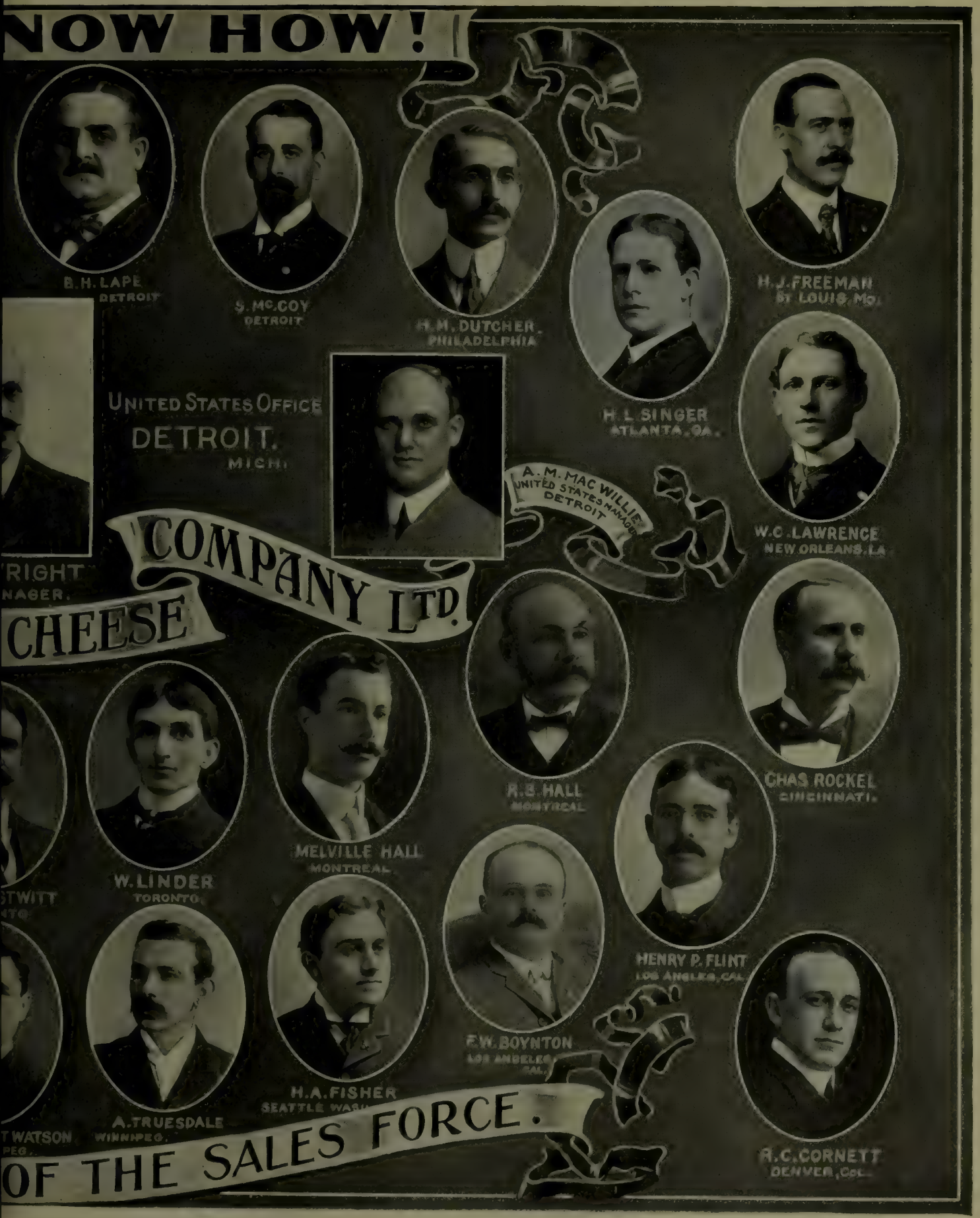
Through its agency department the company also represent, either locally, for the Province of Ontario, or the Dominion of Canada:

Surprise Soap.
Snider's Tomato Catsup, Pork and Beans, etc.
Upton's Jams, Jellies, Marmalade, etc.
Star Egg Carriers and Trays.
Two-Flag Norwegian Sardines.
Bensdorp's Cocoa.
Beauce Brand Maple Syrup.
Tip Toe Matches.

As brokers and agents the company represent through their Toronto office:

Meyer & Co., Patras and Hamburg, Currants.
Julian Monfort e Higos, Denia, Raisins.
Thornton & Co., Malaga, Raisins.
C. J. Calothi, Smyrna, Figs and Raisins.
P. M. Loubrie & Co., Bordeaux, Canned Fruits, etc.
Evans, Coleman & Evans, Vancouver, Salmon.
Evans, Woodhead & Turner, Liverpool, Nuts, Fruits, etc.
A. C. Burdick & Co., Portland, Ore., Prunes.
Guggenhime & Co., San Francisco, California, Dried Fruits.

MEN WHO
B. L. HALE
NEW YORK
V. E. B. FULLER
NEW YORK
H. W. BENDER
NEW YORK
G. A. REUTER
CHICAGO.
HEAD OFFICE
TORONTO.
CANADA
C. L. MARSHALL
CANADIAN MANAGER
TORONTO.
E. A. DEMARAIS
MacLAREN
IMPERI
E. W. ARTHUR
ROBT. JOHNSTON
WOODSTOCK.
W. E. BIDWELL
TORONTO
J. M. WRIGHT
TORONTO
H. B. STANZ.
F. G. EVANS
J. HUNTER WHITE.
ST. JOHN. N.B.
A. B. MITCHELL
HALIFAX. N.S.
H. L. LUSK
DAVENPORT, IOWA.
SOME REPRESENTATIVE


NOW HOW!
B. H. LAPE
DETROIT
S. McCOY
DETROIT
H. M. DUTCHER.
PHILADELPHIA
H. J. FREEMAN
ST LOUIS, MO.
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DETROIT
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MONTREAL
W. LINDER
TORONTO.
HENRY P. FLINT
LOS ANGELES, CAL.
F. W. BOYNTON
LOS ANGELES, CAL.
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A. C. CORNETT
DENVER, COL.
OF THE SALES FORCE.

One of the best equipped retail stores in London, Ontario

The Best Grocers All Use

Star Egg Carriers and Trays

Hear what this man says:

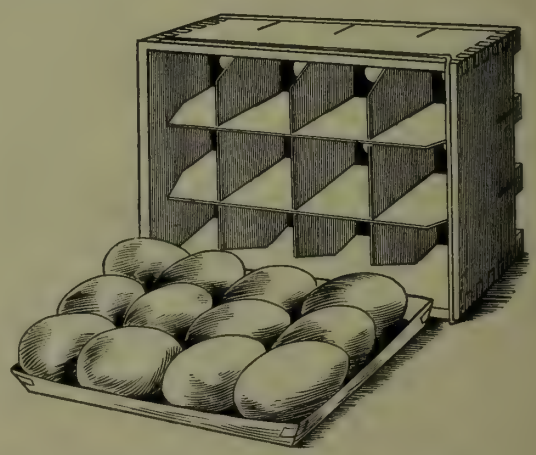
December 5th, 1907

MacLaren Cheese Co., Toronto, Ontario.

Gentlemen,—In answer to your enquiry regarding Star Egg Carriers, I beg to state that I have used them for the past two years, and would not be without them if they cost three times the price. I have no hesitation whatever in recommending Star Egg Carriers to every Grocer in Canada, as they soon save their cost in the safe delivery of eggs. It being the only profitable way of handling eggs, I would, then, again impress upon all dealers to install Star Egg Carriers and Trays.

Yours truly

FRANK E. SMYTHE.



Star Egg Carrier and Tray Mfg. Co., Rochester, N.Y.

Sole Agents for Canada:

MacLaren Imperial Cheese Co., Limited - - - - - - Toronto, Ontario

Grocery News from Coast to Coast

Trade Items of Interest From Every part of Canada—Better Feeling Pervades the Country Generally With Good Outlook for Business in the New Year.

SYDNEY, B.C.

Heretofore Cape Breton news has not appeared in your correspondence columns. The writer is probably your first correspondent in this locality.

The term Cape Breton has a double significance. It is the name of the island which forms the eastern part of the Province of Nova Scotia, separated from the mainland by the Strait of Canso; and it is also the name of one of the four counties into which that island is divided.

The island is not large; its extreme length being only 110 miles and its greatest width 87 miles. The total area is less than 4,000 square miles. In shape the island is very irregular and its coast is generally picturesque and is indented by many bays and harbors. The most important harbors are Sydney, Louisburg and Gabarus. Not only is Cape Breton surrounded by water, but it has a comparatively large inland sea —the beautiful Bras d'Or Lakes. There is, therefore, an external and internal coast line, a luxury indeed. The natural entrance to the Bras d'Or Lakes from the Atlantic is at the eastern end of the island by two arms which inclose the small island of Boularderie.

The City of Sydney is the island's chief centre. There are five other incorporated towns, North Sydney, Sydney Mines, Glace Bay, Louisburg, and Dominion. Inverness County has two incorporated towns, Port Hood and Inverness. In Victoria and Richmond Counties there are no incorporated towns, and the chief centres are Baddeck and Englishtown in the former, St. Peters and Arichat in the latter.

The total population of Cape Breton Island in 1901 was about 97,600. It is estimated now at 110,000. There are several large settlements of French Acadians population, some Loyalist Stock and a large Cosmopolitan crowd throughout the island. But by far the greater part of the people are of Highland Scottish origin extraction.

The resources of Cape Breton are sufficient to guarantee the material prosperity of its people even in times of most widespread depression. Its fisheries, particularly the lobster fishery, rank with the best on the Atlantic Coast. Agriculture is profitable in Inverness County. Victoria County has a large timber supply, as yet barely untouched. Richmond County depends chiefly on fishing. The greatest industries, however, are coal mining and steel making and manufactories in Cape Breton county. The coal supply of Cape Breton is practically unlimited, and the natural advantages for the manufacture of iron and steel products are such as to assure a large development in manufacturing in the near future.

One of your correspondents has said that "Cape Breton was the front door of Canada." Is that statement justifiable? Let the reader judge for himself. Although Cape Breton is an island it is only separated from the mainland by the narrow Strait of Canso, and the cars of the Intercolonial Railway are now carried across this Strait upon a ferry scow or steamer expressly constructed for the purpose. Thus to all practical purposes of communication there is no separation, such as there is between Newfoundland and Canada. A map or a globe and a pair of dividers will convince anyone that Cape Breton ports are nearer to Europe than any other ports on the Atlantic Coast of America, and in these days when hours count such an advantage is surely worth having. But the map or globe will also show that both North and South America swing, as it were, to the east from a fixed pivot at the Isthmus of Panama. From this follows the startling fact that Cape Breton ports are also nearer to the principal South American ports than are the ports on the United States Coast. Not only that, but Cape Breton is about 900 miles nearer Cape Town and other South African ports. Will not the reader agree that it is well within the truth to say that Cape Breton is the front door of North America?

* * *

Of the Cape Breton ports Sydney is the most important at present, and it promises to remain the most important for a considerable time, no matter how rapidly other ports may develop, for the development of other ports must necessarily contribute to Sydney's development as well. It is the industrial capital of the Province of Nova Scotia. It is in a position to produce the cheapest ton of steel of any city of the Maritime Provinces, or perhaps, of any city of Canada. And the city that can do that has insured supremacy. Sydney is connected with the neighboring towns and mining centres by a well-equipped and efficient electric tram and ferry service. It is a city of churches and good schools, social clubs, banks, large business houses and all else that marks a progressive 20th century city.

* * *

During the recent financial stringency, now happily passing away, the principal business houses have kept on the even tenor of their way. A few, very few, have gone to the wall, but those were the flighty and unsubstantial who may be termed "boosters." Every city has its share of them. The "old reliable" never showed any signs of shock, and several have informed your correspondent that their business steadily increased all during the fall months and the Xmas trade shows signs of being as vigorous and healthy as ever.

* * *

During the past and present weeks, Mr. J. S. Creed, Lipton's Maritime representative, has been demonstrating Lipton's goods in Sydney. Last week he was at the store of H. C. Harrington and this week at the store of F. and J. Morley.

* * *

It is perhaps unusual to divulge trade secrets even in The Grocer, but here is one. One of the most popular young men in the trade, D. M. McMillan, has recently joined the benedicts. Miss Armstrong, of Sydney, is the happy bride. Mr. and Mrs. McMillan are back from their honeymoon and residing on Tewsend St.

HOW WILL IT WORK?

The following note from the Hamilton correspondent introduces a subject which should be of interest to grocers generally.

A resolution was brought in at a recent meeting of the Retail Merchants' Association, recommending the government to make 75 pounds the standard weight for a bag of potatoes.

After considerable discussion the motion was unanimously carried. The arguments in favor of this move were that it would be more convenient to handle, that the lower price would put the bag within the reach of more people, and that the vast number of sugar bags that people now have no use for could be used to advantage, and also it would be a great boon to the grocer's delivery man, who is not always built to carry weight. The writer has spoken to a large number of farmers on the subject and they all agree that it would be a move in the right direction. Legislation is desired on this question so as to have a legal weight established throughout the country. I would like to hear what your correspondents think of this question.

INGERSOLL.

While Ingersoll merchants have had no reason to complain about the volume of business done during the autumn season, it must be admitted that the outlook for the winter trade is not as bright as it might be. There is a general tightness of money, with a scarcity of work in some lines, circumstances

which cannot fail to lessen the amount of business done. Ingersoll, however, has been fortunate in regard to the money stringency and scarcity of labor, but those who have the money and work will undoubtedly take a lesson from those places where the conditions are rather alarming and there will probably not be the usual extensive purchasing at the Christmas season. On Monday evening the Noxon works, furnishing employment for one hundred and eighty men, were closed down for an indefinite period. This action came as a complete surprise to the men and to citizens as a whole, and especially the business men. It is being hoped that the shut down will be only of a temporary nature.

* * *

"Food suggestions for Christmas," is the heading of an attractive folder issued by a local grocer in placing before the public a complete list of the many articles required for the Christmas season. The folder is artistically gotten up and is undoubtedly good advertising. In addition to pointing out the many requirements for the Christmas season, it furnishes prices, and in this way will doubtless be appreciated by all into whose hands it falls. There is much extra buying to be done at the Christmas season and the merchant who would reap a fair share of it must be enterprising enough to make a bid for

* * *

Thos. Seldon, the well-known apple exporter, accompanied by Mrs. Seldon and Miss Edna Seldon, left recently on an extended trip to England and Germany.

* * *

Although much is being heard about "dull times," local grocers do not appear to be suffering to any extent. They have all made elaborate preparations for the Christmas trade and are unanimous in reporting a brisk business. The housewife has commenced activities for the festive season and such articles as sugars, peels, spices, etc., are very much in demand.

LONDON.

These are busy days in the retail grocery trade and for over a week merchants and clerks will have little leisure. It has long been the custom for grocers to keep their stores open at night for a week or so before Christmas, and this year is no exception to the rule. Christmas goods, of course, are in great demand, and the sales are likely to be equal to any previous season. Market days—Tuesday, Thursday and Saturday—will see extra rushes, but the merchants of London are prepared for all.

* * *

Little attempt has of late years been made by local grocers to give their store windows an attractive appearance at Christmas time. Time was when merchants seemed to vie with one another in giving their windows a Christmas look, but nowadays it is rare to find anything out of the ordinary in London grocery stores. Asked as to the cause of this a prominent man in the trade admitted his inability to give an explanation. He supposed, however, it was because goods sold just the same that window dressing, as a trade drawer, did not justify the trouble involved. Still, Christmas shoppers like to see store windows dressed in a Christmas-like way, and there can be no doubt that were storekeepers to pay some attention to giving their windows an attractive look at this season of the year many people would be brought down town, particularly at night, who would otherwise stay at home, and any one will admit that the more the business streets are crowded the better it is for trade. Grocers and others would make no mistake did they give this matter a little consideration.

* * *

A number of grocery travelers have made application for membership in the Retail Grocers' Association. The original intention was to make the association solely a retail dealers' organization, but many travelers are convinced that were they admitted to the meetings and permitted to hear at first hand grievances of retailers, when such arise, it would be of advantage all round. The matter will come up at the next meeting of the association.

* * *

Price-cutting among grocers in the north end of the city continues and the officers of the Retail Grocers' Association are endeavoring to bring the offenders to their senses. Not only sugar, but Christmas goods, have been included in the cuts.

* * *

Business in wholesale lines continues remarkably good. Prices are unchanged from a week ago. Payments are good. Travelers will be in for the holidays next week.

* * *

The Travelers' Club held what was called a "hard times" smoker in their club house Friday night, and gave their 200 guests a splendid time. Why it was called a "hard times" affair no one seems to know, and in view of the speeches, the hilarity and the songs, it was certainly a problem to those present. As a matter of fact, "good times" seemed to be written on the faces of all and to be stamped on the utterances of every one. One thing is certain, the time they had Friday night was one of the best in their experience.

* * *

Since they removed to their new and extensive premises in the East End, the firm of Gorman, Eckert & Co. have doubled their ordinary business, while their canning factory is proving a big thing. This is one of London's most progressive concerns.

PETERBORO.

From present indications the local market is going to be well supplied with poultry during the holiday season. Dealers and grocers state that it is years since they were able to get fowl so easily, in fact, in some cases they have been able to pick up good birds at almost any price they would name. The high price of grain is assigned as the reason for the large offerings of poultry, farmers not caring to winter any more birds than they have to. Turkeys and chickens are coming in plentifully and prices are below those of last year. Everybody should be able to grace the Christmas board with a turkey this year.

* * *

It is understood that his friends are urging Mr. E. F. Mason to be a candidate for alderman at the coming municipal elections. Mr. Mason is the proprietor of three groceries in Peterborough, and is one of the city's leading business men. He was in the city council for several years, retiring at the close of 1906, but his friends are urging him to re-enter municipal life. If he consents to stand, there is little doubt as to his election.

* * *

"The stringency of the money market" is all one hears about nowadays, but despite it the grocers of Peterborough are preparing for the biggest holiday of the trade on record. The coming of the snow has served as a reminder of the near approach of the Christmas season and holiday goods in the shop windows assist in driving home the fact. Trade in all lines is lively in Peterborough and the merchants are looking forward to the busiest season of them all.

* * *

In connection with advertising, it may be stated that the holiday season furnishes a striking example of the power of printers' ink judiciously used, and at the same time demonstrates a somewhat strange policy on the part of some Peterborough merchants. Only a small percentage of the grocers of this city advertise regularly in the local newspapers. Many of them, however, commence advertising about two weeks before Christmas and keep it up until the holiday season is over. Then they withdraw their advertising and nothing is heard of them for another year. If there is a time in the year when goods ought to sell it is around Christmas. Everybody has the buying spirit and get what they want, advertising or no advertising. Why, then, does the grocer advertise during the festive season and not the rest of the year? The grocer who advertises at Christmas will, without doubt, get more trade than the man who waits in his shop and waits for business to come to him, but why should a grocer advertise at Christmas and not during the other portions of the year? Why put more steam on when going down and not when going on the level or up grade? Advertising is more essential during the dull seasons than around the holidays. Think it over, you who wish to make a success of your business.

* * *

J. Connell, of P. Connell & Sons, is confined to his home with a bad attack of mumps, and it will be some time before he is around again.

GUELPH.

Speaking of the present financial difficulties, the full dinner pail stories ought to be revived, is the opinion of one of our local writers, who, among other things, says: "Just imagine a baseball diamond, with a tailor shop

on 1st base, a grocery store 2nd base, a shoe store 3rd base and a dry goods store at the home plate, and a man, the owner, on each base. Let all start pitching and catching with a silver dollar for a ball. The tailor throws a dollar to the grocer and he returns him a dollar's worth of groceries. The grocer lets his dollar go at the shoeman and he returns a dollar's worth of shoes, and so on around the bases and the faster the dollar is played the bigger the bunches of comfort to take home to the wives and children.

The merchants, themselves, are really sometimes to blame for circulating a lot of those hard time stories which are generally added to each time they are told. A man will come into your store and tell you he is laid off work and upon your inquiring the cause, he will tell you there were fifteen of them laid off as the stock room was full at their shop, and out he goes. The next customer comes in and you immediately (before he starts to buy) load him up with the fact that fifty men were laid off at so-and-so's, and so the story goes from one to another and each time the number of men laid off is larger. The proprietors of other shops get scared and start to cut down expenses also as they think so-and-so must have got inside information somewhere and we behind the counters have our customers scared to death to spend their money. It is hard enough any time to induce people to buy, but don't imagine you are making it easier for them by telling of hard time in the near future.

* * *

Benson Bros., grocers, have just finished adding a new china room to their already extensive business.

* * *

A meeting of all the members of the Retail Merchants' Association is called for Tuesday evening in the Canadian Room of the Kandy Kitchen, to discuss the $125,000 waterworks by-law, which is to be voted on at the beginning of the new year. The members of the Water Commission will be there and give full explanation of the proposed changes. There is no more important question from the standpoint of fire protection and pure drinking water and there ought to be a large attendance.

* * *

One of Johnston & Co.'s delivery wagons was run into by a street car this week and the wagon badly damaged, but the driver escaped.

* * *

Travelers from the north this morning report seeing a farmer ploughing, which is something unusual on Dec. 9 in this section.

* * *

There was a big attendance at the market on Saturday and the want of the Winter Fair Building for an inside market was quite noticeable. The demand was not at all brisk and although eggs and butter still maintain top notch prices, there was quite a fall off in poultry, potatoes and apples. The police were again active and refused to allow handbills to be distributed or allow groups of idlers to stand around talking and blocking the passage, so as those who wished to do business could do so readily.

* * *

After all is said and done the month of November was not half so bad as was expected. Several reliable grocers report the month as a whole very nearly up to the standard and others report it just as good as it generally is. The one extra Saturday in November bringing the sales for the month up a lot.

* * *

The weather is not very promising to-day for the first day of the Winter Fair, but the crowds have started to arrive and they have to eat, and that is where the grocer gets the benefit of our Winter Fair.

* * *

One of the most popular visitors to the Winter Fair was Fred. T. Smye, of Balfour, Smye & Co., Hamilton, who makes an annual pilgrimage here each year at fair time, combining business with pleasure. He ought to, anyhow, as he is in the heavyweight class now. Fred knows and remembers everyone connected with groceries in Guelph from the drivers to the lady bookkeepers and hunts them all up at fair time. He had in tow at the fair his brother Charlie, Geo. Williams, West Fielding, Archie McLaren and several others, and he seemed to have forgotten all about Tartan Brand goods, as he explained to them the different improvements in stock since he left the farm. The grocers are all glad to see him, even if some do not buy from his firm.

* * *

Geo. Williams had a well dressed window for fair time. It was filled with boxes of English make of bon bons in many varieties. He also had two very large stockings hung at the top, filled with toys, the retail price of them being $7.50, so they ought to be beauties.

* * *

J. A. McCrea & Son also had a good window in the form of an artificial tree with a man half way up and another pulling him down, and remarking, "Hold on, brother, I want some of McCrea's bargains also."

* * *

About a foot of snow fell Saturday and Sunday and we have now got good sleighing, which ought to make business boom for the Christmas trade. Nine days of good stout hustling and every day our busy day, so cut out all other engagements and make one grand combined rush and stick at it till Christmas eve or the goblins will get you if you don't watch out.

HAMILTON.

The Retail Grocers' Association Picnic Committee made its final report at the last regular meeting, and it was very gratifying indeed. After all expenses were paid a handsome balance was turned over to the association, this picnic proving the longest and best ever held by the trade, and this was largely due to the untiring efforts of James Main, the chairman. The members marked their appreciation for him with a presentation, an address and a handsome easy chair, which "Jim" accepted in his usual graceful style.

A resolution was passed donating $10 each to the following institutions: Boys' Home, Girls' Home, House of Refuge, St. Peter's Home, Home of the Friendless, Aged Women's Home, and Day Nursery.

This goes to show that the members of this association have their hearts in the right place, and do not get up a picnic for personal gain, and shows their friends that the help so kindly given them to get up the picnic is twice blessed, by helping the grocer, and now, in turn, the grocer puts it where he thinks it will help the "poor who are always with us."

* * *

Hamilton stores are looking bright and inviting, and it seems to me that trade this Christmas will be larger and more profitable than for a great many years. I was pleased to see the article from your Victoria correspondent in regard to cranberries, and the price they were being retailed at in London. We have people here selling them at two quarts for 25c., which is away less than cost. Twenty cents a quart gives only a fair profit. Questions like this, of practical import, I think, are eagerly taken up and acted on by your readers, where some of them follow up the other fellow's price without figuring out the cost of the goods.

* * *

The grocers are taking an active interest in municipal politics, a great deal of important business looming up for the Council of 1908. The Hydro-Electric Power question, local option and other measures of vital interest, and it is likely the new Council will see a number of Hamilton's retail merchants on the roll.

LINDSAY.

In the art of decorating Lindsay stores are hard to beat, especially in the grocery business. The business men and their employes seem to have the knack down fine. The grocers all have put in their Christmas stock and are ready to fill the wants of everybody. True, the stores are very bright and attractive in the daytime, but they show up their many beautiful points in the evening, when all is ablaze with light.

The windows of Lindsay groceries are always bright and attractive, which is quite a drawing card for the store. One grocery clerk was heard to remark, "I wish I had the time to compete in the window-dressing competitions of The Grocer, and I would make them all hustle." This statement is very true, as at no time is his window not "one of the best."

Some grocers spoil the outside appearance of their store by placing large quantities of goods outside in front of their windows, thus keeping the window from view. A merchant, who was always in the habit of doing this, was advised one day to not put a display of goods outside and see what the consequence would be, remarked afterwards that the amount of goods he sold out of his window was surprising.

One of the greatest helps in the grocery business is the use of tasty price tickets. This plan is always carried on by W. E. Baker, and he says there is nothing to equal it. These cards are changed every few days so as to be always bright and attractive.

ST. JOHN, N.B.

St. John, Dec. 17.

There was an easier tone in the produce market last week. This, the dealers say, was largely due to the open weather. There is not much change, however, in the quotations, although if present conditions continue much longer there is little doubt that prices will drop. Butter is already off two cents a pound and there are predictions that it will go lower. All kinds of poultry has dropped in price and meats are somewhat easier.

Scarcity of fresh goods is the cry among the local fish dealers, and as a result prices are very firm. Fishermen are receiving ten per cent. more for fresh haddock, which has caused an advance of a cent a pound in finnan haddies. Kippers and bloaters have advanced about 50 per cent.

Wholesale dealers report very light receipts for the past week. H. P. Robertson received 46,000 pounds of fresh haddock; 20,000 pounds of cod and 5,000 pounds of haddock were landed for Leonard Bros., and James Patterson received 2,000 pounds of cod. Goods are still being shipped to western Canada, the Leonards having sent a carload of mixed cured fish to Winnipeg last week.

Advices from Richibucto are to the effect that the smelt fishing season, the success or failure of which means a very great deal to the people of that community, opened on Monday, and it is to be regretted that up to the present the outlook is by no means bright for a successful season.

* * *

At the annual meeting of the Charlotte county weir owners and weir fishermen's union, held at St. Andrew's on Monday, Dec. 2, it was decided that the minimum price of herring for sardine purposes be placed at $6.

* * *

The first shipment of British Columbia salmon is now on the market and is quoted at 12c a pound wholesale.

* * *

The outlook for the big winter port business in United States goods looks bright. Up to Friday last there had been received at the customs house manifests for 400 cars of general goods from across the border.

* * *

Seven steamers which have sailed for the United Kingdom thus far have taken away goods valued at $1,377,812, of which $378,320 was U.S. goods.

* * *

The steamer Dahome, which arrived Dec. 13, from the West Indies, brought a large cargo for this port and a big lot of sugar for Halifax merchants.

* * *

Elmore & Mullin, grocers, on the south wharf, have had W. J. Rogers arrested for obtaining goods by false pretences. Rogers appeared before the Police Magistrate on Friday last and pleaded guilty. He was remanded.

* * *

An interesting case before the Carleton County Court on Dec. 12, was that of John W. Bohan, of Bath, against Edmund S. Dibblee, a grocer, of St. John. Bohan claims that Dibblee owes him $306.86 for hay, straw and potatoes supplied early in June, less $150. paid by draft. Dibblee claims that the quantity was short and of an inferior kind and to bear out the latter statement he had in court a bundle weighing 150 pounds which he received by express from St. John bound as it arrived from Bohan to the defendant, a sample of hay which Mr. Pickett claimed that had given dyspepsia to many of his horses in St. John. The case is still before the court.

* * *

The annual meeting of the Farmers' and Dairymen's Association of New Brunswick will be held in Fredericton January 22 and 23, The New Brunswick Fruit Growers' Association will also meet in Fredericton on Jan. 24.

* * *

The dispute about wages between the steamship companies and the ship laborers has been settled by the companies agreeing to pay the men 32½c an hour and send away the laborers brought from Montreal.

* * *

At the annual meeting of the St. John Board of Trade, held on December 3, J. H. McRobbie was re-elected president, and W. E. Foster vice-president. The members of the new council will consider the advisability of holding an annual banquet, at which various matters of interest to the city may be discussed.

* * *

Norton is to have a new enterprise in the near future. Elias Harmer, a merchant of that town, with his sons, has completed arrangements for a large mill to be erected on a lot adjoining the I. C.R. depot. The mill will be of modern type and will manufacture all classes of feed from grain, which will be imported.

* * *

St. John was last week in the grip of the worst water famine in the city's history. Two very bad breaks in the water mains through which the supply is obtained from Loch Lomond, have caused the shortage. Practically all the manufacturing establishments in the city had to shut down, including bakeries, biscuit manufacturers, Simm's brush factory, etc. Many of the stores had to close much earlier in the afternoon than usual, owing to the fact that the electric lighting plant was put out of business on account of the lack of water.

The cause of the breaks is attributed to the greatly increased pressure on the old pipes consequent on the extension of the system to Loch Lomond, which work has been going on for the past few years at a cost to the city of over half a million dollars.

STRATFORD.

It is said that the Christmas turkey will be plentiful this year. In the first place, the farmers do not want to keep anything this winter that will eat feed, and in the second place there is a surplus of big fowl in the country, As a consequence, turkeys are much lower in price now than they were last year at this time. This morning the market was flooded with turkeys of all kinds and sizes, and the farmers were very anxious to dispose of them. Of course, they may become a trifle scarcer along about the holiday time, but this is doubtful. It is a relief to have the birds so cheap, and the grocers are in many instances doing a good trade in the poultry lines. Last year there were many people who could not afford to eat such a luscious dish as the turkey, but this year it is expected that it will be different. This morning the price of a turkey was from 12c to 14c a pound. Last year at the same time they were selling at 15c and 16c a pound. An abundance of turkeys at this season of the year is most desirable, because it seems a poor Christmas without one of the favorite fowl gracing the dainty holiday table.

And talking about fowl in general. The grocers, as a rule, are very particular to secure the very choicest fowl, and it is often very hard to turn down a regular customer in the store who brings into the city a dozen or more fowl, birds that are half plucked, thin as "rakes," and that have a general appearance of being dirty and skinny. Cases such as the above sometimes happen, and the grocer is taken in, knowingly, and why? Simply because it is feared that he may lose the custom of this particular individual. If it is impossible to get out of buying such fowl, the grocer should not pinnacle the bird in a prominent place in his store, nor should he ask for it what he does for the other fowl that are of the very best type. Dispose of it at a lower price (a price that is not exorbitant for the poor bird in question) even if you do perhaps go a cent or two in the hole. It pays to advertise correctly, straightforward and honest.

Only a few more days in which to make the preparations for the great Christmas festival. Already the raisins are being stoned, the currants washed, the peel got ready the spices measured, the almonds blanched for the Christmas cakes, the puddings, and the mince pies, without which it would not be Christmas. How the children love these preparations—the greedy little dears, they want to taste everything and to scrape all the dishes, and beseech the mothers not to scrape the dish too clean. Have you grocers got everything that goes to make such happiness in your store? You should have. It's a glorious time for the children, and at Christmas time everybody has a fat purse. The question is, how can those with the fat purses be induced to loosen the strings? For the last month or so the stringency of money has caused a tightening of the purse strings. Perhaps the spirit of Christmas will loosen up the purse strings and set the money circulating. A hint to the grocers: Make your store attractive—exterior, window and interior.

The little town of Elstow has grown rapidly within the last few months. Amongst other establishments are two general stores. Mr. McIntyre's new store is almost completed and stock will be put in as soon as the Canadian Pacific Railway is in operation. The construction trains are now only a few miles on either side of the town and it is hoped that the road will be finished shortly. The Beaver Lumber Co. purpose opening a lumber and coal business at once, while a chopping mill is being installed by Mr. McGuffin.

* * *

The completion of the Prince Albert waterworks and high pressure system has resulted in the reduction of fire insurance rates.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—
Beans—Firmer.
Fish—Revised.
Eggs—Easier.
Teas—Firmer.

Montreal, December 19, 1907.

Last minute deliveries are being made by wholesalers to the retail trade, and in some instances, by the importers, of dried fruits and nuts to the jobbers. Many are finding it difficult to secure sufficient goods to make all shipments complete, but they are doing the best they can. Trade is fairly good, but is not up to the average, owing to the usual holiday business, which occupies the retailer to the exclusion of everything else. Many houses are expecting all their travelers in by Monday, while some have already brought in their representatives to remain here until after the holidays. Sugar has not changed, though the tone of the market is slightly firmer. Teas continue strong with a noticeable advancing tendency. Syrups are selling more freely as are many other lines, owing to the recent snow falls, which have resulted in better conditions in the country districts. Beans are reported a little firmer, though quotations are not affected. Cheaper grades of coffee are a bit firmer. Evaporated apples are quiet at the old price. No price changes have been made in dried fruits, dealers being busy making late deliveries of raisins, currants and nuts, which are required for the holiday trade. There is a brisk demand for poultry at prices which are well maintained. Dairy and roll butter is easier, while eggs are also cheaper.

SUGAR—There is a slightly stiffer feeling in sugar, if anything, but this does not amount to much, and no price change is looked for until after the holidays at least. Meantime orders are of fair size for the season.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, boxes, 100 lbs	5 15
" " " 50 lbs	5 25
" " " 25 lbs	5 45
Extra ground, bbls	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 10
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—With the coming of the snow better orders are being booked for syrups, though during the holiday season there is not the general demand for them which prevails the rest of the winter. Molasses is being sold in fair-sized lots, but the market is quiet.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 30
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03½
" ¼-bbls		0 03½
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Teas continue firm with an advancing tendency, owing largely to the great scarcity of all grades. Blacks are stiffer and the tea obtainable is very often poor quality. Everybody is talking higher prices, and it is stated that Ceylons will be up in some instances a penny a pound in the new year. Brokers report a very nice turnover, considering market conditions.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 27
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Cheaper grades of coffee show a firmer feeling this week but otherwise the market has not changed. Fair business is being transacted.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio, No. 7	0 08½	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—Price changes are few and far between these days, dealers being occupied with the problem of deliveries to the exclusion of everything else. Last days on which shipments can be made are here and passing, and it is sometimes not the easiest thing in the world to send out orders complete. Reports from the primary markets do not contain any news of particular interest. It is likely that after the holidays several lines will show an easier tendency and it is quite probable that lower prices will prevail on many lines now quoted at good figures.

Currants—	
Filiatras, uncleaned, barrels	0 06½
Fine Filiatras, per lb., in cases	0 06½ @ 0 06¾
" " cleaned	0 06¾ @ 0 07
" " in 1-lb. cartons	0 07½
Finest Vostizzas "	0 08½ @ 0 09
Amalias "	0 08 @ 0 08½
" 1 lb. packages	0 08
Sultana Raisins—	
Sultana raisins, per lb	0 10 @ 0 13
" " 1-lb cartons	0 15
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09½ @ 0 11
Four crown, fancy, 10-lb. boxes	0 09 @ 0 10
Three crown	0 08 @ 0 08½
Glove boxes, fine quality, per box	0 07½ @ 0 08
Fancy washed figs, in baskets, per basket	0 15 @ 0 18
" pulled figs, in boxes, per lb.	0 15 @ 0 20
" stuffed figs, " " box	0 25 @ 0 30
Valencia Raisins—	
Fine off-stalk, per lb.	0 05½
Selected, per lb.	0 06½
Layers, "	0 06½ @ 0 07
Dates—	
Hallowees, per lb	0 05½
Sairs, per lb.	0 04 @ 0 04½
Packages "	0 05½ @ 0 06½
California Evaporated Fruits—	
Apricots, per lb.	0 30
Peaches, "	0 11
Pears, "	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" " ½-box	1 00
"Royal Buckingham Clusters," ½-boxes	1 37½
" " boxes	4 50
"Excelsior Window Clusters "	5 50
" " ½s	1 50
California Raisins—	
Fancy seeded 1-lb. pkgs	0 12½
Choice seeded, 1-lb. pkgs	0 12
Loose muscatels 3 crown	0 10 @ 0 11½
" " 4 crown	0 11 @ 0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50s	0 10
" " " 50-60s	0 09½
" " " 60-70s	0 09
" " " 0- 0s	0 08½
" " " 90-100s	0 08

SPICES—Market conditions are about the same as those which were reported last week. Business is but fair.

	Per lb.	
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

BEANS—There is a firmer tendency in beans, but there has been no actual advance yet. The price quoted is $1.90, but some are asking as much as $2. Peas are unchanged.

RICE AND TAPIOCA—Fair demand is reported, while tapioca is moving out slowly. An easier market is ruling in Singapore, but local holders have not reduced their quotations.

B rice, in 10 bag lots	$ 10
B rice, less than 10 bags	3 20
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06½ @ 0 07½

EVAPORATED APPLES—But little business is being done in evaporated apples, which continue to sell at 10c.

MAPLE PRODUCTS—Only fair business is being done in maple products at prices quoted below, which are nominal.

Pure maple syrup, bulk, per lb	0 07 @ 0 08½
Compound maple syrup, per lb	0 06½ @ 0 65
Pure Townships sugar, per lb	0 08½ @ 0 09

CANNED GOODS

MONTREAL—Trade in canned goods is not particularly brisk this week. Stocks are pretty well all in store, and wholesalers are now able to meet practically all calls made upon them for canned fruits and vegetables.

TORONTO—There is some call for gallon lots for restaurant trade, but otherwise there is little business passing.

ONTARIO MARKETS.

POINTERS—
Sugar—Firmer.
Dried Fruits—Scarce and firm.
Oranges—Declined.
Collections—Fair.

Toronto, Dec. 19, 1907.

With the rush of Christmas buying over, wholesale markets are very quiet this week. A hand to mouth business in staples continues but the volume of this is of course at this time of the year considerably below ordinary. Retailers are hustling with Christmas business and have no time to bother with the wholesaler or his travelers. The beginning of sleighing in the woods has opened a demand for goods sold in the lumber camps.

The financial side of the business is not too bright. The majority of jobbers report collections as fair but seem to be somewhat pessimistic over the outlook. Renewals are slightly more frequent and frequent cases are reported in which when a cheque on account for, say $300, comes along, an order for $250 of goods comes with it. Altogether, however, prospects seem fairly good for a resumption of business early in January, aod the situation is much better than was anticipated a month ago.

TEAS—Business locally continues small at the continued high prices.

A cable received yesterday by a local firm from a house in Colombo states

that the quality of stock there promises to be exceedingly good.

A London report, dated December 5, summarizing the situation, says: "The keenness of the demand for the lower grades has again been the feature of the auctions, and ¼d per lb. advance has frequently taken place in the commonest descriptions, there now being practically no leaf under 7½d per lb. With moderate sales next week this tendency seems likely to become further accentuated, and the market closes with a stronger tone than on Monday. So far the healthier feeling has had little effect in raising the values of good medium grades, the average price of Assam teas being still fractionally lower than last year, but the advice of better quality coming forward gives hope for an improvement before long.

COFFEE—Commenting on the coffee situation, Willett & Gray say: "The Centro de Cafe, meaning a combination of coffee people in Rio, practically a chamber of commerce, estimates the current Rio crop at 3,000,000 to 3,500,000, and the next crop at 2,000,000 to 2,500,000. This latter figure appears low, but as it was reported by several of the largest firms in Rio that the flowering in August and September had almost entirely failed, the result in that light is no larger than could be expected from the previous reports. The Santos crop does not improve either, and it looks to-day as if the next crop in Rio aad Santos is likely to result about the same as the present one, which means that this crop and the next will not produce any more than the last crop alone."

SUGAR—The activity in the world's markets has not been reflected locally. There is perhaps a firmer tone, but nothing particularly new in the situation.

Paris lumps, in 50-lb. boxes	5 25
" in 100-lb. "	5 25
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 35
Berlin granulated	4 30
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 "	4 00

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS AND MOLASSES—A small stock which came in from a southern house was distributed among the local trade this week at a price a little below ordinary but did not affect retail prices.

Syrups—		
Dark		
Medium	0 35	0 35
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

	Per case
2 lb. Tins, 2 doz. in case	2 40
5 " " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	2 60

Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03¾
Pails, 38½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

DRIED FRUITS—Supplies in the local market are small and prices are feeling slightly firmer as a result, though no immediate changes have been made in quotations. Foreign markets also seem to be pretty well cleared of stock. A recent advice from a Spanish firm regarding Valencia raisins says that markets there are entirely cleared out, scarcely 1,000 cases being left and this will scarcely suffice for home consumption. The shipments of Valencia raisins to American points is said to be increased by 150 per cent. this year.

Prunes, Santa Clara—	Per lb		Per l.
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06¾	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "	0 18 0 20		
Figs—			
Elemes, per lb	0 13 0 15		
Tapnets, "	0 03½ 0 03½		
Bag Figs	0 04½ 0 05		
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		

Uncleaned, ½c less.

Raisins—			
Sultana	0 10 0 11		
" Fancy	0 11 0 12½		
" Extra fancy	0 14 0 15		
Valencias, new	0 06½ 0 07		
Seeded, 1-lb packets, fancy	0 12		
" 16 oz. packets, choice	0 11½		
" 12 oz. " "	0 09		
Dates—			
Hallowees	0 05 0 05½	Fards choicest	0 08 0 09
Sairs	0 04	" choice	0 08½

NUTS—Local stocks are rather small and a firmer feeling is evident. Prices are unchanged.

Almonds, Tarragona, per lb	0 13½
" Formigetta	0 13½ 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble, "	0 12½ 0 13½
" Bordeaux, "	0 10½ 0 11
" shelled	0 27 0 28
Filberts, per lb	0 11

SPICES—Little business is passing, though the outlook for the New Year is excellent. Prices are even with last week's quotations.

	Per lb.	
Peppers, blk	0 16	0 20
" white	0 25	0 30
Ginger	0 18	0 35
Cinnamon		0 35
Nutmeg	0 30	0 75
Cloves, whole	0 30	0 50
Cream of tartar	0 22	0 25
Allspice		0 16
" whole	0 17	0 20
Mace		0 85
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 60
" ground	0 25	0 50

RICE AND TAPIOCA—Some small shipments arrived last week for local firms, but only a hand-to-mouth business is being done.

	Per lb.	
Rice, stand. B	0 03½	0 03¾
Rangoon	0 03½	0 03¾
Patna	0 05	0 06
Japan	0 05½	0 06½
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 07½	0 07½
Carolina rice		0 10
Tapioca, medium pearl		0 07

BEANS—Business continues dull with no change in quotations.

Beans, hand picked, per bush	1 90 2 00
" prime No. 1, "	1 80 1 90
" Lima, per lb	0 07

EVAPORATED APPLES—There is little business in this line at current prices.

Evaporated apples	0 08 0 09

HIDES AND WOOL—The market has not recovered to any material extent since the recent slump, but larger stocks are coming in, dealers fearing to hold supplies any longer. This week's prices are as follows:

Hides, inspected, cows and steers, No. 1	0 06
" " " " No. 2	0 05
Country hides, flat, per lb., cured	0 04
Calf skins	0 09 0 10
Kips	0 08
Lamb skins	0 70 0 80
Horse hides, No. 1	2 25
Rendered tallow, per lb	0 05 0 06
Horse hair, per lb	0 27
Wool, unwashed	0 12
" washed	0 21
" rejections	0 16

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Dec. 19, 1907.)

Wholesale trade is now comparatively quiet, the rush of shipments for holiday business being over. The holiday trade is reported to have been quite satisfactory. Collections show considerable improvement and there is a more confident feeling among the trade than has been noticeable for some time past.

CANNED GOODS—As noted last week, Libby's goods are being advanced from 15 to 30 per cent.

SYRUPS AND MOLASSES—Corn syrups continue to be in particularly brisk demand. We quote:

Montreal and B.C. granulated, in bbls	5 00
" " in sacks	4 95
" yellow, in bbls	4 60
" in sacks	4 55
Wallaceburg, in bbls	4 90
" " sacks	4 85
Berlin, granulated in bbls	4 80
" " sacks	4 85
B.C. qunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2's " "	5 05
" hard pressed lump, 25's, per cwt	6 15
" " half bbls., per cwt	5 90
" icing	5 80
" bar sugar	5 60
Icing sugar in bbls	5 60
" " in boxes	5 80
" " in small quantities	6 20
Powdered sugar, in bbls	5 40
" " in boxes	5 60
" " in small quantities	5 65
Lump, hard, in bbls	5 95
" " in ½-bbls	5 95
" " in 100-lb cases	5 95

SUGAR—Prices are unchanged.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " 5-lb tins, per 1 "	3 00
" " 10-lb tins, per ½ "	2 80
" " 20-lb tins, per ¼ "	2 85
" " ½ barrel, per lb	0 03½
" " Sugar syrup, per lb	0 03½
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" 5 " " 1 "	3 60
" 10 " " ½ "	3 30
" 20 " " ¼ "	3 20
Barbadoes molasses in ½-bbls, per gal	0 40
New Orleans molasses in ½-bbls, per lb	0 03½
Porto Rico molasses in ½-bbls., per lb	0 04½
Blackstrap, in bbls., per gal	0 31
" " ½ " "	0 33
" 5 gal kgs., each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb	0 09½
" " 28 " " "	0 08½
" " 12 oz pkgs., per doz	1 05

PICKLES—Local brands are quoted as follows:

Sour—	
1 gal pail	70
3 " "	1 80
5 " "	2 75
Crock	65
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail	75
3 " "	1 95
5 " "	3 00
Crocks	70
Bottles, 18 oz., per doz	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails	80
3 " "	2 15
5 " "	3 25
Crocks	75
Bottles, 18 oz., per doz	2 25
" 20 " " "	2 50
Onion—	
1 gal. pails	90
3 " "	2 40
5 " "	3 75
Crocks	85
Bottles, 18 oz., per doz	2 50
" 20 " " "	2 75

TEAS — All teas, particularly low grade teas, have been advancing in price during the last year. Packers are no longer putting up 1-lb. packages to retail at 25c, and 4-lb. tins to sell at $1.

FOREIGN DRIED FRUITS—There is a tendency towards lower prices in nearly all lines of foreign dried fruits and the trade will probably be wise to refrain from buying heavily for future delivery. Prunes and raisins are declining, seeded raisins for delivery in January now being sold at ½c to 1c lower than the prices quoted now for immediate delivery. We quote:

Australian raisins—		
Brown Lexias, per lb		0 08
Extra brown "		0 0
Sultana raisins, bulk, per lb		0 10
" cleaned, "		0 12
" 1 lb pkgs "		0 12½
Table raisins, Connoisseur clusters per case		2 60
" extra dessert, "		3 40
" Royal Buckingham, "		4 00
" Imperial Russian "		5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)		3 35
" Connoisseur clusters, boxes (5½ lbs)		0 80
Trenor's Valencia raisins, f.o.s, per case, 28's		2 00
" " " 14's		1 05
" " selects " 28's		2 20
" " " " 14's		1 15
" " layers " 28's		2 25
" " " " 14's		1 20
California raisins, choice seeded in ¼-lb. packages per package		0 09
" " fancy seeded in ¼-lb. packages per package		0 09½
" " choice seeded in 1-lb packages per package		0 11½
" " fancy seeded, 1-lb. packages, per package		0 11½
Prunes 90-100 per lb		0 06½
" 80-90 "		0 07
" 70-80 "		0 07½
" 60-70 "		0 08
" 50-60 "		0 08½
" 40-50 "		0 09
Silver prunes		0 11½
Currants, uncleaned, loose pack, per lb		0 07
" dry cleaned, Filiatras, per lb		0 07½
" wet cleaned, per lb		0 07½
" Filiatras in 1-lb pkg. dry cleaned, per lb		0 08½
Hallowee dates, new per lb		0 06
Figs, cooking, in tapnets, per lb		0 05½
" " in sacks "		0 05
" table, 1 crown "		0 10
" " 3 " "		0 11
" " 5 " "		0 13
" " glove boxes, per box		0 09½
" " square boxes (12 oz) per box		0 08½
" " 1 lb baskets, per basket		0 15
Apricots, choice, in 25-lb. boxes, per lb		0 22½
Apricots, standard in 25-lb. boxes, per lb		0 22
Peaches, choice, per lb		0 15
Peaches		0 15
Pears, choice (halves), per lb		0 13½
" standard "		0 13
Plums, choice (dark pitted) per lb		0 14
Nectarines, choice		0 18

NUTS—As noted last week there is a scarcity of new nuts for the Christmas trade and the stocks of old are very light. Walnuts and filberts are practically off the market and new supplies will not be here until the last of the month. We quote :

Almonds, per lb		0 16
" (shelled), per lb		0 33
" " in small lots, per lb		0 11½
Filberts		0 11½
Jumbo peanuts, roasted		0 17
" green		0 14
Diamond peanuts, roasted		0 14
" " green		0 11
" " shelled, "		0 30
Pecans, per lb	0 15	0 16
Shelled walnuts, January delivery		0 26
Brazils, per lb		0 25

CEREALS—

Rolled oats, 80 lb sacks, per 80 lbs		3 15
" 40 " " 80		3 20
" 20 " " 80		3 28
" 8 " " 80		3 55
Granulated oatmeal, per sack		3 75
Standard, per sack		3 75
Cornmeal, 49's, per sack		0 95
Pot Barley, per sack		2 8
Pearl " "		3 85
Pearl " per ½ sack		1 95
Split Peas, per sack		2 75

HONEY—Fancy Ontario comb honey is selling at $3.50 per case, and fancy glass honey in pound jars, at $4.80 per three-dozen case.

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight grade No. 2, per bbl	4 50
North rn spies No. 2, "	4 50
do. No. 1	5 50
Oranges and Lemons—	
Japanese oranges, per box	0 85
Washington navels 96's, per case	3 75
" " 126's, "	4 5
" " 159's to 250's, per case	4 50
California lemons, 300's, 360's, per case	7 00
Bananas—	
Per bunch, by express only	3 00 3 50
Grapes—	
Almeria grapes, kegs, per keg	6 00
Pears—	
Winter Nellis, cases, per case	3 50
Fancy Columbia, "	4 50
" " half cases	2 25
Cranberries—	
Jersey cranberries, per bbl	12 50
Vegetables—	
California celery, per doz	0 90
" " per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb	0 03

O. E. Anderson, general merchant, of Port Arthur, Ont., has assigned.

EDMONTON CORRESPONDENCE.

Edmonton this week bids welcome to a new mayor in the person of John A. McDougall, who was elected as mayor of the city for 1908 by a majority of 780 over his opponent, Joseph H. Picard. This is of special interest to grocers, as the mayor-elect is a retired grocer, fur trader and general merchant of this city. Mr. McDougall has lived in Edmonton for over twenty years, and during that time has been very successful in business. He has recently retired from active business and is counted among Edmonton's millionaires. Next year will doubtless be a critical year for Edmonton as for many other western cities, and the citizens have, therefore, placed the affairs of the city in the hands of a man experienced in financial matters, trusting that he will use for the advantage of the city that knowledge and experience which he has gained in the building up of his own private business.

* * *

On Tuesday evening of this week a very pleasant and enjoyable concert and social evening was held in the Pythian hall by the Retail Clerks' Protective Association of this city. After a delightful programme of songs and music was rendered, refreshments were served and dancing was indulged in. It is hoped that this is only one of many similar entertainments by the Retail Clerks' Association this winter, which will promote the feeling of good fellowship among the clerks in the city.

* * *

At the last monthly meeting of the Board of Trade a resolution passed at a joint meeting of the transportation and wholesale committees of the board was read. The resolution condemned the new freight rates in force on the C.P.R. as unfair to Edmonton. J. C. Dowsett, of the Ross Bros. Hardware Company, suggested that the matter should be referred to the transportation committee with power to act. A motion to this effect was adopted by the board.

* * *

Charles R. McAdam, of Moose Jaw, representing the Moose Jaw Flour Mills and Cereal Company, was in the city recently on a business trip. He is extending the business of his company and opening up new trade along the line of the Canadian Northern Railway between Winnipeg and Edmonton.

* * *

The contract for grading the Grand Trunk Pacific for 140 miles west of Edmonton will be let on December 23.

* * *

The election for the vacancy on the aldermanic board caused by the resignation of Ald. J. B. Walker, insurance agent, who left the city some time ago on account of financial difficulties, will be held on December 30th. It is probable that Joseph H. Picard, the retired grocer, who was defeated in the recent contest for the mayoralty, will be elected by acclamation.

* * *

The grocery trade in Edmonton is unusually brisk these days on account of the approach of Christmas. Grocers and their assistants are kept busy selling groceries and provisions, and several of the stores have found it necessary to increase their staffs.

* * *

An important report regarding the assessment of manufactories in the city was submitted to the city council by the assessment committee at a recent meeting. The committee considered the advisability of according certain privileges to manufacturing industries in the matter of assessment, and recommended that in regard to all manufactories already established the assessment fixed for the present year be allowed to remain a fixed and permanent rate of assessment for ten years, say 1907 to 1916, inclusive, provided, of course, that the premises are used for manufacturing purposes exclusively, and irrespective of any extensions or increase that may take place during that time.

In regard to assessing new industries or manufacturers seeking to establish here, the committee recommended that the rate of assessment be fixed at the actual price of property at the time of establishment and continued at the same figures year by year for a period of ten years, unless otherwise arranged or agreed by special franchise granted at the time of establishment.

The council took up this matter in response to a suggestion from the Board of Trade that they lay down some definite policy, both with regard to the assessment of industries and the encouragement of manufactories to locate in this city. No special inducements will be offered manufactories to locate here other than the splendid transportation facilities afforded, the natural location of the city, and some reduction in the light, power and water rates, which are municipally owned.

* * *

"Why do not the wholesale grocers in the city assist the retail grocers' association by refusing to sell to non-members?" This was the query put recently to a prominent wholesale grocer in Edmonton.

"The Alberta Government are prosecuting the members of the Alberta Retail Lumber Dealers' Association just at present for forming a combine in restraint of trade and arranging with the B.C. lumber companies not to sell lumber to non-members are they not?" was the reply. "Well, we would be placing ourselves in a similar position if we took such steps as that. We would be charged with forming a combine with the Retailers' Association in restraint of trade. It would help out the retailers, I admit, but it is rather risky for us to place ourselves in such a compromising position. No. the retailers will have to fight out their own battles alone. I'm afraid, for we can not help them.

NOTES.

C. H. Earle, with A. H. Brittain & Co., Montreal, is visiting the trade in Ontario at present.

W. J. Wilson, with S. H. Ewing & Son, Montreal, has returned from a successful trip to the Maritime Provinces.

Frank L. Benedict & Co., Montreal, suffered damage to the extent of $3,000 in a fire which occurred in the building which they occupy, on Sunday evening.

The Miramichi Fur Tanning Co., capitalized at $30,000, is in difficulties. President Robinourich cannot be found and the creditors look to the other members of the company for payment.

A SANTA CLAUS GROCERY WINDOW

An Attractive Display for Christmas Week Which May Be Easily Arranged and Should Bring Business.

No show window is more attractive and more likely to be productive of increased sales during Christmas week than one fixed up with a Santa Claus in it. It will attract every youngster within miles of your store, and when children begin talking about anything you know where the information usually gets to in the end.

The window here illustrated has been arranged with a view to inexpensiveness and greatest attractive power, and can be made in a few hours by a grocer or his clerks.

At the back of the window make a simple imitation of a house with the end open, so as to show an open fire-grate.

First put up your frame work, then cover with red cloth, and pencil with black crayon to imitate brick. Peak the roof, and on top make an imitation of a chimney, with cotton surrounding the top and left hanging over the edge in strands to represent icicles. All this is very simply done.

Get a mask representing old Santa and place on top of the chimney, with only head and shoulders showing, giving the appearance of him in the act of descending the chimney.

Have a bag filled with candies, toys and groceries placed with Santa on top of the chimney.

The fire-place can be made very realistic by placing strips of wood across the front from one side to the other, about a foot from the floor, with barrel staves cut so as to have a half-round edge, the same to be painted black, so as to make them have the appearance of iron and to imitate the fender. Back of this place pieces of logs with red lights hidden back or between them to give the appearance of fire. This will set it off very prettily at night. A candle and red tissue paper can be used for this, or, where electric lights are used an incandescent globe covered with red tissue will serve admirably.

Of course, with such a background, you ought to have a little Christmas tree, which can be decorated with such holiday goods as bunches of white grapes, raisins, apples, oranges, etc., also toys of all kinds, not too large, however.

The signs in the illustration will speak for themselves. You might stand a neat card in front of the table, calling the attention of the public to step inside the store and examine your holiday display.

A Santa Claus Window for Christmas Week.

This display is a change from the common run of the displays made during the year, and can be made the means of attracting lots of attention to your store.

RETAIL GROCERS' ELECTIONS.

Toronto Association Chooses Officers for 1908 at Enthusiastic Meeting.

The regular monthly meeting of the Toronto Retail Grocers' Association was held in their rooms in the Temple Building on Monday evening, Dec. 16. The minutes of the two previous meetings were read and adopted.

The annual "At Home" was discussed and the selection of the committee fixing Wednesday, February 12 as the date was endorsed. The following committee was appointed to look after the event: Printing, B. Snow, B. Panter; music, D. Bell, R. VanLoan; refreshment, F. W. Thorne, B. Snow; entertainment, B. Panter; tickets, Frank Johnson. The price of tickets is to be the same as last year, $2 per couple, and 75c. for extra lady.

A very lively and interesting discussion on the Power By-law was entered into by those present, the vote resulting in an endorsation of the proposed by-law.

A question that received considerable discussion and one that may bear valuable fruit in the future, was the Toronto City Council. It is a fact that while the council contains representative men from almost every trade, business or profession, there is not a single grocer on the board of aldermen, or among the controllers. This is so different from other large cities and towns, notably Montreal, Ottawa, Hamilton, etc., that it was felt such an important body of merchants as the retail grocers should have three or four representatives at the city hall. The grocers, of whom there are nearly 1,000 in the city, are an important body, more closely in touch with the life and pulse of the people than most other branches of trade and many questions of general interest to citizens appeal to them and their customers more directly than is generally known. Early closing, peddling and hucksters, food and health regulations are a few of the questions that should and would receive better attention were these matters looked after by those directly and daily in touch with them. There is no doubt whatever that if the grocers as a body would select in each district a representative grocer as their standard bearer, they could elect a fair representation to the city council. The matter was not definitely acted upon, however, but the question will receive proper consideration. Who'll be the first to enter the lists?

The nominations and election of officers for 1908 were then proceeded with and resulted as follows:

President—F. Thorne.

Vice-President—Thos. Clark.

Secretary—D. Bell.

Treasurer—D. McLean.

Executive—R. VanLoan, J. S. Bond, B. Panter, R. Beaumont, F. W. Johnson, B. Snow.

Trustees—C. T. Cbotes, F. W. Johnson, D. Bell.

An active campaign for the "At Home" will be entered upon immediately and the event is promised and bound to be "the greatest that has been."

TRADE NOTES.

A change of business has taken place in Lindsay, Corscadden & Mullen having bought out J. G. Corran. These men are both young men, Mr. Mullen being a former clerk of W. M. Robson.

* * *

A meeting of the Lindsay Poultry and Pet Stock Association was held recently and it was decided to hold their annual exhibition on January 21, 22 and 23. Johnston Ellis was again elected president and Mr. C. A. Frost secretary.

To Everybody

A Happy Christmas

is the wish of

H. P. ECKARDT & CO.

DEATH OF F. C. BEVAN.

Advices received recently by J. L. Watt & Scott, Toronto, note the death at Malaga, Spain, of Franklyn C. Bevan, senior partner of the firm of F. C. Bevan & Co. This news will be received with regret by the Canadian wholesale trade generally.

The late Mr. Bevan was a son of W. C. Bevan, Esq., founder of the original firm of W. C. Bevan & Co., now Bevan & Co., Malaga. Some years ago he left the parent firm and established the firm of F. C. Bevan & Co. and J. L. Watt was requested to act as agent in Canada of the new firm, while maintaining the exclusive agency in Canada of the older house.

The late Mr. Bevan was in the habit of annually visiting the trade on this side and though for years past in a very frail condition of health, was of the happiest and most sanguine disposition and possessing as he did marked refinement of manners, wide knowledge of affairs and the most disinterested friendliness, he was held in very high personal regard by those intimately associated with him.

A. Sabourin & Co., are starting a grocery in Montreal.

T. Bechard, grocer, of Montreal, has made an assignment.

TRAVELERS WANTED.

WANTED—Two grocery travellers with established connections (preferred), one for North Shore and Soo Branch and Owen Sound and Teeswater branch. Apply by letter giving, confidentially, full particulars. Eby-Blain, Limited.

BUTTERFLY BRAND

FUSSELL'S

PURE

Cream and Milks

THE FAVOURITES ALL OVER THE WORLD.

TEN GOLD MEDALS.

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

ALWAYS INSIST ON FUSSELL'S.

Prices and Particulars of the Agents { John W. Bickle & Greening, - Hamilton, Ont. / Carman Escott & Co., - - Winnipeg, Man. / J. S. Creed. - - - - Halifax, N.S.

We cordially wish our friends, the Retail Grocers, the brightest and merriest sort of a Christmas.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House = = = Sault Ste. Marie.

A Merry Christmas

To all our friends throughout Canada we have pleasure in wishing the compliments of the season.

That 1908 may be an even more happy and prosperous year for you than the one closing, is our sincere wish.

S. J. Carter & Co.

58 McGill St., - - Montreal

WHOLESALE GROCERS

1842——1907

To Our Customers and Many Friends

We Wish

A MERRY CHRISTMAS

AND

MOST PROSPEROUS NEW YEAR

May Our Relations be as Cordial as in the Past.

L. CHAPUT, FILS & CIE, Montreal, Canada

WHOLESALE GROCERS

Importers of Teas, Coffees, Wines and Liquors.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East WINNIPEG, MAN.

A Merry Christmas

To our friends in the trade we most heartily wish the compliments of the season, and put forth the wish that 1908 may be both

A Happy & Prosperous New Year

THE MONTREAL FRUIT EXCHANGE

195 McGill Street, Montreal

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"

Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited

REGINA, CANADA

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Christmas and New Year

Orders should be sent in to us as soon as possible in order to insure delivery of goods for Holiday trade. Send them to us now either by mail, wire or phone.

Hams, Smoked and Cooked English Breakfast Bacon. Farm made Lard. Home made Sausages. Old English Mince Meat. Colored, White, Twin and Stilton Cheese, both imported and Canadian.

F. W. Fearman Co.
Limited
Hamilton, Ont.

SATISFACTORY GOODS

mean as much to you as to your customer. Doesn't it stand to reason that a customer who buys ham and bacon, which really pleases him, should continue buying it at your store? Certainly, it does.

CORONA BRAND

HAM AND BACON

is always uniformly satisfactory. Our process always cures right. And the quality of the animals used is always the same—the highest grade, government approved.

We have no retail stores.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Paying Proposition

Hundreds of dealers can testify that it pays them well to deal with us. It would pay YOU well.

"RYAN" BRAND Provisions Build Business

We make this statement knowing it to be true. The reason is that "Ryan" brand provisions are of really unexcelled purity. The government inspects "Ryan" brand, and its verdict is always the same "Quality the Highest."

The profits are worth having!
Why not write us?

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Steadiness characterizes the cheese market this week. There has been no material change in prices since last report, though some are quoting at figures which are a bit easier than those which ruled at that date. November cheese is pretty well cleaned up, holders having little of this month's make still on their hands. The amount received during the month was not great, and as there has been a steady demand it was quickly placed.

Current receipts do not amount to much, and after this week will very likely be still smaller.

It is September and October cheese which is now being quoted, but transactions are not numerous by any means. Cheap stuff is not in abundance, and the finest is being sold around 13c to 13¼c, some accepting 12¾c.

In the Old Country cheese is being used slowly, and buying is of a hand-to-mouth character. At that, orders are not numerous, as purchasers appear to be waiting for lower prices. They do not need the cheese very badly and think that by waiting they can obtain better figures. It is probable that their expectations will not be realized, as the trade expect better prices after the finish of the usual holiday dullness, after the turn of the year.

This is the more likely to be the case because of the fact that holdings are so much smaller than they were a year ago.

Receipts are getting smaller each week. Last week's amounted to 1,55[illegible] boxes, against 3,320 boxes previous week, and 3,070 boxes same week one year ago. Total receipts for the season amount to 2,050,410 boxes, against 2,345,292 boxes same period, 1906.

Butter prices remain about the same as they were a week ago, dealers asking in the neighborhood of 28c to 28½c for October creamery. In some instances as much as 29c is asked for finest October. Current receipts are not heavy and prices run from 26c to 27c and 27½c. Receipts of all butter are gradually falling off, last week's arrivals being about 2,000 packages behind the previous week, though ahead of the same week last year by some 600 packages.

Western Canada continues to take our eastern creamery and very nice figures are paid in some cases. The west appears to be but poorly supplied, and is likely to call upon the east for supplies right through the winter.

While taking eastern creamery, they are not shipping much dairy, and as a result the market for this grade is very short locally. The price asked for it runs at about 24½c to 25c, which figures are the same as were quoted in our last report.

Roll butter has been exceedingly scarce this fall, and few dealers have anything in this line to offer their customers.

Quality of the butter now arriving is satisfactory, being about what dealers expect it to be at this season. What butter is arriving does not stay long in store anyway, and as it goes immediately into consumption it has no chance of becoming stale, so that while it might not be up to the average, yet it would please everybody.

There is no speculation going on in the market at present so that one can rely upon prices being just about what the prevailing conditions warrant them.

Last week 3,603 packages of butter were received, against 5,251 packages previous week, and 3,064 packages same week 1906. Total receipts for the season amount to 399,973 packages, against 593,033 packages same period last year.

For having sold olemargarine under the name of "borino" and contrary to the provisions of the Butter Act, Jean Cascedi, an Italian manufacturer in Montreal, was sentenced to a fine of $200.

The complaint was laid by Mr. McPherson, one of the food inspectors for the Government. An exhibit of "borino" showed this stuff to be of about the consistency and the color of butter. The olemargarine was intended to be sold to confectioners and pastry cooks to replace lard, dripping or butter in the making of cakes. Mr. Valin, analyst stated that the substance was nothing but animal fats, cotton seed oil and a coloring matter that gave the whole the appearance of real butter. Quite a number of confectioners testified that they had bought the "borino" and tried it mixed with butter. They nearly all found it a good substitute. One of the witnesses also said that it paid better to use it than to use butter.

The court decided that the act had been infringed and sentenced the accused. Under the law in Canada, olemargarine or any other imitation of butter, even though branded as such, is contraband and it is an offence to have it in one's possession. At one time the law provided that it might be sold if branded as an imitation, but afterwards it was decided to protect the reputation of Canadian butter by forbidding the sale of any imitations. They have been permitted in the United States.

THE PROVISION SITUATION

Canadian packers' reports are somewhat more optimistic this week though the market is still in a very unsatisfactory condition. Generally speaking, the situation is quiet, as at the prices the packers are able to pay the offerings of hogs are very light. Canadian farmers seem to be in at least a fairly satisfactory condition as regards supplies of feed and continue to hold their stock for a higher market.

The British market has recovered about 2 shillings since the slump of a fortnight ago, but it still remains ragged and uncertain. The Danes, who seem to be operating under normal conditions, continue to pour in shipments which aggregate about as usual. Last week's deliveries were 36,000.

Prices ruling in the Canadian market are gradually recovering and this week sees further improvement. Hogs f.o.b. country points are quoted at $5.40, fed and watered at $5.70, and hogs at factory, $5.90.

The American market, on the other hand, is going off again. The weekly summary from the Journal of Commerce says :

"The option markets have been more active the past week, resulting in quite a sharp decline, especially in hogs, receipts of which increased very materially and generally caused the loss of the recovery of half of the late decline from 6c. to 4c. in Chicago. Packers have also been sellers of futures again, after letting up last week, and with the short interest then well covered there has been little support on the decline except to take profits on new short sales unless the packers have bought on the break, which is not supposed to be true to any extent. There has been no other feature in the market for hog products, as the money situation continues unchanged and still prevents speculation for the long account in futures and in carrying cash stock."

MONTREAL.

PROVISIONS—Demand for poultry has made business in smoked meats and other provisions rather slight. What there is selling of the latter is for immediate use and large orders are infrequent. Lard is in very good demand at unchanged prices.

Lard, pure, tierces	0 11¾	0 12¼
" 56-lb. tubs	0 12	0 12½
" 20-lb. pails, wood	0 13¾	0 14¼
" cases, 10-lb. tins, 60 lbs. in case	0 12¼	0 13
" " 5-lb. "	0 12½	0 13
" " 3-lb. "	0 12¾	0 13
Lard, compound, tierces, per lb.	0 09½	0 10¼
" " tubs	0 09¾	0 11¼
" " 20-lb. pails, wood	0 10	0 10¼
" " 20-lb. pails, tin	0 09¼	0 10¼
" " cases, 10-lb. tins, 60 lbs. in case	0 09¾	0 11¾
" " " 5-lb. "	0 09¾	0 11¾
" " " 3-lb. "	0 10	0 11¾
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 50	22 00
Canadian short cut clear	21 00	22 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—In butter, dairy and rolls are easier by 1c and ½c, respectively. Creamery holds steady at last week's prices. A brisk domestic trade is being transacted.

Creamery, fall make, boxes	0 27	0 28
Creamery, winter make, boxes	0 26	0 27
Dairy, tubs	0 23	0 24
Fresh large rolls	0 23½	0 24½

CHEESE—Cheese is firm. Stocks are none too heavy for the season, especially when one considers the time the present supply will have to last, and considering the fact that the make is falling off. There is a good inquiry from England but buyers there seem to expect lower prices, which are not likely to rule if present conditions prevail after the turn of the year.

Cheese, old	0 16¼	0 16½
" new, large	....	0 13½
" " twins	....	0 14

CONDENSED

Mince Meat

in Cartons (11 oz. net)
to sell at

10c

and give the storekeeper a good profit.

We have tested this with all package Mince Meat on the market and find it a superior article. Write us for price, it will pay you, and the goods will please your customers.

The Wm. Davies Company
LIMITED
FACTORY. - - TORONTO

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.
Hamilton and Winnipeg

EGGS—Eggs are easier, as will be seen from quotations. Prices are one cent lower this week, with orders very good at the reduced figures.

Selects	0 24	0 25
No. 1	0 21	0 22
Seconds	0 17	0 19

HONEY—Honey is quiet, with trade very slight at nominal prices.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

POULTRY—With the heavy snow storm at the early part of the week came a better market. Dealers are now actively engaged in their shipments, in fact are filling last orders, and will continue so engaged until the day before Christmas. The stock arriving now is much better than what has heretofore come to hand. Prices rule steady.

Turkey, per lb	0 10	0 12
Chickens and fowls, lb	0 07	0 09½
Geese	0 08	0 09
Ducks	0 10	0 11

TORONTO.

PROVISIONS—The market is exceedingly dull. There is practically no demand. Smoked meats are very quiet. Following the drop in hogs, there is an easier tone found in the market. Small and medium hams are a shade lower. Backs are off ½c. There has been a small decline in lard. Beef products are unchanged. Venison is scarce and its season is really over.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 14½	0 15
Medium hams, per lb	0 13½	0 14½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb		0 16½
" pea meal		0 17
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails "	0 12	0 12½
" compounds, per lb		0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	8 00	9 00
" front quarters	5 00	6 00
" choice carcases	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, select lots	6 50	7 25
Veal	0 09	0 10½
Venison	0 09	0 10

BUTTER—No important change is noted. The market continues inactive and unusually slow. The consuming public is not in a buying mood. Creamery butter is getting scarce. Dairy is more plentiful and may be easier in a fortnight or so.

	Per lb.	
Creamery prints	0 29	0 30
Creamery solids	0 28	0 29
Dairy prints, choice	0 26	0 27
" " ordinary	0 22	0 24
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—The market continues dull. No changes in prices are reported. Offerings are scarce.

Eggs, candled	0 22	0 22
" selects	0 25	0 26
" limed		0 23

WINDSOR SALT
Table, Dairy and Cheese Salt,
Fine and Coarse Salt.
Write for Prices.
TORONTO SALT WORKS
Agents for WINDSOR SALT

CHEESE—No active demand characterizes the cheese situation. Transactions are slow. Prices are unchanged.

Cheese, large	0 13	0 13½
" twins	0 13½	0 13¾

HONEY—The market remains quiet. Very little is being offered. Prices are the same. Demand is slow.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	2 50	3 00
Buckwheat honey, per lb	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—A better feeling is noted. Supplies are arriving plentifully, but not in quantities large enough to cause a glut. The demand has stiffened, but it has not yet caused any sharp advance. Prices remain unusually low, but should be firmer with Christmas buying.

Live Weight.

Spring chickens, per lb	0 05	0 07
Old fowl	0 04	0 05
Ducks		0 06
Geese		0 06
Turkeys	0 09	0 10

Dressed weight.

Spring chickens, per lb	0 08	0 10
Old fowl	0 05	0 05
Ducks	0 08	0 10
Geese	0 08	0 10
Turkeys	0 10	0 13
Squabs, per doz	2 50	3 00

WINNIPEG.

BUTTER—Very little dairy butter is coming in from the country. Some shipments have been received from the east. Creamery is in fair supply. Dairy is selling to the retail trade at 26c to 28c per lb. for No. 1, while creamery is commanding from 32c to 35c per lb. for fancy.

EGGS—Prices are advancing and eggs are costing the retailers from 28c to 30c per dozen.

CHEESE—Prices are as follows:

Finest Manitoba, large		0 13½
" Ontario, "		0 15
" " twins		0 15½

CURED MEATS—

Hams, selected, mild cure, 10 to 14 lb, 100-lb. crates		0 17
Bacon, selected, mild cure, 5 to 7 lb. "		0 22
Backs, selected, mild cure, 8 to 10 lb., crates		0 18

Sugar Cured.

Prices for 100-lb. sacks; add ½ for 200 lb. boxes; ¼ for 100-lb. boxes; ¼ for 50-lb. boxes.

Hams, light, 10 to 14 average		0 16½
" medium, 14 to 16 average		0 16
" heavy, 25 to 30 average		0 15½
" skinned, 20 and 25 average		0 16½
Picnic hams, 6 to 10 average		0 12½
Shoulders, 0 to 14 average		0 12½
Breakfast bacon, clear bellies, 8 to 10 lbs		0 17½
" " " 10 to 12 lb		0 17
" " wide, 14-16, or strips 6-8 lb.		0 16
Clear backs, bacon, 8 to 10 lb		0 17½
" " 12 to 16 lb		0 16
Spiced rolls, long		0 15
" short		0 14
Dried beef hams, sets		0 16
English cured bacon, bellies, 14 to 18 average		0 16
Smoked beef tongues, choice		0 13

Smoked hams, boned and rolled, 3c, per lb. additional.

Dry Salt Meats.

Prices for 200-lb sacks; add ½ for 200-lb. boxes; ¼ for 100-lb. boxes.

	Unsmoked	Smoked
Long clear sides, 50 to 75 lb	0 11½	0 13
Short clear sides, 45 to 60 lb	0 12½	0 13½
Extra short clear, 35 to 50 lb	0 12½	0 13½
Boneless backs	0 13	0 14
Clear bellies 20 to 25 lbs	0 13½	0 15
Clear fat backs, 12 to 14 lbs	0 11½	0 12½
Square shoulders, 14 to 16 lbs	0 12	0 13

Barreled Pork and Beef.

	Bbls.	Hf. Bbls.
Mess pork	25 00	13 00
Short cut mess, standard	26 00	14 00
Pork, boneless briskett	22 00	12 00
Selkirk bean pork, clear	21 00	11 50
New mess beef	12 00	7 00
New plate beef	11 00	6 50

Jos. Sayer, Calgary, Alta., has disposed of his grocery business.

Matheson & Jacobson, grocers, of Edmonton, Alta., have been succeeded by C. E. Thompson.

YOUR LAST CHANCE

Mr. Grocer, if you do not buy now you will be too late to get in the Christmas trade,—even as it is, it is a little late, still

CLARK'S MINCE MEAT

sells all the year round. But if you get your customers interested about this time you capture so much more trade.

WM. CLARK - MONTREAL

Manufacturer

O'MARA'S BACON

The Government guarantees the ***QUALITY*** and the price is ***RIGHT***

ASK FOR PRICES

JOSEPH O'MARA

Pork Packer

PALMERSTON, - ONTARIO

THE BRAND OF QUALITY

WE WANT EVERY GROCER

to put in a trial order for our

Horseshoe Brand HAM AND BACON

We know that if we ship you a trial order we shall soon be shipping regular orders. Your customers will notice the quality. They will want more of the ham and bacon with the sweet, juicy flavor, which shows the perfect curing of perfect meat.

JOHN DUFF & SON

Hamilton, Canada

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. This is the best season for trade. Do not miss it.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

Bode's
Buster Brown
Gum

To assist the grocer in selling **Buster Brown** Gum we have inaugurated a prize competition, giving each boy or girl saving the eleven letters (one letter to each one-cent package) forming the words B-U-S-T-E-R B-R-O-W-N, a handsome watch.

This competition has already created a strong demand for this popular brand, and progressive grocers all over Canada are stocking **Buster Brown** Gum to meet this demand, and at the same time reap the large profits obtainable on this brand.

If you are not yet supplied write us. It will pay you. Your competitor will take advantage of this opportunity if you do not.

THE BODE'S GUM CO., LIMITED
MONTREAL

Trade Winning and Profit Bringing Pernot Biscuits for Christmas

It is well enough to push extra fine and fancy biscuits for the Christmas trade, but it pays still better to sell them if there is good profit in the brand.

That is the beauty of **Pernot's Biscuits. Quality** for the consumer; **Profit** for the grocer.

Let us explain further. Better still send us an order. We guarantee satisfaction on your part and on the part of the consumer.

Leon Fontanel & Co.

4-6 St. James St., MONTREAL
20 Reaumur St., Paris (France)

The Flour For You

to handle—the flour with the money in it—is undoubtedly

BUDA

"The Flour of Quality"

This flour is the product of 50 years experience in wheat blending. The fact that it has met with the genuine approval of the consuming public cannot be for an instant denied. The sales of Buda flour have doubled during this year—a fact which speaks for itself. The question is, are you getting YOUR SHARE of Buda profits?

Better write for Quotations!

J. B. HARTY
PICTOU, N.S.

Sales Manager for the Maritime Provinces, Province of Quebec, Newfoundland, West Indies.

Car Lots, Assorted or Straight.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CEREALS AND CONFECTIONERY

Flour Firm and Advancing in Consequ ence of Large Shipments to England and Europe—Western Wheat Moved Rapidly.

Markets are somewhat stronger this week, particularly in wheat, in which an advance is probable before this report is taken from the mails. The firmer feeling is a result of large shipments by Canadian millers to British and European ports where the demand has become very strong. Large winter port shipments have been made both through Halifax and St. John.

The movement of Western wheat during the week was very much above any week recently, railways, elevators, shippers and farmers combining to rush the crop eastward. This was shown in Saturday's inspections at Winnipeg which on Saturday mounted up to 265 cars as against 58 the corresponding day last year. It graded as follows: No. 1 northern, 11 cars; No. 2 northern, 25 cars; No. 3 northern, 45 cars; No. 4 39 cars; No. 5, 36 cars; No. 6, 14 cars; winter, 1 car; other grades, 94 cars.

The visible supply of wheat in Canada and the United States increased 2,045,000 bushels during the past week. Corn decreased 54,000, while oats increased 250,000. The supply of wheat now held in the two countries amounts to 45,468,000 bushels. World's shipments for the week were 8,080 000 bushels, compared with 9,616,000 the previous week and 9,488,000 a year ago. There were no shipments from India. The amount of wheat on passage on Saturday was 1,216,000 bushels less than a week previous.

Stocks of wheat at Fort William and Port Arthur accumulated somewhat, statistics showing 153,000 bushels more in store than a week ago. There are now 3,588,000 bushels held in the combined elevators of the two cities.

MONTREAL.

FLOUR—A better feeling is noticeable in flour due to the better position wheat has assumed since last week. Millers report fair demand and do not expect any change in prices.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 00	4 10
Royal Household		6 10
Glenora		5 50
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10

ROLLED OATS—Demand for rolled oats is not so brisk owing to the approach of the holiday season. The market is unchanged as to price.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 85	1 75
Rolled oats, 90-lb. bags	2 90	2 95
" 80-lb. bags	2 75	2 80
" bbls.	6 10	6 20

FEED—The situation in the feed market is quite unchanged since last report. Demand is not quite so brisk as it has been, but better weather conditions will likely improve matters.

Ontario bran	22 00	23 00
Ontario shorts	24 00	25 00
Manitoba shorts	25 00	27 00
" bran		23 00
Moullie, milled	26 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 70

TORONTO.

FLOUR—The market is firm and advancing. At time of writing no change of prices is quoted but they are likely to be higher at once. Local millers are shipping largely to London.

Manitoba Wheat.

60 per cent. patents	5 40	5 60
85 " "	5 15	5 20
Strong bakers	5 10	5 15

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 4
Blended	5 25	5 30

CEREALS—The market is quiet with larger supplies of oats coming forward from local points. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	3 00	3 15
Rolled oats, in wood, per bbl		6 65
" " in bags, per bag 90 lbs	3 00	3 20
Oatmeal, standard and granulated, per bbl		6 65
" " " in bags, 98 lbs.		3 40

CANADIAN MANUFACTURER ABROAD.

Makes Extended and Pleasant Trip Through Great Britain and the Continent.

The average manufacturer is too prone to overlook the benefit of tours and trips away from his own factory or warehouses, and does not get out into the world often enough to replenish his physical energies or broaden his commercial horizon. There are exceptions to this rule, however, and it is becoming noticeable that every year more and more leaders in trade and commerce are getting away from their daily grind and seeing and living things as they are in other lands. To these exceptions Toronto is adding every year and one of the pioneers in this "get away" business is Wm. Dobie, president of E. W. Gillett Co., Ltd. Mr. Dobie, accompanied by Mrs. Dobie, left Toronto on September 19 as members of a party of nine Torontonians, sailing from New York on the Lusitania's first eastward trip. Arriving at Liverpool, they took three Napier and Brasier motors for a complete tour of England, Wales, Scotland and Ireland, and across to France, Switzerland, Germany, Belgium and returning via Queenstown by the White Star liner "Adriatic" to New York. In an interview with The Canadian Grocer this week Mr. Dobie expressed himself as having had the most delightful, interesting and valuable trip of his experience. Perfect weather throughout, with the exception of a few rainy days, afforded sightseeing of a beneficial character. The impressions of the magnificent English roads, the beautifully kept hedges, splendid service at inns both large and small, were such as to alter many preconceived prejudices

Quality Always Pays!

There is scarcely anything worse than a poor soda biscuit. People may be excused for shunning any grocery which sells them. The grocer who is particular about the quality of his stock always orders

Mooney's Perfection Cream Sodas

They are the biscuits of supreme quality. Every cracker in the package is an example of the highest attainment in the science of soda biscuit manufacture.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P Tippet & Co., "

J. & G. COX Ltd
Gorgie Mills
EDINBURGH

against Old Country customs and ways. Their reception could not have been better and it was a matter of pride to the party to experience that being a Canadian seemed to put them in the way of a friendlier treatment. Canada is a word with which Englishmen are becoming more familiar.

The itinerary of the party was from Liverpool through Wales, back to Liverpool and thence by way of Manchester to London. After a three weeks' stay in the metropolis, during which, besides sightseeing, many interesting side trips were made to Oxford, Cambridge, Eastbourne, etc., they crossed the Channel to Paris. From Paris to Switzerland, with Interlaken and Lucerne as objective points, down along the historic banks of the Rhine, taking in Heidelberg and Cologne, thence by way of Brussels and Calais to London. From London along the great northern motor route on the east to Edinboro, thence to Glasgow, Gretna Green, Carlisle and Derbyshire, over to Ireland to Belfast, and from Dublin to Queenstown. A tour such as this, practically entirely by motor, gives opportunities for sights and experiences not possible by train. That the party thoroughly enjoyed every hour of their three months' outing may well be surmised.

Business observations resulted in the verdict that everybody seemed to be busy and commercial concerns flourishing. This was true not only in Great Britain, but was also noticeable in France, Switzerland and Germany. Though the trip was enjoyable throughout, Mr. Dobie thinks that Toronto and Canada are hard to beat.

Taylor Bros., Hamilton, Ont., have discontinued their grocery business.

Geo. M. Henry, Hespeler, Ont., has sold his grocery to Thos. E. Henry.

The grocery store of A. Frank, Ottawa, was recently damaged by fire.

INCREASE IN COST OF PACKING.

Authority on Canned Goods Gives Reasons for Higher Prices This Year.

T. E. Owens, manager of the Bloomfield Packing Company, packers of the well-known Quaker canned goods, dropped in on The Grocer a few days ago, and in conversation with him, one of the topics for discussion was the present price of canned goods. He rather startled us at the outset, by stating that he believed that never in the history of canned goods were prices so low, as at present, in proportion to the cost of packing. This statement brought forth an inquiry on our part for particulars. Mr. Owens said that he was not only willing, but anxious, to give them, as he believed that there was a feeling abroad among the retail grocers that prices were higher than the situation called for, and if this feeling were allowed to continue, it would be to the great injury of the business, as the retailers have it in their power to make or mar this industry; and if they are satisfied that an injustice is being done them and the consumers, through combinations or otherwise, they are very apt to do the latter.

Now for particulars. "As you know," said Mr. Owens, "we are affiliated with the Beamsville Preserving Company, where "Peerless" and "Quaker" fruits are packed. To commence with, we will take the cost of two articles, in the raw material lines used in the packing of these brands. We take these two articles first, as one is the largest, and the other the smallest, item in the business, peaches and solder.

"In peaches we handled 30,000 baskets this year, at a cost of $1.25 per basket. Last year the same amount of peaches cost 40c per basket, making a difference in cost of $25,500 more than last year.

"In solder we used 20 tons, costing 23c per pound. Last year it cost 15c per pound, making an increase of $3,200 on the season's requirements.

"In tin cans the increase this year was $1 per 1,000, on 6,000,000, making $6,000.

In box shooks the increase was 3c each, on 240,000, or $7,200. On labels, 6,000,000, an increase of $1,800. On strawberries and raspberries combined, 300,000 quarts, at 3c per quart, making $9,000 increase on these two items.

"On corn, 1,800 tons, at an increase of $2 per ton, $3,600.

"In sugar we used 21 carloads, and this is about the only article on the list that was not advanced.

"In addition to the increased cost of raw material, our pack in peas, corn and tomatoes was only 55 per cent. of the previous year, necessitating our carrying over in box shooks, labels, cans solder, etc., about $40,000 in value. You will understand in these lines that we have to place our order nearly a year in advance, and if there is a short pack we have to stand the consequences."

This matter will probably be interesting news to some of our readers.

SHOULD IMPORT DIRECT.

The following extract from a letter sent by Dadelszen & Co., Bordeaux, to J. L. Watt & Scott, Toronto, should be a useful hint to Canadian importers of nuts :

"Seeing there is no duty on walnuts entering France, it is very easy to give certificates of French origin for Black Sea goods; in fact, large quantities are imported at Marseilles and from there sent into the interior, where they are mixed in with French. We refuse, however, to have anything to do with these goods, which are more oily and turn rancid much more quickly. We should have thought it would have been more to the advantage of importers on your side to buy each quality separately and do their own mixing and thus avoid the expense which French packers who mix them incur in labor and carriage."

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered, U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL BOLTON, ONT.

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.

FRANK L. BENEDICT & CO., Montreal
Agents.

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS, - Quebec

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers

Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

125 St. Peter St., QUEBEC.

THE HUMAN PALATE

often needs a little tickling. And as a tickler of the palate nothing can beat

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

And you know that there's a lot of money to be made by tickling the human palate. Just you try selling Lea & Perrin's, and see how quickly and steadily the repeat orders flow in.

"He profits who sells, because he thoroughly enjoys, who buys—Lea & Perrins'."

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

The waning year shows but the close of another successful season for Canada's Standard Chocolate.

Mott's

"Diamond" and "Elite" brands of

Chocolate

are household favorites throughout Canada. They are Canadian made and they are unequalled.

All Jobbers sell them.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McIndoe, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

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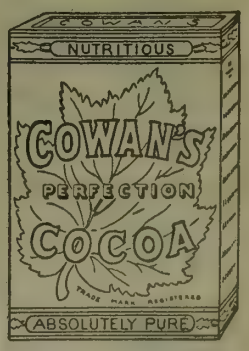
The Profitable Cocoa is the Purest Cocoa, Consequently

Cowan's Cocoa

being the purest Cocoa—is the most profitable Cocoa for you to handle.



We have a special process (which our competitors would like very much to imitate), that gives Cowan's Cocoa an unbeatable flavor. Cowan's Cocoa means the Purest Cocoa with the Perfect Flavor.

The Cowan Co., Ltd.

Freight Congestion in Montreal

Ontario Importers Complain of Delayed Shipments and Unsatisfactory Deliveries—Montreal Attributes Trouble to Increased Business Before the Close of Navigation.

Grocery brokers and wholesalers in Ontario have been puzzled, troubled and exasperated, particularly during the last month or two, over delays, mix-ups and seeming laxness of method in shipment of goods via Montreal.

Toronto brokers are very strongly condemning the railroads for their apparent inefficiency in handling this kind of freight. And they complain not only of unreasonable delay, but also of the fact that shipments, when they do arrive, come in sections, perhaps a third at a time, with the other part of the consignment straggling in a week or two after the first section has arrived. "Why," said a prominent broker to The Grocer this week, "I had a shipment of 1,000 boxes of currants coming via Montreal recently. The steamer arrived and I got my invoice and wondered why the stock did not turn up, but I saw nothing of them for three weeks, and then only 213 boxes arrived, the rest straying in in two lots over a week later. This shipment should have been here in a week."

This gentleman voices the complaints of the majority of the Toronto wholesalers, who have had very similar trouble.

Then there are complaints of a different nature, which say that when the goods do arrive in Toronto and the bills of lading are received, the cars are sent to the wrong street terminals and thus additional delay is caused. This also has occurred very frequently of late.

Nor is Toronto the only receiving point which has suffered. Here are a couple of paragraphs picked from our regular correspondence for this week, which show that similar conditions exist elsewhere.

This one from London, says : "A well known local broker complains of the annoying delays in the bringing of goods from the seaboard to London. As an instance of the way in which goods are neglected by the railways, he tells of a consignment which he had been anxiously awaiting that did not arrive here till yesterday, although the steamer which brought the goods over has since returned to Liverpool and discharged her cargo. This is particularly aggravating at a time when the goods are badly needed for the holiday trade.

And here is one in similar vein from Pembroke : "Considerable trouble and inconvenience has been experienced lately owing to the manner in which freight has been delayed and damaged in transit, goods arriving in anything but a perfect condition. In one instance last week a merchant ordered some fish in Montreal, which were promised by Thursday, for Friday's trade. On enquiry on Friday no fish had arrived and on Saturday, on making a search in the freight shed, part of the consignment was found, carefully covered up, waiting for the other part to arrive. These instances are of frequent occurrence and there seems to be little remedy for it, for if a claim is made scarcely any notice is taken and by the time a merchant has written about a dozen letters or more, he is little better off than before."

Montreal offers some explanation of the situation as follows :

Explanation is to be found in Montreal, to a greater or lesser extent, of the delays in shipping goods from that city to Toronto and other points. The congestion of freight in the former city is something beyond the imagination of those who have not been directly interested in securing goods from that terminal.

The congestion is felt this year a little more than formerly, but the situation is by no means new to Montreal. It is part and parcel of the closing of navigation every year, and the majority of the trade, accepting the trouble as inevitable, are inclined to treat matters philosophically.

Who is to blame ? Such a question cannot fairly be answered. No man can point out one party and say they alone are to blame. And no man, after viewing the tangled state of freight in Montreal, would endeavor to place the blame.

Is not the merchant himself more or less responsible ? Every importer desires to secure goods at the last minute. As a result, orders are given that shipments shall be made by late boats and in consequence these vessels arrive crammed with freight. They have, in many instances, refused much cargo, which will have to come later by St. John at winter rates.

Arriving at Montreal, the freight cannot be unloaded as satisfactorily as might be desired. Harbor improvements are going on and the sheds are not yet in a position to permit of systematic, temporary storage. The result is that part of the freight is unloaded in one section, another lot finds a temporary resting place somewhere else, and so the entire cargo is scattered.

Then the railway companies begin activities. Teams are sent to the sheds, which cannot be approached by cars. The carters cannot locate all the freight ; no more can the consignee or his agent ; everything is grandly tangled. The railway companies do what they can, which means that they secure what of the goods they can find and ship them on to their destination. This accounts for the arrival of large lots in Toronto in two or three instalments, perhaps days apart.

It cannot be doubted the railways are rushed to such an extent that they hardly know where they stand. New cars, new engines are turned out in large numbers every year, and still they cannot cope with the growth in trade. But it is not alone the growth in trade with which they have to contend. They have to handle this "last minute" traffic. It is this which knocks them out in their calculations. If merchants would accept goods a month before navigation closed ; if they would do away with late boat deliveries to a great extent, as it is quite possible for them to do, then there would be relief. Boats could deliver this merchandise in two or three consignments. The railways could then handle the goods more expeditiously and the situation would show improvement all around.

As it is now, the mess the railways have on their hands at the close of navigation keeps them busy untangling until the second and third months of the year.

Some suggest more cars and motive power. Suppose the railways should order new stock, they would perhaps be able to move the freight more quickly, but what about all this new stock which would lie idle at other seasons. At present the railroads are manufacturing to the pace of the country's growth and the natural increase in their business. They cannot be expected to perhaps double their rolling stock for one month's traffic. On the other hand, it may be said, as corporations serving the public, they should be provided with the wherewithal to meet all emergencies.

But by co-operation the situation might be wonderfully improved.

Importers, by ordering goods shipped earlier, would facilitate deliveries by rail here by receiving merchandise at least a month before the closing of navigation.

Thus the grand rush would be done away with and the congestion materially relieved.

In Montreal there is no great complaint about slow deliveries to Toronto and other western points. One firm did wait three weeks to get a carload of through freight from Montreal to Toronto, but they were not complaining as they could not expect better considering the present state of affairs. They were pleased to get it as far as Montreal intact and eventually through to Toronto.

NOTES.

Gervais & Frere, Montreal, are starting a grocery.

H. W. Huff, general merchant, of Napanee, Ont., has assigned.

Geo. A. Allen, general merchant, of panee, Ont., has assigned.

R. Barber, Toronto, Ont., has sold his grocery to M. C. Hambly.

H. P. Gillespie, general merchant, of Florenceville, N.B., has assigned.

The New Ontario Trading Co., general merchants, of North Bay, Ont., have assigned.

J. C. Breckenridge, Toronto, who has been jobbing in grocery specialties, has made an assignment.

J. Lane, Port Perry, Ont., who has been conducting a grocery store, has made an assignment.

The firm of Hoory & Ryan, general merchants, of Charlton, Ont., has been changed to Malkin & Ryan.

"THE BRAND THAT'S IN DEMAND"

INGERSOLL CREAM CHEESE IN BLOCKS is backed by the **POWER OF PUBLIC APPROVAL**. The true merit of **INGERSOLL CREAM CHEESE** is best described by these words :

PURITY QUALITY QUANTITY

Purity is one of the most essential requisites pertaining to food products. In **INGERSOLL CREAM CHEESE** you will find "**PURITY**" in every sense the word implies. The **SANITARY CONDITIONS** under which the cheese is manufactured cannot be excelled, therefore your protection is guaranteed.

Quality **INGERSOLL CREAM CHEESE** represents the very highest excellence in quality and flavor which the ingenuity of man has attained. Prove this statement by trying the cheese.

Quantity you can buy twice the quantity of **INGERSOLL CREAM CHEESE IN BLOCKS** for the same money as you would receive in jar cheese. No one can afford **NOT** to use **INGERSOLL CREAM CHEESE IN BLOCKS**.

Your Profit is Guaranteed on Every Package

KEEP IN A COOL PLACE
INGERSOLL CREAM CHEESE
IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED
AVOID IMITATIONS
INGERSOLL
REGISTERED
TRADE
MARK
CREAM CHEESE
IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.
ASK FOR AND INSIST ON GETTING THE ORIGINAL
INGERSOLL CREAM CHEESE

INGERSOLL CREAM CHEESE IN BLOCKS is an admirable **SUBSTITUTE FOR BUTTER**. It spreads easily and quickly, is always soft in texture, **HAS THAT RICH CREAMY CONSISTENCY** which is so pleasing to the taste, distinct in flavor, and every particle can be consumed.

Sell Only the Original Package ***All Other Brands Are Imitations***

MANUFACTURED AND GUARANTEED BY

THE INGERSOLL PACKING COMPANY, LIMITED

INGERSOLL ***ONTARIO*** ***CANADA***

We extend to all our Customers the Compliments of the Season

1907-8

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Also thank you all for the business and custom you have favored us with during the past year and solicit your trade for the coming year.

The Packers of

Golden Flower

wish all their friends a MERRY CHRISTMAS

FRUITS, VEGETABLES AND FISH

Sharp Temporary Break in Oranges—Vegetable Market Featureless—Brisk Business in All Lines of Fish.

The approach of Christmas has improved the fruit market. Business is quite satisfactory. The expected break in oranges has happened. There has been a sharp decline, especially in Mexicans and navels. The range of prices quoted is very wide, as always occurs when the bottom falls out of any market. This drop is due directly to the glut of oranges reported last week. Some of the oranges were in poor condition and this circumstance helped the decline. At present the market for oranges is completely demoralized. But this condition is only temporary in its nature. Already shippers are diverting their shipments to better markets. Some of the packing houses have been closed. Business cannot be conducted at the ruinous prices which have been ruling during the past week. An improvement is certain to take place, but for a while there will be cheap oranges. Other lines are selling satisfactorily. Cranberries are slow and will continue so if the prices do not become easier.

A slightly dull feeling exists in the vegetable market. Potatoes are plentiful and selling at easier prices. There has been no particular feature otherwise. Imported goods are arriving regularly.

Fish is meeting with a brisk demand, in spite of the fact that Advent is practically over. Oysters are very active. Supplies have greatly improved for all lines, although a slight scarcity of ciscoes and finnan haddie is reported. Prices remain practically the same. A few lines are a shade lower.

MONTREAL.

GREEN FRUITS—Business is getting more brisk with the approach of the real holiday season. Inquiries for various lines are numerous and indications point to a good turnover for the next fortnight. There have not been many price changes since last report as will be noticed from the list below.

Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 25
Cocoanuts, new, per bag		4 50
Lemons	3 00	3 25
Florida oranges, box		3 75
Mexican oranges, box		2 50
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 25
Valencia oranges	3 50	4 50
Tangerines, half-box		4 00
Pineapples, case		5 50
Grape fruit, box	3 50	4 25
Almeria Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	9 50	10 00
Nova Scotia cranberries, bbl		10 00
Apples Ameuse, bbl	4 00	5 00
" other fall varieties, bbl	3 25	5 00
Evergreen wreathing, bale		2 00
Mistletoe, case		6 00

VEGETABLES—There have been few transactions of any size between the dealers and retail trade lately, though better things are expected the beginning of the week when Christmas fancy goods and staples will be sold and delivered. There is not much change in the feeling of the market since last week.

Parsley, per doz. bunches		0 35
Sage, per doz		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate		5 25
Water cress, large bunches, per doz		0 75
Spinach, bbl		3 50
Green peppers, crate		3 00
Boston hot house cucumbers, doz		1 75
Potatoes, per bag	0 90	1 00
Sweet Potatoes, basket		2 75
Beets bag	0 60	0 65
Carrots, bag	0 60	0 65
Tomatoes, Florida, crate		5 00
Tomatoes, hot house, per lb		0 25
Spanish onions, small crates	0 65	0 75
" " large crates		2 00
Canadian onions, lb	0 01½	0 01¾
Boston lettuce, hot house, per doz		0 90
New Orleans lettuce, doz		0 80
New Orleans shallots, doz		0 75
Radishes, doz	0 50	0 75
Bermuda parsley, crate		2 50
Mushrooms, per lb		0 75
Horse radish, per lb	0 10	0 12
Beans, green and wax, basket		5 00

FISH—Although Advent is practically over, fish men are quite busy with their orders. There is a good consumptive demand for all lines, while oysters are selling freely in every section. Supplies are better now and prices are lower, which has resulted in the creation of large sales. Dore and smelts are lower this week. Haddies have advanced ½-cent. Boiled and live lobsters are now offering and appear to be in good demand. New tomcods and Qualla salmon are quoted, also sea herring.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04½	0 05
Halibut, express, per lb	0 05½	0 09
Mackerel, " "		0 10
Dore, "	0 07½	0 09
Pike, lb	0 06½	0 07
Cod fish, l	0 04	0 04½
Steak cod, lb	0 05	0 05½
Whitefish, lb	0 06½	0 10
B.C. salmon, lb	0 08a	0 09
Qualla Salmon, lb	0 07½	0 08
No. 1 Smelts, lb		0 09
New tomcods, bbl		2 25
Sea herring, bbl	1 80	1 90
Smoked and Salted—		
Haddies, boxes, per lb		0 08⅛
Kippered Herring, 50 in box		1 00
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 20
St. John bloaters, box		1 00
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 06	0 09
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb		0 05
St. John bloaters, box		1 00
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, gal		1 70
Malpeques, bbl	8 00	10 00
Paper pails, 100, pint size	0 80	1 10
" 100, quart size	1 00	1 50
Boiled lobsters, lb		0 18
Live lobsters, lb		0 15
Pickled fish—		
No. 1 Labrador herring, per bbl		5 60
" " per half bbl		3 15
No. 1 Nova Scotia, per bbl		5 25
" " per half-bbl		2 90
No. 1 Haddock, bbl		6 50
No. 1 Pollock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 sea trout, 100 lb. kegs		6 00
Small Green cod, per bbl		6 00
Medium " " "		7 50
Large " " "		8 00
Labrador Salmon, ½-bbls		7 00
Salt sardines, bbl		5 50
" " ½-bbl		3 25
No. 1 salt eels, lb		0 07½

TORONTO.

GREEN FRUITS—As predicted last week, oranges are away off. There has been a break all round but Mexicans are the chief sufferers. The market is completely demoralized. Various prices are being quoted, the range being so great that some of the big dealers refuse to give definite quotations. Some of the fruit is unripe and wasty. It is

generally believed that the unhealthy tone is but temporary and will serve to clean up the market. Oranges can't remain long at present prices. Under the circumstances last week's quotations are repeated, it being impossible to give satisfactory prices at present. Lemons are holding their own and selling steadily. Apples are slow at easier prices. Cranberries are not moving freely. Holy is going briskly. Almerias are steady.

Oranges, Florida's new	2 75	3 50
Oranges, Mexicans, new	2 40	2 50
" navals, new	3 00	3 75
Lemons, California, 240, 300, 360, 420	3 75	4 25
" Messinas, new crop	2 75	3 25
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, No. 1 winter fruit	3 75	4 00
" No. 2 "	2 75	3 00
" lower grades	2 00	3 00
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
ui nces, per basket	0 50	0 60
Cranberries, per bbl	10 00	12 00
Almeria grapes, per keg	4 00	6 50
Tangerines	3 00	4 00
Holly	4 25	4 50

VEGETABLES—There is no distinct feature in the market. Potatoes are a shade easier, though there has been no sharp break. Delawares are arriving in good lots. Some fine Green Mountain potatoes have also been handled. Sweet potatoes are meeting with a good demand as are also imported celery, lettuce and cucumbers. Other lines are fairly active.

New Brunswick Delawares, per bag		0 95
New potatoes, Canadian, per bshl	0 90	0 95
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 30
Beets, per bag	0 90	0 95
Cabbage, per doz	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 75	0 80
Cauliflower, per doz	0 60	1 50
Parsley, per doz		0 25
Celery, Canadian, per doz	0 35	0 40
" california, per doz		0 75
Lettuce, imported "		1 35
Cucumbers, imported, per doz		2 00

FISH—Business is reported brisk for all lines. Shipments are arriving regularly. There has been no change in prices. Ciscoes and finnan haddie are inclined to be scarce. Oysters are strong and selling sharply. The cold weather has no doubt had a stiffening effect on the situation.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

Bananas ripening for the **Xmas Market**

An order mailed quickly will land these to you for Xmas—sort up what else you want at the same time.

White & Co., Limited, Toronto and Hamilton

Christmas Greetings

FROM

W. B. STRINGER & CO., Sole Agents for "St. Nicholas" Lemons

Compliments of the Season

to our many customers and friends and thank them for their very liberal orders for Christmas Fruits, which we shipped last week to all points in Refrigerator cars.

We are prepared to fill all orders on any lines you may run short on with quick dispatch, and trust all may have a very

PROSPEROUS NEW YEAR.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

BE HIGH-CLASS

in your Orange business.

Introduce

"BRONCO"

Brand

Navels to your customers.

One Introduction enough

Grown on the celebrated Redlands Heights in California.

The Cream of all Oranges

White & Co.

Limited

Toronto

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requeated to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Haddock, frozen, per lb	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 25
Labrador herring, per bbl	5 00	5 50
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod, per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08
Malpeques, per gal	1 85	2 00
Oysters, per gal		1 85
Shell oysters, blue points, per 100		1 50
Bloaters box		1 50
Kippered Herring		1 75
Smelts, fresh caught		0 10
Gold eyes		0 06

SASKATOON CORRESPONDENCE.

It is rumored that Saskatoon will soon have a meat and vegetable market. This will be something for the new council to take up early in the new year.

* * *

On Thursday there was a fall in bread at least so the local papers said. But it proved to be only a temporary one. The delivery wagon belonging to Booth's bakery was overturned owing to the horse taking fright. The contents were strewn along the street, but willing hands soon restored order. A rig belonging to Currie Bros., grocers, also had a spill.

* * *

The Prince Albert Board of Trade is considering a proposition from a large American match firm to establish a factory at a cost of $100,000. The secretary has been corresponding with the firm for some time, but a definite proposal has now been submitted. The company, which owns a factory in North Carolina, has been contemplating one in Canada and several locations have been examined for the purpose. A more suitable one than Prince Albert could not have been found, with its extensive area of suitable timber, and favorably situated as it is in the heart of the west with every facility for transportation. There is also a sulphur mine in the north, which can be used at any time. When established, it is expected the plant will have a capacity sufficient to supply all Canada.

* * *

The secretary of the Asquith Board of Trade is in receipt of several enquiries regarding the town and its surroundings. As a result new businesses have located and others are expected to follow. Business has been very good this fall and it is expected to be better when the wheat moves more rapidly. Farmers were storing their grain in temporary granaries around town until the Canadian Pacific Railway should run a regular freight service. This has now been done and the situation is greatly relieved. The merchants too will put in larger stocks and receive their goods more regularly.

* * *

Several other small towns are becoming prominent as business centres in this vicinity. Business is booming in Borden, where there are two departmental stores. There are two elevators in town and the surrounding country is rich farming land and well settled. Nearly every place of any importance has its seed fair at this time of the year, when grain is judged and prizes awarded.

* * *

The Rogers Fruit Co. have just received a consignment of fruit from their Winnipeg warehouse, consisting of three cars. One car contained one hundred and eighty barrels of apples, mostly spies. Another car contained three hundred and forty-four boxes of oranges. The other car contained a miscellaneous assortment of fruit, consisting of cranberries, grapes, snow apples, onions, dates, figs, raisins and bananas. Half of this shipment, including the car of apples, will be sent out to Asquith merchants. The remainder is being delivered to dealers in town. Although delayed in transit the fruit arrived in good condition. This will probably be the last shipment to arrive this year as dealers are now well stocked for the Christmas trade.

* * *

Mr. J. Young, one of Nutana's prominent young merchants, was married last week to Miss F. MacDonald. The wedding took place at Prince Albert, at the home of Mr. and Mrs. C. MacDonald.

* * *

It is rumored that the Canadian Northern Railway and the Grand Trunk Pacific will build a union station in Saskatoon, on the property belonging to the former. The report originated with a party who is in touch with the officials of both roads. The Grand Trunk has no station here as yet and it is said that the Canadian Northern will build a new station to replace the present one so that there may be some truth in the matter. It is known that while here in September, F. W. Morse, of the Grand Trunk, stated that his company would come into the heart of the city and that they were willing to enter into certain negotiations with the Canadian Northern. The latter owns a good deal of property in the centre of the town and a union station here would be very convenient for the general public. A good deal of interest is aroused as it is thought that the road which was proposed into Nutana is not a feasible one.

* * *

The local water s[illegible] somewhat affected on Monday by a break in the main. The hotels were chiefly affected, but the greater part of the city was without water for a considerable time as the supply had to be cut off at the power house until the leak could be repaired.

Oranges, Navels, Mexicans, Cubans. Lemons New Messina.

We have them, also ***Figs, Dates, Nuts.*** Write us for special quotations.

The Dawson Commission Co.

We can also Handle your POULTRY, BUTTER, EGGS

Toronto

J.V DE YBARRONDO & Co.

Successors to James Violett & Co.

IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS

R^o ROSE CHOICE

SUPERIOR EXTRA

EXCELSIOR

EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED

GREEN PEAS OLIVE OIL

MUSHROOMS SARDINES &c

BORDEAUX FRANCE

Shippers Also of

All Canned Vegetables,

Pure White Wine Vinegar,

Clarets, Brandies and Champagnes.

BONELESS CODFISH

is always a good asset in a grocer's stock if he buys the right brand and sees that each package has this trade mark

Stocked by Jobbers Everywhere

The Brands are "HALIFAX" and "ACADIA"

Smoked

Finnan Haddie

in 15 and 30 lb. boxes

Something Choice in Quality

Write or wire us for quotations

Frozen Cod and Herring

in their season.

Connors Bros., Limited

Black's Harbor, N.B.

"Everyone Loves a Lover"

Everyone Loves a Good Sardine

"King Oscar" Brand

Norwegian

Sardines

are the delight of the epicure. They are distinctly superior in flavor and richness to any sardine packed.

Every jobber sells them—if yours does not, write us.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

Fish and Oysters

Standard and Select Bulk Oysters by the gallon. Malpeque Shell Oysters in barrels. Large Frozen Sea Herring in barrels. Fresh and Frozen Sea and Lake Fish. Haddies, Bloaters and Kippers, Skinless Cod and Boneless Cod in boxes. Labrador Herring in barrels and half-barrels. All other kinds in season. Write for Prices.

THE LARGEST FISH WAREHOUSE IN CANADA.

P. O. Box 639.
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

A COMBINATION

hard to beat. We show you here a most delicious combination for **Christmas Trade.** You will undoubtedly have a call for an A1 Oyster. We recommend ours as the BEST. Let us have your orders early to avoid disappointments.

We wish our many friends

A MERRY CHRISTMAS

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors,
76 Colborne St., TORONTO

F. T. JAMES, Manager

OYSTERS

FOR XMAS

No Disappointment

Long Island Natives

Solid Meats

Genuine Business Getters

Large and Perfectly Clean

White & Co., Ltd.

Toronto and Hamilton

LONDON CORRESPONDENCE.

President Harry Ranahan, of the Retail Grocers' Association, has returned from Chicago, much improved in health.

* * *

The custom of grocers giving Christmas presents to their patrons, which was long ago abandoned by the trade generally, is still not altogether unknown in this city, some dealers handing out small presents at the festive season to their best customers. As a rule, however, these presents are in the shape of picture calendars, which prove a thing of beauty for a day or two and of considerable convenience throughout the year. One of the oldest men in the grocery trade in London told your correspondent recently that years ago he gave away at Christmas time goods to the value of $300 and $400, which meant probably the entire profits of the holiday season's trade. Finally dealers began to realize the folly of such a business method and gradually stopped the practice, the change in the license law separating the grocery and liquor businesses settling the matter.

* * *

A number of grocers, confectioners and others are sufferers from the assignment of the New York Chinese Cafe on Richmond St. The concern was conducted by a Chinaman, Wesley Wong and had been in existence for three years. Business had been falling off of late and the various creditors asked for an assignment.

Whether the milkmen of this city have left themselves open to the charge of conspiracy is a question which is being discussed just now. It is stated that they held meetings, at which nine or more members have been present, solely for the purpose of forcing a raise in the price of a public commodity. What makes the people particularly angry with the milkmen is that so many find it necessary to raise prices, while the remainder do not. If those who have not raised find that they can get along all right, the people argue, why should the remainder feel it incumbent upon themselves to impose on the people? It is essntially the poorer classes that feel these raises most, and something should be done to put a stop to the imposition.

* * *

Local grocers declare business is very good and believe it will remain so until after Christmas, at least. Some of the dealers express indignation at the statement of a morning paper that they are selling poultry at a profit of three and four cents a pound. T. A. Rowat, when interviewed, said that, talking the year round, there was no difference between the market and the store price for poultry. Instead of 12 cents a pound grocers are not getting more than 10 cents. The effect of this knocking is to send buyers to the market, where they are sold culls of the worst kind at about the same price choice birds are sold in the stores. Harry Ranahan said he had not made two cents a pound on his sales. He laughed at the talk of "hard times," declaring he saw no sign of a slump. John Diprose expressed himself to the same effect as Mr. Rowat.

* * *

That poultry will be cheap this Christmas there is every reason to believe. Flavelle's, Limited, have shipped from their London factory this season over a million fowls, and other firms have also sent out large quantities. Buying for export has now ceased and there are indications of a glut in the market, and a drop in prices.

* * *

The city clerk is receiving many communications from other municipalities regarding the resolution of the London City Council asking co-operation in memoralizing the Legislature to pass a by-law regulating the weights of bread, butter and other commodities all endorsing the proposal. The latest to fall into line is the town of Niagara Falls.

* * *

At the regular meeting of the Retail Grocers' Association on Wednesday Dec. 4, the communication from the Dominion Retail Merchants' Association, asking the local body to affiliate, was discussed, the result being that Treasurer Ed. Ryan was instructed to reply that the association had no desire to affiliate at the present time, particularly in view of its experience with the secretary of the Dominion organization. It was reported that certain grocers were cutting prices of sugar, and deputations were appointed to interview the offending parties.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—By a wholesale commission firm handling teas and grocery sundries, energetic man one with the knowledge of teas preferred Apply stating age, experience and salary expected to Box 173, CANADIAN GROCER, Toronto.

MISCELLANEOUS.

WRITE or phone J. Howell James before fitting up your new store or making alterations; all work given my personal attention. 333 Lippincott street Toronto. Phone N. 4443. (52)

SITUATIONS WANTED.

COMMERCIAL TRAVELLER—Ten years' experience in the Northwest, good connection with grocers in Cobalt country, North Shore, Manitoba, Saskatchewan, Alberta and part of British Columbia—desires engagement with wholesale grocery house for 1908. Salary or commission. References furnished. Address Box 171, CANADIAN GROCER, Toronto. [52]

TEA—Gentleman now representing leading Canadian firm is desirous of securing an appointment as manager or traveller of firm of tea importers. west or south preferred. Ability and experience combined with good appearance and education. Box 172, GROCER, Toronto.

ARTICLES FOR SALE.

PURE Eastern Township Maple Sugar in 1 to 10 lbs. cakes; also pure maple syrup put up in 1 lb. imperial gallon cans. Apply to P. J. Girard, Richmond, Que. [50]

LEGAL NOTICE

Public Notice is hereby given that it is a criminal offence for any dealer to serve a substitute when **BOVRIL** is called for, and that any such cases when discovered will be prosecuted to the full extent of the law.

We intend to protect those who call for **BOVRIL** from being given other products.

The word **"BOVRIL"** is our registered trade mark, and it can only be applied legally to our own preparation.

BOVRIL LIMITED

27 St. Peter Street, - MONTREAL

SOME FORTUNATE GROCERS.

Winners in the Recent Wrapper Contest of Maconochie Bros.

Grocer generally will be interested in the result of the wrapper competition carried on by Maconochie Bros., recently. The winners, with the number of wrappers collected by each are given below :

1st Prize—$100—2,500 wrappers, Jas. McGowan, clerk, R. Simpson Co., Toronto.

2nd Prize—$50—1,699 wrappers, Geo. Brady, grocer, Lindsay.

3rd Prize—$35—1,190 wrappers, William Scott, clerk, R. Simpson Co., Toronto.

4th Prize—$25—1,041 wrappers, E. J. Ryan, Ryan & Russell, London.

5th Prize—$20—427 wrappers, Linden Bros., Queen St. W., Toronto.

6th Prize—$10—364 wrappers, Emile Gauthier, 2,009 St. James St., Montreal.

7th Prize—$5, 357 wrappers, J. F. Goyne, clerk, J. S. Beaton, Oshawa.

8th Prize—$3—250 wrappers, Bruce & Sanderson, Parliament St., Toronto.

9th Prize—$2—234 wrappers, Alex. Hill, Picton, Ont.

Cheques for the above amounts have been forwarded to the prize winners by the agents, the MacLaren Imperial Cheese Co., Toronto, of Maconochie Bros., London, Eng.

I hereby certify that I have checked the count of wrappers and find it correct, as above.

(Signed) W . H. SEYLER,
Manager Canadian Grocer.

Toronto, December 2, 1907.

The Goldie Milling Co., of Guelph, has just filled a large order of 3,000 barrels of flour for South Africa. It seems a long way to send flour, but not to a firm like this, which has a world-wide reputation for their flour.

Are You a Smoker?

Perhaps yes, perhaps no. But if you are, get a package of **T. & B.**—smoke it—enjoy it. Then you will understand just why

T. & B.

is the best pipe tobacco for you to handle. It has that fragrant smell, that exquisite flavor, which makes a **T. & B.** customer stay a **T. & B.** customer. Never bites the tongue, and not the faintest suspicion of "dope" can be discovered in ten thousand packages.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

A Merry Christmas to You

and may you have

A Happy and Prosperous New Year

this is the wish of

The Sherbrooke Cigar Co., Sherbrooke, Que.

Makers of the smoker's favorites, **Royal Sport** and **Hogen Mogen** cigars.

BUSINESS BRISK IN NOVA SCOTIA

Retail Stores Busy With Christmas Trade—Commission Men Rushed With Outside Orders—Large Potato Shipments to Havana.

Halifax, N.S., Dec. 17.

The retail grocery stores are now looking their best, and every preparation has been made for a big Christmas trade. The shelves of the stores are laden with bright new canned goods, and the windows have tempting displays of dried and green fruits, nuts, confectionery, etc. Despite the financial stringency in many places, business here is very good, the retail trade thus far being fully equal to that of the same period last year. There is every indication for a large holiday trade. Business also appears to be very good in the outside districts and many of the city firms are shipping large quantities of goods into the country. There has been a heavy demand for mixed confectionery and chocolates, and also fancy mixed biscuits. The demand has been principally for large packages. One city firm sent more five-pound boxes into the country this year than ever before. Some of the firms are so busy in getting away orders that the purchaser has received the goods two days before the arrival of the invoices. This occasioned no surprise to the buyer, however, as he had received brief notification of the conditions. Sugars are in good demand. Prices quoted here are: Extra standard, $4.40; Austrian granulated, $4; bright yellow, $4.20; No. 1 yellow $3.90, and unbranded yellow, $3.75. The commission men now have more business than they can handle. They are rushed with orders. The weather so far has been very favorable for the delivery of goods, there being very little frost so far.

The shipments of apples to the British market continue very heavy, but very little fruit is being placed on the local market. No. 1 stock is worth $3.50 per barrel. There is a scarcity of No. 1 Bishop Pippins. Shipments of potatoes from the Annapolis Valley to the Havana market continue heavy, some vessels taking as many as four thousand barrels on a trip.

ASSOCIATION PROGRESSING.

New Organizations and Interest in Several Western Towns.

The association idea has taken strong hold of the minds of the Western retailers, and their association continues to grow in membership and influence. W. Ledoux, the assistant organizer, has been visiting many towns in Saskatchewan during the last two months, and the result has been a substantial increase in the membership of the general association and the forming of strong local organizations to deal with all local matters. Among the towns recently visited and in which the association work has been greatly extended, are. Bruno, Dana, Humboldt, Aberdeen, Warman, Davidson, Girvin, Wolseley, Wapella, Grenfell, Craik, Hanley, Dundurn, Saskatoon, Battleford, Yorkton.

Strong local organizations have been formed in most of these towns.

MARITIME TRAVELERS ELECTED.

Officers of Eastern Association Chosen at Halifax Last Week.

At the annual meeting of the Maritime Commercial Travelers' Association held in Halifax city last week, Harry E. Pyke, of the wholesale grocery firm of Pyke Bros., was elected president. The association now has a membership of 846, and its total resources amount to $42,858.40. The various reports for the past year were presented and proved highly satisfactory. The membership has been increased from 781 for 1907, to 816 for 1908, of which 475 are registered at Halifax, and 341 at St. John.

NEW TRADE COMMISSIONER.

Further Attention to be Paid to Canadian Trade in West Indies.

E. H. S. Flood, of St. John, N.B., has been appointed by the Dominion Government as trade commissioner for the West Indies, Bermuda and British Guiana, with headquarters at Barbadoes. His salary is $3,000 a year. There are at present some four agents representing Canada in the West Indies, but only half of their time is taken up with this work. Mr. Flood will devote all his time to Canadian trade matters.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco
It's a Trade Bringer

CLAY PIPES
A perfect article. Sell it
Insist upon having McDougall's.
D. McDOUGALL & CO., Glasgow, Scot.

How Much Do You Spend?
A merchant will spend, each month, a considerable sum for Leaf, Plug and Package Tobacco, Cigars and Cigarettes, Pipes, Tobacco Pouches, and all Smokers' Sundries, Biscuits and Confectionery. Does he always get the value of his money? It is contestable. To make sure, he should buy from
JOS. COTE
The Largest Wholesale Importer and Tobacconist in the District.
Office and Sample Room: 186-188 St. Paul St.
Warehouse: 119 St. Andrew St., QUEBEC. Phone 1272

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

BLACK WATCH
The Big Black Plug
Chewing Tobacco.
Already a Big Seller
Sold by all the Wholesale Trade

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

IF YOU SAVE

Though it be only $1.00 a week, you will soon be on the way to independence and wealth.

In the Savings Department of the METROPOLITAN BANK **$1.00 opens an account.** Interest is allowed from date of deposit and compounded every three months.

We'll gladly handle your account and serve you with the same courtesy and efficiency as if you were a large depositor.

THE METROPOLITAN BANK

Capital Paid Up, $1,000,000 — Reserve Fund and Undivided Profits $1,183,713.23

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President — W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow, D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D. Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C. Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION,	29,833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

HOTEL DIRECTORY

WINDSOR HOTEL
HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL GEORGETOWN DEMERARA
BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms, Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.
Private Board $12 to $14 per week.
Open Nov. 1 — Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

HALIFAX HOTEL
HALIFAX, N.S.

HOTEL IMPERIAL
Large Sample Rooms
Steam Heated and Gas Lit

GEO. W. WEBSTER, Prop., Swift Current, Sask.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

Allison Coupon Books

Eliminate the Non-essentials

Many a business man is so loaded down with details that his really important problems can receive only secondary consideration.

This condition is overcome in any mercantile house by the adoption of the **Allison Coupon** system. With it, accounts are kept better and more accurately, at about one-tenth the usual cost.

THE PLAN

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO
Canadian Agents

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

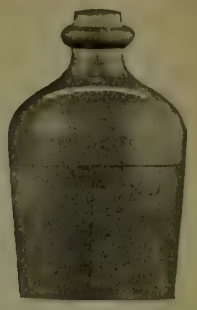
ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

Nothing Sure But Death and Tax.



Our Tax are sure as the other kind. Sure, clean cut, sharp pointed, good headed, business-all-the-way-through Carpet Tacks.

Sold in special little banks as above to retail at 5c.

All sizes, blued and tinned.

Samples and Prices on request.

THE BAZIN MFG. CO.

94 Arago Street, QUEBEC

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St., HAMILTON, Ont

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

CAN YOU SPARE 4c. A WEEK TO IMPROVE YOURSELF?

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co. Limited

MONTREAL TORONTO WINNIPEG

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale?
Advertise in the condensed publicity columns of The Grocer and ***Tell Us If You Don't Get What You Want.***

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

"They'll transform your store and transform your business, too."

THOUSANDS OF FEET OF Walker Bin Fixtures

Are in use in Canada to-day and every foot is earning money and building up business for the Grocer.

Every Grocer Should Know About Them

WRITE FOR ILLUSTRATED CATALOGUE.

The Walker Bin & Store Fixture Co. LIMITED
BERLIN, ONT.

Representatives: Manitoba—Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,
77 Front Street East, Toronto

Twine, Paper Bags and Jute Goods.

Phone Main 5548

COLES Electrically Driven Coffee Mills

Single and Double Grinder **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders Wear Longest

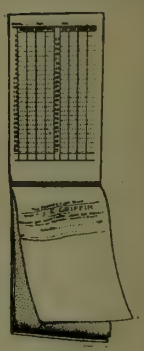
Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

THE NEW ONE WILL SUIT YOU

You have had enough experience with the old counter check book to know that, while it serves, it is **not fully serviceable.** The



SPECIAL DUPLICATING COUNTER CHECK BOOK

is an improvement on the old style in every important espect. Instead of one color paper all the way through, the new book has alternate white and pink checks. Original and duplicate entries are thus simplified.

Our traveller will call on you if you wish.

The Carter-Crume Company, Limited
Toronto and Montreal

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

3 PER CENT. OR MORE?

Put your money in a savings bank and you get three per cent. every year. In other words it will be a third of a century before your money doubles itself.

Put the same money in a Bowser Tank and your money will be repaid to you many times over in a lifetime. The Bowser Perfect Self-Measuring Oil Tank saves enough in oil, time and labor to repay its own cost within a very short time.

The Bowser draws trade, the trade that appreciates up-to-date methods. It reduces the fire risk by preventing oil soaked floors, overflowing oil and evaporation. The Bowser is clean and neat and it saves space. The Bowser stops over-measure, spilling and leakage of oil—saves three-fourths of the time now required to wait on customers. With the Bowser your other goods are free from contamination, and there are no unsightly barrels, funnels and measures in sight, as none are used.

If you want to know all about an investment that will pay you the best, send for Catalog B.

If you have an old Bowser, and want a new one, write for our liberal exchange offer

S. F. BOWSER & CO., Ltd.
66-68 FRASER AVENUE
TORONTO

Cut 1—Cellar Outfit

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.

Is your equipment GOOD?
Then make it BETTER.
Don't rest till you have the BEST—
"ENTERPRISE"

The experience of all users proves that

"Enterprise" Rotary Smoked Beef Shaver

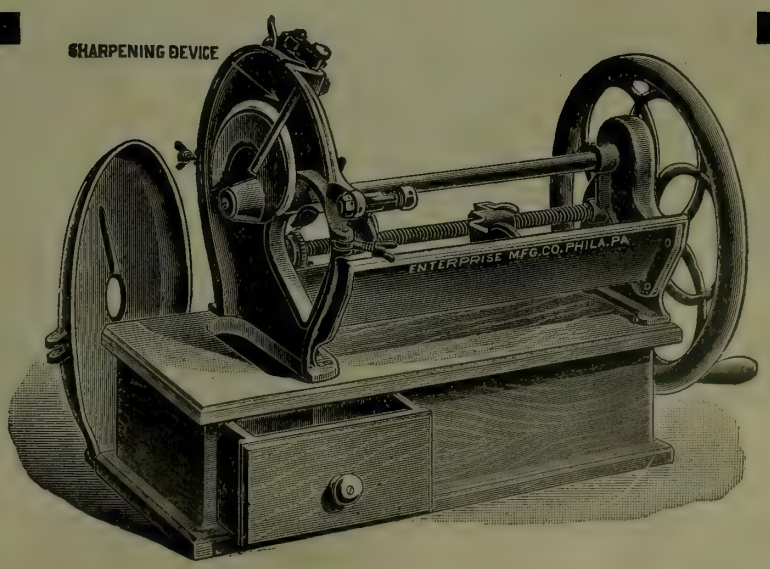
greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to ⅛ of an inch.

AUTOMATIC ADJUSTABLE FEED
SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA, U.S.A.



No. 125 (with 2 blades) . . $22.50

No. 129 (with 1 blade) . . $22.50.

It Pays to Handle These

For Sale by Wholesale Grocers Everywhere

Maconochie Bros., Limited, London, England

AGENTS IN CANADA AND UNITED STATES:

MacLaren Imperial Cheese Co., Ltd. Head Office, - Toronto, Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Dec. 20, 1907.

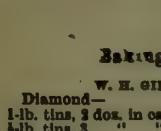
Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$1 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 70
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 65
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 80
2 "	6 oz.	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz.	1 95
" ½ lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 33
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	$0.90
4-oz. " 4 "	1 35
6-oz. " 3 "	1 80
8-oz. " 3 "	2 35
12-oz. " 2 "	3 55
16-oz. " 2 "	4 55
32-oz. " 1 "	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, ¼ gross box	2 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 08
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

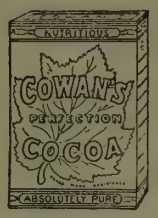
Meat of Wheat, per case	4 20
Wheat OS 16 lb. bags	0 19
"Pickaninney" Buck Wheat Flour doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼-lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" " "	0 10
London Pearl per lb.	0 24

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ½-lb. cakes, 12-lb. boxes per lb.	0 38
Queen's Dessert, 6's, 12-lb. boxes, lb.	0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	0 35
Parisian 8s per lb.	0 30
The following sweetened for household purposes:	
Royal Navy, ½'s, ¼'s, 12-lb. boxes per lb.	0 33
Diamond, ½, 7's, boxes, per lb.	0 28
Perfection, 2-oz. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz.	0 90
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75
Chocolate—	
Marie buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S.

	per lb.
Chocolate—	
Caracoas, ½'s, 5-lb. boxes	$0 42
Vanilla, ½'s	0 42
"Gold Medal," sweet, ½'s, 5-lb. boxes	0 29
Pure, unsweetened, ½'s, 5-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co, Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., $ .90
½ " " 4 " "	" 2.40
¼ " " 2 " "	" 4.75
1 " " 1 " "	" 9.00

JOHN P. MOTT & CO.'s.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per
Elite, ½s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, .21c. to	0 11
Sweet Chocolate liquors, .21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ¼ and ½-lb. cakes, 6 lb. boxes	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw cap cans, 10 cans in case,	42c.
12-lb. boxes, 6 boxes in case, 1-lb. tins,	42c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	42c.
6 lb. boxes, 12 boxes in case, 1-5-lb. tins,	43c.
12-lb. boxes, 6 boxes in case,	45c.
Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins,	35c.
6-lb. boxes, 12 boxes in case, ½-lb. tins,	35c.
6-lb. boxes, 12 boxes in case, ¼-lb. tins,	36c.
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs.,	38c.
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs.,	38c.
Milk chocolate—	
50 5-cent pieces to box, per box	$1.75
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins,	30c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.,	26c.
6-lb. " 12 " " ⅛-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	
5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
lb. "	0 27
lb. "	0 28
1 and ½ b. packages assorted	0 26½
¼ and ⅛ b. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
⅛ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—	15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
	White Moss, fine strip.	0 19	0 21	0 17
	Best Shredded	0 18	....	0 16
	Special Shred	0 17	....	0 15
	Ribbon	0 19	..	0 17
	Macaroon	0 17	....	0 15
	Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duches	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & CO. Per lb

Mecca	$0 [illegible]
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 15½

E. D. MARCEAU, Montreal. Per lb.

"Old Crow" Java	$0 26
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " 4 " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " 1 " "	9 00

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	4c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

	Per case.
Bottles 1-oz., case of 2 doz	$3 20
" 2 " " 1 "	3 00
" 4 " " 1 "	4 50
" 20 " " ½ "	4 75
" 20 " " 1 "	9 00

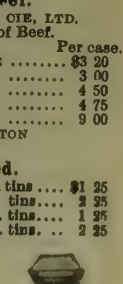
THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 25
" " groats ½-lb. tins	1 25
" " " 1-lb. tins	2 25

Flavoring Extracts.



SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

THOMAS J. LIPTON

Prices on application.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

& SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities
for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Grey Nun Street, MONTREAL

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, LONDON, - ENG.

LIMITED

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	$1 00
3-lb. tins, 2 doz. in case.....per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½
7 and 14-lb. wood pails.....per lb.	0 07½
30-lb. wood pails ..... "	0 07½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case.per doz.	1 00
3-lb. tins, 2 doz. in case per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½
30-lb. wood pails..... "	0 07½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb...0 09	0 12

Jelly Powders

List price

"Shirriff's" (all flavors), per doz 0 90
Discounts on application,

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½	20-lb. tins	1 90
½-bbls.	0 09½	Cases 3-lb. " ..	0 10½
Tubs, 60 lbs ..	0 09½	" 5-lb. " ..	0 10½
20-lb. Pails	2 00	" 10-lb. " ..	10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto	
Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.	
Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case.
1 case of 4 doz.....	$3 60
3 cases of 4 doz.....	3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...$12 00	
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins..... .....per doz.	$1 40
" ½-lb. tins ..... "	2 50
" 1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins .....per doz.	0 85
" 1-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch," 1-lb. glass, per doz.	1 50
" " 2-lb. " "	2 70
" " 4-lb. tins, "	4 65
" " 7-lb. " "	7 35
"Shredded," 1-lb. glass, per doz...	1 80
" 2-lb. " "	3 00
" 7-lb. tins, "	8 00

THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.	
½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 30 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " 60 ½-lb. " }.....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases.....	2 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors.....per gross	$10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	12 00
Straw hat polish.... ..... "	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

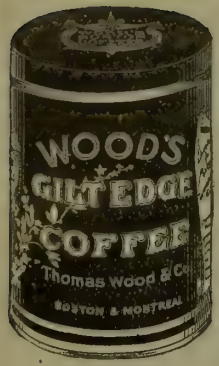
Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton.	$ 0 07
No. 1 " " 8-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 8-lb. draw-lid boxes.	0 08
Silver gloss, 8-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs...	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 [illegible]

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
8-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06½
Kegs, 100 lb.....	0 06½
Lily White Gloss—	
1-lb. fancy cartons, cases 40 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb....	$0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60

IT'S THERE



Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 5½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0 07½
SAN TOY STARCH.	
pkgs, cases 5 dos., per case	4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—

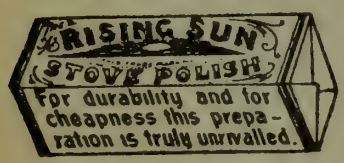
St. Lawrence corn starch, 40 lb	0 07½
Durham corn starch, 40 lb.	0 06½

Laundry Starches—

No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06½
" 100-lb. kegs	0 06½
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 3-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 28 lb.	0 08
Akron Gloss 1-lb. packages 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs	3 00

Stove Polish.

	Per gross.
Rising Sun, 5-oz. cakes, ½-gross boxes	$8 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes	10 00
Sun Paste 5c. size, ½-gross boxes	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
½ gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lbs	1 25 each
3 " " 38½ lbs	1 75 "

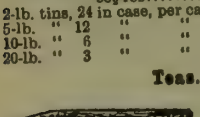
Plain tins, with label—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " ½ " "	2 65
20 " ¼ " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.

Barrels, 600 lbs	0 03½ per lb.
Half-barrels, 350 lbs	0 03¾ "
Kegs, 150 lbs	0 03¾ "
2-gal. pails 25 lb	1 25 each
" " 38½ lbs	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " "	2 75
10-lb. " 6 " "	2 65
20-lb. " 3 " "	2 60

Teas.



SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's	$0 20	$0 25
" " ½'s	0 21	0 26
Green Label, 1's and ½'s	0 22	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s	0 36	0 50
Gold Label, ½'s	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ½'s and 1's	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's	$0 19	$0 25
Blue Label, ½'s	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, 1's	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½	$0 35	$0 50
Blue Label, 1-lb. and ½	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½	0 20	0 25
Japan, 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s	0 20	0 25
Green Label, 1's and ½'s	0 22	0 30
Blue Label 1's and ½'s	0 25	0 35
Red Label 1's ½'s, ¼'s and ⅛'s	0 30	0 40
White Label, 1's, ½'s and ¼'s	0 35	0 50
Gold Label 1's and ½'s	0 42	0 60
Purple Label, ½'s and ¼'s	0 55	0 80
Embossed, ½'s and ¼'s	0 70	1 00

Cases, each 60 1-lb.	$0 35
" " 120 ½-lb.	0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s	0 70	1 00
" " ¼s	0 55	0 80
" " ⅛	0 42	0 60
" " 1 lbs. & ½s	0 40	0 60
" " 1 lbs. & ¼s	0 35	0 50
" " 1 lbs. & ½s & ¼s	0 30	0 40
" " 1 lbs. & ½s	0 28	0 30
" " ½ lbs	0 21	0 26
" " 1 lb.	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 15c	$0 22
" " ½-lb., " "	0 22
Blue Label, retail at 30c	0 23
Green Label. " 40c	0 30
Red Label, " 50c	0 35
Orange Label, " 50c	0 42
Gold Label, " 80c	0 55

THOMAS WOOD & CO.
Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40

Pack in ½-lb tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s	$0 46
" Amber, 8s. and 8s	0 60
" Ivy, 7s	0 50
" Rosebud. 7s	0 51
Chewing—Currency, 12s. and 6½s	0 46
" Old Fox, 12s	0 48
" Snowshoe, 6½s	0 51
" Pay Roll, 7½s	0 50
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s	0 45
" 10 oz. bars, 6½s	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s	0 47
" Dixie, 7s	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10	$15
V.H C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins	0 75
" " ¼-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 0
No. 2, "	7 50	No. 3, "	6 5

CANE'S WIRE HOOP WOODEN PAILS.

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Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages, per case	0 62	0 67
6 " " "	0 82	0 87

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Royal yeast, 3 doz. 5c. pkgs	$1 10
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Machine-cut Mixed Peel

In ½-lb. and 1-lb. Drums.

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Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb drums.

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Fine Off-Stalk

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Office of Publication 10 Front Street East, Toronto

VOL. XXI. MONTREAL, TORONTO, WINNIPEG, DECEMBER 27, 1907. NO. 52.

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1908

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Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad." Brands. Morris & Co., Pork, Chicago.

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Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
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Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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Wishing Everybody a Prosperous New Year
LOOK WHERE THE SUN SHINES FOR 1908
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

FANCY PULLED FIGS
"FRANCO" BRAND
Two and Four Crown.
SULTANA RAISINS
"F. A." BRAND
Fine, Selected, Excellent and Choicest.
ON SPOT
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Established 1885.

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AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
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Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
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Good References — TORONTO, ONT.
Special Attention to Advertising

(Continued on page 4.)

It's never too late to mend—

And so in selling groceries, there are always opportunities to improve trade and increase your profits (it's profits you live by.) There are still a large number of good, live grocers who have been missing their share of profits by not handling the number of good, live, profitable lines we control.

The Coming Year—

finds us in better shape than ever to cater to your trade and we can demonstrate that there's money in it for you in placing your account with us.

We are clearing out

all our stocks of holiday goods, and so as not to carry any over into the new year WE ARE QUOTING UNHEARD OF PRICES ON

FIGS and TABLE RAISINS

We have just passed into stock

Two Cars MOLASSES

A car each of New Orleans and West Indian

Barrels and Half-Barrels. Good Sound Packages

Our Travellers

Will all be out again next week with numberless snaps.

DROP A CARD FOR QUOTATIONS

If you are interested in we can sell you **TEAS**

GREENS and BLACKS costing from 17c.

REGULAR 20c. VALUES.

EBY-BLAIN, LIMITED

WHOLESALE GROCERS

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Manufacturers' Agents—Continued.

THOS. B. GREENING & CO.
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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

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RAY & WINDLE
Manufacturers' Agents and Commission Brokers
330 Homer Street,
VANCOUVER, B. C.
Agencies Solicited

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DO YOU wish to extend your business to this GREAT WEST COUNTRY
WE CAN handle your account to our MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
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A Good Investment
PEANUT ROASTERS and CORN POPPERS.
Great Variety, $8.50 to $350.00
EASY TERMS.
Catalog Free.
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A Post Card will bring you price list and full information.
Don't forget to mention Canadian Grocer.

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Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

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We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

DAVID SCOTT & CO.
Established 1873. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

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You can make money as well as oblige your customers if you handle our

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We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

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We will mail to you FREE 5 copies of our publication.
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A Very Prosperous

New Year

Yours Faithfully,

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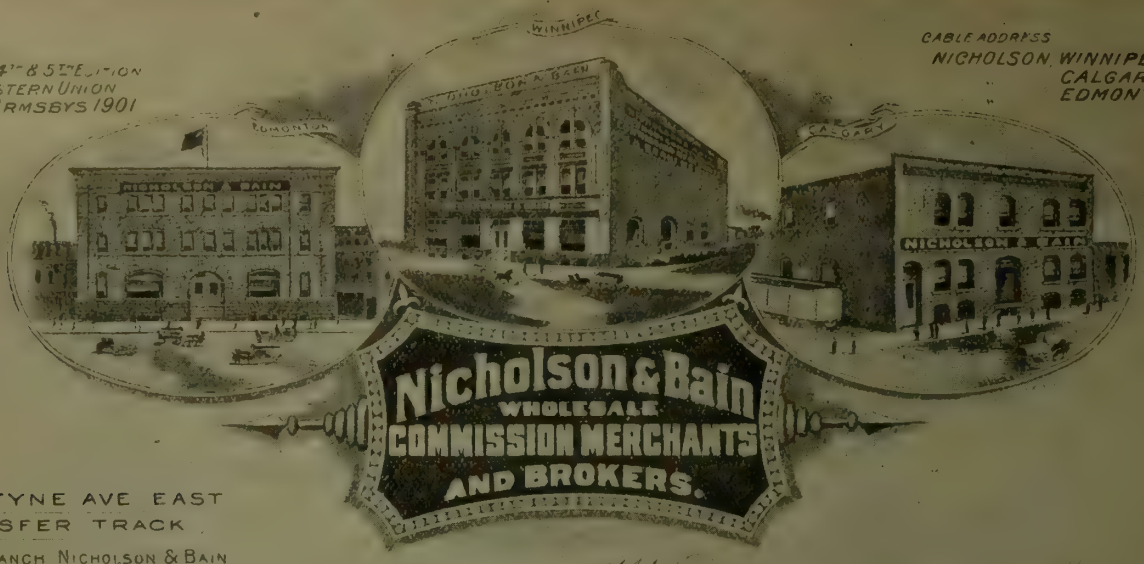

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Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

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JAMESTOWN, 1907 agrees with ST. LOUIS, 1904 that

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was the best tea their judges could buy in the open market. ST. LOUIS gave LIPTON'S TEA not only the GOLD MEDAL, but also the GRAND PRIZE, which was awarded no other tea. JAMESTOWN confirmed this by giving the GOLD MEDAL, their highest award, to

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The judgment of both these and previous expositions proves that the buyers and drinkers of

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Packages of

LIPTON'S TEA

each week are also good judges of tea.

Sold in airtight tins only

None genuine without the signature *Thomas J. Lipton*

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STICK LICORICE

ACME PELLETS
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Price Lists and Illustrated Catalogue on request.

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Extra Choice Porto Rico Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
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Molasses

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No. 4 Strong Bakers
No. 1 Golden Cane Syrup
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The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

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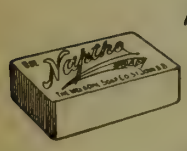
Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia



Naptho SOAP

MADE IN CANADA

In every walk of life there are men who stand out prominent among their fellows. They possess something which distinguishes them from all the rest.

It is so in things that men produce, as for instance, Laundry Soap; the public are quick to recognize the best from the second best or lower grades.

NAPTHO IS A SOAP that was bound from the first to be successful because it possessed just those qualities which make it stand out above others.

The Welcome Soap Co.

Limited
St John, - N.B.

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.

ROSE & LAFLAMME
AGENTS
Montreal Toronto

LOOKING BACKWARD 15 YEARS

Do you realize that there have been about 75 brands of Packet Teas launched upon the market during that period?

Some of these have entirely disappeared, others are scattered about on many grocers' shelves eating their heads off in interest, many of them being four or five years in the same position. No demand, therefore no sale, and the retail grocer is victimized.

The moral is to buy Tea only on the condition that it is returnable if it does not sell.

"SALADA" Toronto and Montreal

BLACK—MIXED—GREEN

"Salada" Uncolored Green Teas are displacing Japans wherever they come into competition.

They are better Teas in every way, that's why.

A sample Order will demonstrate this, in double quick time.

1/5 of the entire tea consumption of Canada is "SALADA."

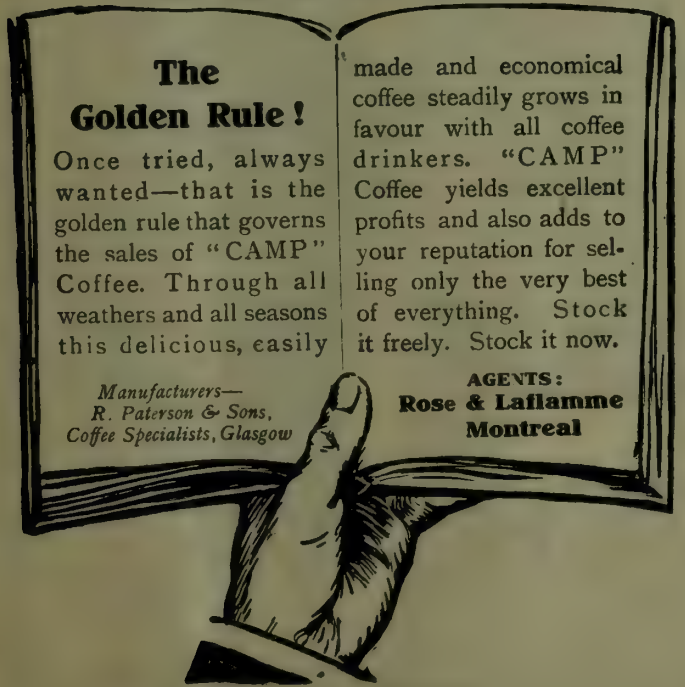
"CAMP" COFFEE

The Golden Rule!

Once tried, always wanted—that is the golden rule that governs the sales of "CAMP" Coffee. Through all weathers and all seasons this delicious, easily made and economical coffee steadily grows in favour with all coffee drinkers. "CAMP" Coffee yields excellent profits and also adds to your reputation for selling only the very best of everything. Stock it freely. Stock it now.

Manufacturers—
R. Paterson & Sons,
Coffee Specialists, Glasgow

AGENTS:
Rose & Laflamme
Montreal



The careful managing grocer—the one who always looks a little ahead will see to it right along this month that he has on hand a good stock of

LYTLE'S FAVORITE MINCE MEATS

for the Holiday Season and again for the New Year trade. These mince meats are on large call.

Done up in convenient sized parcels and can be ordered from your jobber or direct from the manufacturer.

The T. A. LYTLE CO.
Limited
124-128 Richmond St. West, Toronto.

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

Wholesale Grocers

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CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

THE Strongest Proof

of our motto "QUALITY COUNTS" is evidenced by the enormous increase in our business this year. We have consistently tried to make **WHITE SWAN** Spices, Coffees, Cereals, Cocoanut the **very best** of their kind, and it is gratifying indeed to see that our friends all over Canada are appreciating our efforts in thus keeping the standard high.

For this bumper year we thank you, and desire to extend our heartiest good wishes to all for the **very best of good things** at this joyous season.

THE ROBERT GREIG COMPANY Limited
TORONTO

GREIG'S White Swan BRAND

Grocers Are Requested

to look into the profit proposition that goes with our

PURE APPLE JUICE

(FOR DRINKING PURPOSES)

It is a good one. No beverage ever put on the market can equal Pure Apple Juice for genuine deliciousness combined with absolute purity. It consists solely of the juice of perfectly sound ripe apples. It is a great seller.

WRITE NOW FOR PRICES!

The Belleville Fruit and Vinegar Co.
LIMITED
BELLEVILLE - - ONTARIO

It Is Never Too Late To Begin a Good Thing

If you are not yet handling **"Pride of Canada"** Maple Syrup and Maple Sugar you are missing a good thing.

These goods lead the market for quality and all round excellence and they bring the grocer good profit.

It pays to handle

"Pride of Canada"

Maple Tree Producers Association
WATERLOO, - - P.Q.

St. George's Baking Powder

will prove to be a better seller than any other Baking Powder you ever carried

People are being educated on every hand into the importance of pure Food.

The government, the magazines, the newspapers, are all in the good work—and the demand for adulterated articles must cease.

Your customers are learning how pure and good St. George's Baking Powder is—how free it is from alum, ammonia, lime and other adulterants. They have been reading about the law in England that makes it illegal to sell alum baking powders. They are beginning to realize what a large percentage of Canadian baking powders contain alum and acid phosphate. They know St. George's Baking Powder is guaranteed to be made of Cream of Tartar, 99.90 per cent. pure—and they will be asking you for St. George's.

It will pay you to stock St. George's—Alum and other adulterated brands will soon be impossible lines.

National Drug and Chemical Co. of Canada, Limited, Montreal

"Non-Pareil Oil"

Highly Recommended by

Leading Bakers and Confectioners

The most Economical and Satisfactory Oil

Kentucky Refining Co.,
Incorporated
Louisville, Ky.

J. M. BRAYLEY, Manager Montreal Branch,
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MONTREAL

Samples and prices on application. Phone Main 3938.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
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QUAKER CANNED GOODS

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

A Happy New Year to All

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

We wish our numerous customers a Happy and Prosperous New Year, and desire to express thanks for the liberal patronage accorded during the past year, and trust by continued excellence of manufacture and close attention to business to merit a continuance.

The CANADIAN SALT CO., Limited
WINDSOR, - ONTARIO

For Toilet and Bath

You will find our Soap unexcelled in Purity, Quality, etc. . . . .

We are offering liberal terms to the trade

SAVONS FRANCAIS, C. Pagnuelo, Manager. Factory: 1653 Notre Dame St. E. **Montreal**

Government Records Show that

E.D.S. Brand Jams and Jellies

Have No Equal in Purity !

Every time the Dominion Government Analyst has undertaken to inspect E.D.S. Brand he has been unable to discover any impurities in it. That's natural enough, because we take care that every bottle of E.D.S. Brand shall contain nothing that is in the least degree impure. Clean, ripe, natural fruit and pure sugar, handled cleanly, is the foundation of E. D. S. fame.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

WRITE US

if you do not yet know about

Bee Brand Jelly Powder

You cannot afford to begin the New Year without a stock upon your shelves.

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - MONTREAL

JUST ARRIVED

First car of Seville Bitter Oranges to mature

WAGSTAFFE'S

PURE ORANGE MARMALADE

Ready for delivery about January 7th

SEE YOUR WHOLESALER.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

BRANSON'S

Concentrated Coffee

Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.

Good cup results assured.

Unvarying quality.

Large bottles.

Concentrated Coffee

A quick-selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.

Thirty years' reputation

Deserving its title—"the best."

Large bottles.

Branson & Co., Ltd., Chase Works, Clapham, **London, S.W., Eng.**

From 25 to 49 Raisins.

Why you should purchase

ROWLEY'S

Finest Selected Valencia Raisins

Count the number of RAISINS in a pound of other brands, then count ROWLEY'S and you will find they run the above number of RAISINS in a pound less than other packers best grades. You might as well purchase S. BODI BRAND Selected Valencias at less money and get the same fruit as other packers use for their finest brands.

Rowley's Valencia Shelled Almonds are the same. **We Pack Both**
Rowley's Seedless Valencias are Seedless.

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London, Eng. **Valencia, Spain** **Denia, Spain**

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THE STANDARD FOR COFFEE DRINKERS

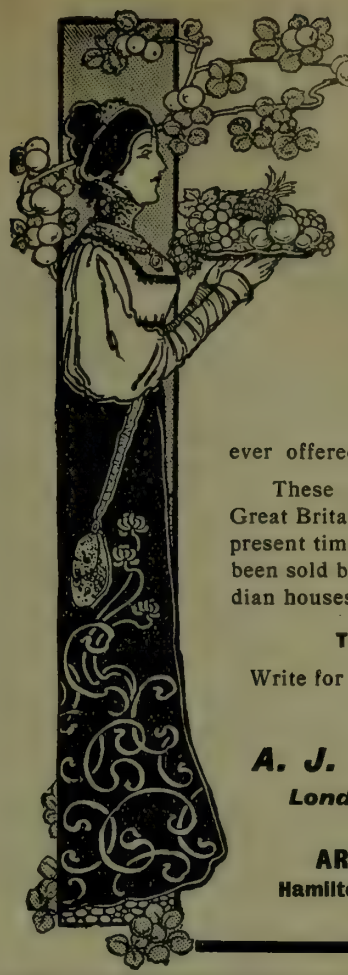
THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE

COFFEE

TODHUNTER, MITCHELL & Co. COFFEE IMPORTERS TORONTO



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MOST BEAUTIFUL

Line of

Xmas Cracker Novelties
Table Decorations and
Xmas Stockings

ever offered to the Canadian trade.

These goods are most popular in Great Britain and United States at the present time, and large quantities have been sold by some of the leading Canadian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.

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William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

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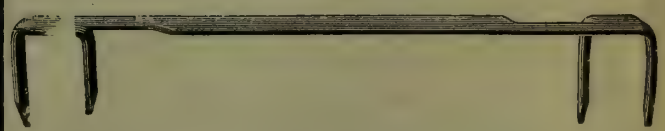


for

Candy, Lard, Cheese, Butter

and Small Packages generally

Samples on request.

J. N. WARMINTON

43 Scott St., Toronto.

207 St. James St., Montreal.

Smash the Freight Bills !

They kill profits. No man running a grocery to-day can shoulder big freight bills and succeed. Do not run the risk of failure by purchasing in Montreal, Quebec and outside places when we can supply you with **all** your needs at **better** prices than those quoted by houses in other places.

T. A. Bourque & Co., Reg., Sherbrooke, P.Q.

Proprietors of "DUCHESS" Brand Goods

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Bruises and Swellings, Lameness and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. $2.00 per bottle, delivered with full directions. Book 5-C, free.

ABSORBINE, JR., for mankind, $1.00 Bottle. Cures Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass
Canadian Agents: LYMAN SONS & CO., Montreal.

Low Prices for Immediate Shipment

We have on hand a stock of

Marbots
Grenobles
Shelled Walnuts
Raisins
Currants

and other Dried Fruits which we wish to dispose of quickly.

For immediate shipment we offer exceedingly attractive prices.

Postal us

C. A. CHOUILLOU & CO.

14 Place Royale, - MONTREAL

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise

The Merchant introducing those lines to his customers MAKES NO MISTAKE

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 67 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.

YOUR MAIN INTEREST

in the grocery business is to make money. Therefore it will pay you well to look into a proposition before passing it by. Consider this one. Are you handling the most satisfactory brand of canned goods? Does the brand you handle invariably please your customers? Why not try

Burlington Brand
Canned Fruits and Vegetables

the brand which always pleases the customer? Burlington Brand is canned to please ***your*** customers. Perfectly sound, ripe fruit and vegetables, canned scientifically in a peerless factory, has made the name Burlington Brand synonymous with lasting profit.

The Burlington Canning Co., Limited Burlington, Ont.

Increasing Your Profits !

Competition has resulted in shaving profits pretty close on some lines of groceries. Consequently you can't afford to cut them very much closer. To get new business and keep old customers QUALITY is undoubtedly the best method. People nowadays want quality, and are willing to pay for it. Especially so in Canned Goods.

Old Homestead

Brand

Canned Fruits and Vegetables

is the brand for the Quality demand. Old Homestead Brand is nothing but the perfect preservation in cans of ripe, delicious, perfectly sound fruits and vegetables. No foreign substance —no speck of adulteration or dirt—not one atom of anything injurious to human health ever gets into an Old Homestead can. That's why Old Homestead is Supreme—the brand of brands for the high-class, paying trade.

Is Old Homestead one of your lines ?

The Old Homestead Canning Co.

Picton, Ontario

"Essex" Pork and Beans

We're advertising largely to the public the superior quality of "Essex" Baked Beans. It will pay you to keep them in stock and give them all the prominence you can.

These beans have the genuine flavor of old-fashioned home cooking and are good enough for you to recommend. The utmost care and cleanliness are observed in the preparation of all "Essex" products.

The Essex Canning and Preserving Co. Ltd.

FACTORY AT ESSEX, ONT.

28 Wellington Street E., TORONTO, Can.

TRADE MARK KEYSTONE BRAND REGISTERED

The Grocers of Canada

KNOW A GOOD THING

When they see it.
That is why the sales of

KEYSTONE BRAND BROOMS AND BRUSHES

have increased so rapidly

MANUFACTURED BY

Stevens-Hepner Company Limited

Port Elgin, Ontario

"Balmoral"

Reg'd.

Scotch Marmalade

Send in your orders now for

Balmoral New Season's Scotch Marmalade

QUALITY THE BEST.

J. W. WINDSOR
Montreal

Wishing you the Compliments of the Season

HEADQUARTERS FOR

JAPAN TEAS

SHAW T. NISHIMURA, Sole Agent, - 55 St. Francois Xavier Street, Montreal

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

Lots of Money in the Wet

It's an ill wind that blows nobody good, as the old proverb has it. And certainly sloppy weather has it's good points, considered from the shoe polish point of view. Grocers will do well to keep supplied with

2 in 1

SHOE POLISH

this weather—the demand is great. One thing about 2 in 1 is, that besides being the best shoe polish ever made, it is a preserver of shoe leather life.

The F. F. Dalley Co.
Limited

HAMILTON, Canada BUFFALO, U.S.A.

To All Our Friends

we have pleasure in wishing

A Happy and Prosperous New Year

May you inform us a year from now that this wish has been fulfilled.

ACME CAN WORKS
MONTREAL

Mr. Grocer—

Your aim is big profit and satisfied customers. You get both in handling our coffee. Guaranteed 100 per cent. more healthful and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 lbs. in box.

Order from your jobber.

The Kaiser Mfg. Co.

TRADE
Kaiser MALTED HEALTH Coffee
MARK
SATISFACTION GUARANTEED OR MONEY REFUNDED
Guaranteed 100 per cent more healthy and better flavored than any other
Save Coupons for Premiums
Roasted, Ground and Packed by
THE KAISER MFG. CO
WINNIPEG REGINA CALGARY
EDMONTON VANCOUVER TORONTO
MONTREAL
CHICAGO and NEW YORK, U.S.A.

Tartan BRAND

SIGN OF PURITY

Wishing all our friends Compliments of Season and the Best of Wishes for 1908.

BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

QUAKER SALMON

We found there was a call for an even better Salmon than our famous **VICEROY** for the highest class trade. To meet this demand we spared no pains nor expense to secure what was wanted.

QUAKER SALMON resulted. Highest quality Canadian fish. Highest art Canadian labels. Greatest care in packing. Every tin wrapped in tissue paper. First class cases. Prices very reasonable quality considered.

QUAKER is not alone equal to, but is better than, any Salmon that has ever been offered Canadians. This we guarantee.

Quaker Salmon, Flats,	*$2.05 doz.*
Quaker Salmon, Tails,	*1.90 doz.*
Viceroy Salmon	*1.75 doz.*
Empress Salmon	*1.50 doz.*

M

Mathewson's Sons

202 McGILL STREET, - MONTREAL

ESTABLISHED 1834

It is difficult for anyone to make a match

better than our

"Laurier" and "Togo"

brands of

MATCHES

It is not possible to show better profits than can be made with these brands. Our saving of freight to you alone is a big item.

Write for Particulars.

The Improved Match Co., *Limited*

Head Office: BOARD OF TRADE, MONTREAL.

Factory: DRUMMONDVILLE, P.Q.

A Happy and Prosperous New Year To All.

THE DAVIDSON & HAY, LIMITED
TORONTO

Removal Notice

I would like to inform my numerous customers that I have secured new and larger premises at

5 Place Royale

where in future I will be found. My growing business has made necessary this move. I have purchased the property and am remodelling it to suit the needs of my trade.

The new premises will enable me to carry an even larger stock than before, and I will be better able to look after your wants.

Do not forget the address.

P. ADELSTEIN,

5 Place Royale, - - - Montreal

Wholesale Grocer and Importer of Black Olives in barrels, Scotch and Holland Herrings in barrels, half barrels and kegs; California and Lima Beans.

Don't Experiment

with other foods said to be the same as or better than

Molassine Meal

No other food can prove that its use keeps Horses, Cattle, Pigs and Poultry in perfect health all the year round.

Ask your Feedman for sample 100 lb. bag.

ANDREW WATSON

Telephone Main 4409 **91 Place d'Youville, MONTREAL**

Side by Side

These two polishes (Stove and Shoe) have no superior in their line. The profit to the dealer is a good one. Write for sample and particulars. Handsome counter stand free.

EDWARD HAWES & CO.

100 FRONT ST. EAST, - - TORONTO.

A PAYING INVESTMENT

for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

St. Thomas Canning Co., Limited

St. Thomas, - Ontario

CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,

½ dozen in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all Sale Dealers

The CAPSTAN MFG. CO., - Toronto, Ont.

LEA'S

The Pickle with the Home-Made Flavor

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

OUR SALESMEN,

Messrs. W. J. Wilson, W. M. Fielding, A. Brooks, O. Rosseau and C. D. Booth, join us in wishing their customers in Toronto, Montreal, Ontario and Quebec the Compliments of the Season and a Prosperous New Year.

S. H. EWING & SONS

96-104 King St., Montreal — **Phones Bell Main 65 and 155**

20½ Front St. E., Toronto — **Phone Main 3171**

Poultry for New Years

Mr. Grocer, You can get poultry in many places. If you want GOOD POULTRY, delivered when you want it in good condition ask us to ship you

TURKEYS—Bright Plump Stock at Right Prices.
CHICKENS—First Class, the Kind that Will Sell.
DUCKS—Good Ones. To Please You and Your Customers.
GEESE—No Better on the Market. It Will Pay you to Write.

We are not talking. We have something to offer you. We act. And our prices are right. If you want the best, the kind that will please your customers write **or wire us.** We guarantee satisfaction. No order too large and none too small to receive our best attention.

P. POULIN & CO.

BONSECOURS MARKET

MONTREAL

SHELLED WALNUTS!

We are now delivering DE FORNEL & CO'S famous shelled walnuts. Order at once for late requirements for holiday trade.

SHELLED ALMONDS

Cachew Nuts (from Ceylon) also for New Year trade. Your order is?
It is not yet too late for you to write us regarding Crystallized Rose Leaves, Lilacs, Violets, etc., for decorative purposes. Address us

W. P. DOWNEY, 26 St. Peter Street, MONTREAL

The Happy Homes of Canada

CANADIAN homes are happy homes this Christmas. As happy as any homes anywhere in the world. For Canada has her full share of the comforts which make people happy. And thrifty Canadians love Canada for her bounty.

Thousands of homes in every Province are happier since following the advice of **Cottam Bird Seed** which has been persistently advertised for years.

This advice is "Never keep house without a Canary." Love in a cottage may start all right, but you've got to get the blithe, happy Canary-spirit to keep it going. And there's no better cure for surliness, no better example of happy, good nature to set before children or their elders, than a spick and span Canary hopping merrily from perch to perch and warbling over his **Bird Bread** and **Cottam Seed.**

As a result of this advice being constantly advertised for years the grocers of Canada now sell ten pounds of bird seed for every one pound that was sold before **Cottam Bird Seed** took up their advertising campaign. And more advertising is being done and more Canaries are being kept every year. Our Free Advice Department is kept constantly busy helping the beginners and bird-keepers who write about their birds from all parts of the country. And soon we hope to realize our ambition to get a trained singing Canary into every home in Canada and give thousands of women profitable and pleasant employment in breeding them.

Our Senior says he'd rather feed the Canary birds of Canada and make those who keep them happy, than have a seat with Laurier in the Cabinet. Perhaps one of these days he'll do both. For the Government is taking into its "most serious consideration" the creation of a new Department to be known as "The Department of Singing Canaries and Happy Homes."

And Sir Wilfrid has promised this new portfolio to **Cottam Bird Seed.** Indeed, bird-keepers in all parts of Canada have shown in unmistakable manner their desire that only the name of **Cottam Bird Seed** be mentioned in connection with the "Ministry of Canaries and Happy Homes." And Sir Wilfrid with his usual penetration and sunny ways has gracefully yielded to their request.

So important an announcement ought to have been left for the Premier to deliver, but no patron of **Cottam Bird Seed** will disclose the information until Sir Wilfrid hands down the Bill in the House.

So, then, here's to the Happy Homes of Canada. Here's to the Canaries that help make homes happy. And may 1908 be a bumper year for us all.

COTTAM BIRD SEED

MANUFACTURERS GROCERS' SUNDRIES

LONDON, CANADA

Interested Grocers can get trained singing Canaries from us at wholesale prices. These birds are imported from Germany specially selected by us and have a sweet, mellow song with numerous variations in bell, water-bubble, flute, deep roll and other charming melodies. Their song is not at all like that of the Canaries commonly kept in Canada.

One or two such birds in nice brass cages make the choicest ornament and a desirable pet for home, store or office and a good profit can be made by selling them. Write for prices and will send you free a copy of our new 25c book, "Money in Canaries or Canaries vs. Chickens."

THE IDEAL NEW YEAR'S GIFT
BUSY MAN'S MAGAZINE

That's right, because it's a present that lasts throughout the year, giving the recipient increased delight with every passing month. Busy Man's is not an ordinary magazine. It's a magazine which contains every month the **very cream** of the contents of the world's many magazines, an easy-to-get-at index of their other contents, besides specially-written articles on Canadian topics by the best Canadian writers.

Here is what Mr. C. Edgar Wood, Sales Manager of The Dominion Cartridge Company, Montreal, says about Busy Man's ; and his opinion is shared by hundreds of others :

> "I cannot resist telling you how well I like the Busy Man's Magazine. It is the only publication that I keep a file of; in fact, I have to, because practically every article in the various issues has been blue-pencilled by me for future reference. I have never found, under one cover, so much that will interest a business man. You have certainly succeeded in obtaining all of the articles of value from the principal magazines of the world, and as a consequence, I have not only been enabled to save a great deal of time by reading your magazine, but also a great deal of money. For instance, I had subscribed for thirty-two different publications, and I now find that The Busy Man's Magazine covers the gist of the majority of them. It is with a great deal of pleasure that I note your addition of articles on Canadian subjects by Canadian writers."

Have you an employee or Business Associate to whom you wish to give a New Year's gift ? The best, the most useful gift you can make him is to take advantage of our **special offer** and have us send him Busy Man's Magazine for one year, with a copy of the beautiful Christmas Number free. You can make this ideal gift to any number of people, and **the more you give the less the cost of each individual gift.**

One Subscription (including free Christmas Number) costs	**$2.00**
Two Subscriptions " " " " "	**1.50 each**
Four and more Subscriptions " " "	**1.00 each**

This means that for four dollars you can give four friends a present which they will receive and appreciate every month during the year.

This is the card which goes with each Christmas number, telling your friend of your gift.

With the Season's Compliments

Mr. _____

in extending to you the Season's Greetings, requests the MacLean Publishing Company to announce that Busy Man's Magazine will be sent to you for one year commencing with the January number, 1908.

The publishers wish to join in the hope that you will receive from every number the same enjoyment that prompted the gift.

To _____

Send in Your Orders Now

Just send in the list of names and addresses, plainly written, and the money according to the number of names, and we'll do the rest. Your friend will look you up and express his keen appreciation of your choice of a gift. Don't hesitate. Do it now !

SEND TO OUR NEAREST OFFICE

THE BUSY MAN'S MAGAZINE

TORONTO MONTREAL WINNIPEG LONDON, ENG.

We wish all our customers

"A Happy and Prosperous New Year"

JAMES TURNER & CO., Limited

Hamilton, Ont.

Goldenette

PURE CANE SYRUP

Every tin sold makes a customer.

A high grade syrup for particular trade.

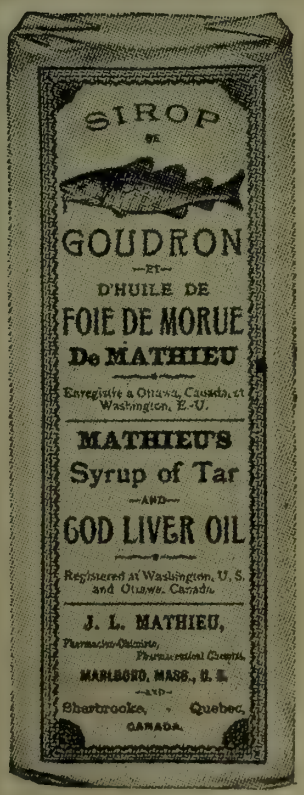
BIG PROFITS

Clear and Golden.

Sold by all up-to-date jobbers

Imperial Syrup Co.

MONTREAL.



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

THIS IS THE SEASON in which such large quantities of Mathieu's Syrup are sold. It is a time when every second person you meet has either a cough or a cold. Nine out of ten of these people call for Mathieu's Syrup of Tar and Cod Liver Oil—because they know how efficacious a remedy it is.

MORAL: Keep a good stock of Mathieu's Syrup. It sells without effort and gives you a decent margin into the bargain.

Mathieu's Nervine Powders taken in combination with Mathieu's Syrup are the best cure for La Grippe, Feverish Chills, etc.

Send your order along to us to-day.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

Montreal Hoping for Inspector

Tea Importers Are Anxiously Awaiting Government Action in Matter of Testing—Specific Instances of Troublesome and Expensive Delays—Reply to Petition Sent by Wholesalers.

Tea importers and brokers in Montreal are optimistically looking forward to favorable Government action in the matter of appointing a tea inspector in Montreal.

With the New Year turned the officials at Ottawa will be better able to give their attention to this very important matter. Before them they have the petition of the trade, which was sent them a few months ago, and they have also the individual opinions of many leading tea dealers and merchants who privately wrote Hon. Mr. Paterson, Minister of Customs, at that gentleman's request. Besides this they have the whole matter summed up in The Canadian Grocer of November 8. In this issue the pros and cons of the matter were laid before the trade. Leading spirits in the tea importing and brokerage trade pointed out the necessity of an inspector in a port so important as Montreal. Every phase of the question was discussed by Grocer reporters with those who are best qualified to speak of conditions as they affect tea people in the metropolis. Leading points brought out were put before the Government. Copies of The Canadian Grocer were forwarded to Hon. Mr. Paterson and John McDougall, Commissioner of Customs. Both gentlemen acknowledged receipt of the paper and the letter sent by the editors drawing their attention to the article. The replies of both gentlemen are reproduced on this page.

It was not generally thought that the authorities would take any steps at the time, in fact, nothing was expected in 1907, as the season of navigation was just about closed and the Government was busy with other matters of national importance. Parliament, too, was about to open.

Now, the session of Parliament is well advanced. The right parties are in a position to go into the matter thoroughly, not that it is very difficult to come to the conclusion that an inspector is required in Montreal.

Wholesale grocers, a class greatly affected, are now able to discuss the appointment of the desired official with representatives of the Government. Their holiday trade is over and they can devote some time to advocating necessary improvements in conditions in the grocery trade.

Charge of Demurrage Delay.

One of the points lightly touched upon by The Canadian Grocer was the fact that importers were charged demurrage for delay in relieving the railway companies of the tea consigned to them. This delay is caused by the samples sent to Ottawa being held there or delayed in transit, or something of this sort, possible because of the lack of an inspector in Montreal.

As there is at present no such thing as reciprocal demurrage between railways and consignees it is hardly fair to expect the latter to stand for a charge which is made possible by Governmental delay, delay which could be avoided if there was an inspector in Montreal.

In The Grocer of November 8th we manager for Shaw T. Nishimura, one of the Montreal tea importers that a railway had threatened to charge demurrage on a shipment of teas held up while samples were being sent to Ottawa for inspection. To-day we publish an instance where demurrage has been charged and paid.

The Grocer called on Takezi Kusanobu manager for Shan T. Nishimura, one of the largest native tea houses in Montreal. He gave the following facts :

On October 1 entry was passed on a shipment of teas worth between $15,000 and $16,000. The entry number was 11095A. From the moment of passing entry, one of his men was in constant attendance, to hurry matters as much as possible. On October 10 or 11 the goods were received, and demurrage, amounting to $9 paid. Nor was this the only loss connected with the shipment. These teas were all sold in advance, and every effort was made to have them delivered as promptly as it was humanly possible, one man giving his whole time and attention to the matter, yet it was eighteen days from the date on which the goods reached Montreal until they were delivered. During this time, of course, Mr. Nishimura lost the interest on over $15,000.

"This," said Mr. Kusanobu, "is the condition of affairs, in spite of the utmost attention and efforts on our part. If we simply let matters take their course there is no saying when our goods would be released."

Speaking further on the subject, Mr. Kusanobu said that three years ago he attended to the releasing of the goods himself. There was a large shipment of teas coming, all sold, and delivery promised for four weeks from the date of reaching the coast. The teas arrived in Montreal, and he attended every day, yet it was four weeks from the date of reaching Montreal when the goods were delivered to the customers. "Such instances," said Mr. Kusanobu, "need no comment."

Reason for Delays.

When asked how such delays occurred, he explained that it was caused, partly, at least, in this way :

"Car No. 1 comes in and is unloaded. Samples are then sent to the customs and these are forwarded to Ottawa. Meanwhile, Car No. 2 comes in, and has to be put on a siding, because the space in the freight shed has not been set

---

The letters received herewith at the Montreal office of The Grocer in reply to enquiries regarding the appointment of a tea inspector for Montreal:

"Gentlemen,—

"I have the honor to acknowledge the receipt of your letter of the 18th instant, together with a copy of The Canadian Grocer, on the subject of a tea inspector for Montreal and have noted contents.

"The tea at present subject to inspection, as being prohibited from importation, is described in Schedule C. of the Customs Tariff, as follows:

" '1205. Tea adulterated with spurious leaf or with exhausted leaves or containing so great an admixture of chemical or other deleterious substances as to make it unfit for use.' "

"I have the honor to be, gentlemen.

Your obedient servant,
(Sgd.) JOHN McDOUGALD.
Commissioner of Customs.
The Canadian Grocer,
Montreal, P.Q.

"Dear Sir,—

"I have received yours of the 18th instant, and have noted the article in The Canadian Grocer dealing with the tea trade of Montreal. You say that should I have any comments to make on the matter contained in the article in question, you would be pleased to hear from me.

"I thank you for your courtesy in offering me an opportunity to make such comments, and would say, that unless I have overlooked it, you do not print the reply sent to the petitioners from the Customs Department, and as you may not have seen it, I beg to send herewith a copy of it.

"Perhaps I might add just another word to say, that the permission that Mr. John Patterson, of John Duncan & Co., speaks of, viz.: That the Customs Department allows his firm to have their goods conditionally, without waiting for the decision of the Ottawa Inspector, is not confined to that firm alone, but applies to all the tea importing firms in the city."

Yours very truly,
(Sgd.) WM. PATERSON.
The Canadian Grocer,
Montreal, P.Q.

free. Then comes car No. 3 and blocks the way for bringing up car No. 2 when the goods brought in car No. 1 are finally released and removed. Thus days and even weeks are lost; every day of which means money to the importer."

No Inspectors—Wholesalers Losses.

Alex. Orsali, of Hudon & Orsali, when seen, complained that shipping conditions were far from what they ought to be.

"Montreal," said he, "is an enormous freight centre and anything whatever which causes goods to be tied up in freight sheds for any length of time simply creates such a congestion that it is impossible to tell when the goods will be finally delivered." Mr. Orsali pointed out two results of not having a tea inspector at Montreal, which have not been emphasized before.

Orders Cancelled.

In the first place, he explained, they frequently have retailers cancel their orders, because they are unable to wait for the goods, which are lying tied up in Montreal. "And these retailers," said Mr. Orsali, "are our best customers. A man who can sell the goods he has ordered and who intends to pay for them promptly, is the customer we want, and he is just the one who neither will, nor can, wait indefinitely for his orders to be filled. The result is that the goods are left on our hands until some other person wants them; meanwhile we are losing the interest on the money invested."

"There is another point to be noted," continued Mr. Orsali, "We are frequently making up a carload of various lines of goods for one customer. He wishes to have his order of teas included; and simply because we cannot get our teas, even though they are in Montreal, the shipment of that car is delayed indefinitely; which is far from being either businesslike or satisfactory. The situation is serious. There is only one solution. We must have a tea inspector at Montreal."

Standards Advocated.

Geo. Forbes, wholesale grocer and tea importer, was next seen. He expressed himself as being very much in favor of having a tea inspector at Montreal. "When the experiment was tried before," said he, "it gave good satisfaction. To me it is inexplicable why the largest centre in the Dominion should be without an inspector." When asked if they ever had retailers cancel their orders, he said: "It is a very common occurrence to have teas in Montreal, and have retailers cancel their orders, simply because we cannot get hold of the teas to fill those, often very pressing, orders. There is little use in going after the goods in person, as you scarcely ever see anyone but irresponsible clerks, who shrug their shoulders as proof of their total innocence of any knowledge whatever."

"But," concluded Mr. Forbes, "an inspector at Montreal would radically change the situation, and most of these delays would be avoided. It would be necessary, however, to have well defined standards, and an inspector who knew teas, and who was given a free hand in the matter. This, I think, is a necessity, and the sooner it is put into operation the better."

Lockerby Bros., wholesale grocers, expressed themselves to be in favor of having a tea inspector located at Montreal. On Wednesday, October 20, they were without any quantity of tea on the premises. Orders were in which they were obliged to refuse, and yet entry had been passed over a week before that date on a large shipment of tea, which at that moment was lying a few blocks from their own door, but which, nevertheless, was unavailable. One of the clerks humorously put in, "If the powers that be only tried to get through a single shipment of tea, a great deal of argument could be dispensed with."

Immediate Action Desirable.

Action taken by the Government in this matter should be taken early. If the matter is allowed to hang fire until well on into the spring, say March, the appointment of an inspector will likely cause some trouble to importers, who make all arrangements before spring for the active season. Prompt action is required.

WALTER C. GADEN.

The following is the reply to the petition forwarded to the Department of Customs by the Montreal wholesalers:

"Gentlemen,—I have your letter of the 27th instant, enclosing petition of the tea importers of Montreal, in favor of having teas inspected at that port.

"In reply I would say to you that the testing of teas at some of the ports is, so far, only experimental. The Department thought that, in the case of ports distant from Ottawa, where considerable delay is necessitated through having the teas forwarded here for inspection, we might try whether the testing might not be done locally, subject to appeal to Ottawa. It was not because we were not aware of, and appreciate, the importance of the trade at Montreal and Toronto that officers at those ports were not named as inspectors, but because, being so near to Ottawa, it was considered that it would be quite as convenient and expeditious for such ports to have the testing done in Ottawa as in their respective cities. Samples come by express—the charges on which are paid by us—reaching here in a few hours, and the result will be telegraphed to the collector at our expense.

"Will you please confer with the petitioners, and ask them if they do not consider this arrangement to be as much in their interest if not more so, than that suggested by them?

"I will be pleased to hear from you again on this point.

"Yours truly,

(Signed) "WM. PATERSON."

WILL WRITE LIFE INSURANCE.

Walter Gaden, of Red Rose Tea, Goes Into Financial Business.

Walter C. Gaden, who has been for five years Montreal representative of T. H. Estabrooks, St. John, N.B., severs his connection with that firm with the beginning of the new year, to enter the employ of the Sun Life Assurance Company. While proclaiming the merits of Red Rose Tea to the trade of the city, "Walter," as he is familiarly known, made a host of friends, who will be sorry to miss his customary visits. Mr. Gaden has as good a connection with the retail grocery trade in Montreal as any traveler selling in the city and all his customers are his friends, for he has made a practice of giving every man the square deal. Besides, he can tell a good story with the best of them. He invented Victorine, the washing powder, and for a few years pushed it, eventually selling out to get "among the boys" again. At the grocery picnics and at all gatherings of the trade, Mr. Gaden has been a prominent figure, always helping along the fun at playtime. It is to be hoped that he will, on occasion, take a day off whenever the grocers get together for a day's pleasure. He has the heartiest good wishes of the trade in his new field and in these The Canadian Grocer joins.

TO REFORM CIVIC AFFAIRS.

Montreal Manufacturers' Association Take Steps Toward Improvement.

Efforts are being made by the Montreal branch of the Canadian Manufacturers' Association to start a campaign of reform in civic affairs in Montreal.

At the meeting of that body last week, over which the chairman of the Montreal branch, S. W. Ewing presided, the various aldermen now in the council came in for a share of commendation or criticism as the case might be. In most instances the manufacturers were not favorable toward the present members of the body. Nothing definite was done toward the planning out of a course of action, except that co-operation on the part of the Board of Trade and the Chambre de Commerce will be sought. The Chambre de Commerce later promised their support, while it is thought that there will be no difficulty in obtaining the assurance of the Board of Trade's assistance in anything that may be undertaken.

Grocery News from Coast to Coast

News of the Trade From Every Part of Canada—Business Generally is Quieter After Holiday Rush—Outlook is Bright for New Year's Business.

EDMONTON.

The closing weeks of the year find everything bright and prosperous in Edmonton, in spite of the gloomy reports that have gone abroad regarding the failure of the crops and the financial stringency. The boom period in Edmonton has come and gone and things have settled down to a steady growth. Real estate agents and property speculators are becoming fewer and those who remain are finding things slow in the city, but the merchants, the working people and the manufacturers are finding conditions improving and the town has started in a steady, resistless growth that it is expected will before long place it at the top of the list of prosperous, growing cities in Western Canada. It is expected that there will be a slight depression in the trade for a month or two after Christmas, but the depression will only be temporary. In the meantime grocers and other merchants are finding the Christmas trade fully equal to that of other years.

In response to the query: "How does your trade compare with this time a year ago?" merchants in almost every line state that business is better than during December last year in Edmonton. Some stated that it was harder to get trade, but that by judicious advertising the returns were found to be very satisfactory. Other business men gave it as their opinion that business was noticeably increased, and two merchants went so far as to say that their returns were almost double those of the closing months of 1906.

"We are doing easily fifty per cent. better than at this time last year," said a member of a firm of a Jasper Avenue grocery and bakery. "The general tenor of the retail trade in this town is good, and I think the bulk of the depression is mere talk. We would feel it as much as any one, I suppose, if there was any diminution of business. I have been here for years and am intimately acquainted with trade conditions in Edmonton, and I have no hesitation in saying that trade is very good here this year. If there is any slackness in real estate it seems all the better for the merchants.

"Our trade conditions are very much better this year and in all departments," declared the manager of a departmental store. "Our whole trade from the beginning of the year has been one continual march forward. Every month has brought us larger returns than the corresponding month last year, and next year is going to be even superior to this year. It has got to be and that is all there is to it. That is what we are here for, and with the continued growth of the city it is only natural that our trade should grow too."

"We don't find business slack at all," said the head of another departmental store. "The propitious weather this fall has had a most beneficial effect, and trade has continued good without a break. People are buying just as freely as last year. Probably the larger amounts are not spent as in former years. That is, there are not so many $100 or $200 orders or so many purchasers of $500 sets of furs, but the smaller, steady trade, on which every merchant depends, continues unabated. There may not be the demand for higher grades of goods this year that there was formerly, but this phase of the business will soon right itself."

* * *

The croakers will have to revise their programme and substitute some other cry than that of little business doing and no cash circulating. This plaint gets a decided offset from the storekeepers, generally regarded to be a part of the community that spends a good deal of its time in airing its worries and grumbling at conditions. These men are constrained to admit that they are satisfied with their business conditions, especially in comparison with trade at the same time a year ago. "How can these bland shopwalkers keep their most debonair and gayest aspect with the talk of depression" was the question that suggested itself, but an interview with the manager of the store at once adjusted the perspective. With the trade done from 25 to 100 per cent. better than a year ago, it is small wonder that the optimist on the floor below could appear radiant. The statements quoted above are specimens of a whole round of enquiries made among the city merchants, and whether it was the man who provides cradles and other articles of furniture, the grocer and provision dealer, or the clothing store, none failed to answer that they were considerably busier than a year ago. People may be a bit more cautious about giving $100 orders, but smaller goods they are buying in larger quantities than ever.

* * *

A. Klukas, flour and feed merchant on Jasper Avenue East, has returned from Vancouver, where he has been on a business trip for the past ten days.

* * *

The Alberta Poultry and Pet Stock Association held a meeting in the city last week to transact business and to made the necessary arrangements for the annual winter exhibition. A sample and tender of exhibition coop front was presented and approved of. It was decided to hold lectures in the city each month on the raising and marketing of poultry. A meeting will be held on January 6, 1908. The subjects to be dealt with are: "Straight breeding and feeding of poultry for winter egg production," and "Preparing poultry for exhibition," by A. W. Foley and J. Longmore. A poultry breeders' directory is being prepared by the association. It will be distributed free to poultry breeders of standard bred fowls.

A. E. Gallagher, one of the firm of the Toronto Commission and Produce Company, known as Gallagher Bros., who has been making an extended tour of the west, was in the city last week. He went east on the C.N.R.

* * *

A new company, known as the Scales System, has recently established a messenger service in the city. They have applied to the city council for permission to put wires on the telephone poles in order to place an electric bell in every hotel and business house in the city, so that a messenger boy may be called quickly when required.

* * *

This week sees the Christmas trade in full swing, and the merchants are keeping "open shop" until ten or later every evening, in order to serve the rush of Christmas buyers. The book stores and novelty stores have been doing this for some time now.

* * *

R. Bruce Inglis, a Jasper Avenue grocer, has made an assignment.

* * *

Ideal fall weather has prevailed this year and not till last week did the first snowfall come. The weather has not been very cold as yet and has not reached the zero mark. Old timers prophesy an open winter.

* * *

"What we want in Edmonton is a good, live retail grocers' association." This was the opinion expressed to The Canadian Grocer representative last week by one prominent grocer in the city and enquiry among other merchants along the same line proved that a movement to form such an association would be a popular one. One reason why the Edmonton grocers favor such an organization is that many of them have only recently started business in the city. Before coming here they have been in touch with the grocery business in other places and have seen such an association formed and successfully conducted. Then, too, they have read in The Canadian Grocer of the success of retail grocers' associations and are of the opinion that one could be formed here.

A few years ago an association was formed in this city. The majority of the grocers then in business joined the association and for a time it proved a success. By an arrangement among the association members groceries were sold all over the city at a uniform price, this placing all on the same footing. The association did not make the mistake of raising the price of groceries too high so as to be a burden to the consumers but they merely kept the price at a level that assured the retailer of a fair profit on every article sold. In addition to this they did much to curtail the credit system that was causing

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

grocers a large loss in bad debts each year. A black list was formed to which was added the names of consumers who purchased goods on credit and did not pay for them. These people at last found it impossible to obtain groceries on credit and were of necessity forced to pay cash.

As the town grew, however, many small merchants opened stores on the side streets of the city who did not belong to the association. They refused to join and proceeded at once to cut prices, foolishly believing that they could stand a smaller or no profit for a time in order to build up a trade. The action of these small stores would not have affected the association but just at this time a large departmental store recently established in Edmonton started to cut prices in order to build up a business. Among other merchants the grocers at once felt this. It is asserted that one firm in particular lost thousands of dollars in selling goods at cost price or less. They had strong financial support, however, and in the end won out. They attracted a large number of customers from the association stores until at last the association members could hold out no longer. They were forced to cut prices in order to compete with outsiders and the Retail Grocers' Association in Edmonton fell through.

"There is really only one way to revive this association and place it on a practical basis," said one grocer, "and that is to get every grocer in town to join. This would be almost impossible. Many of the so-called grocers in Edmonton to-day are farmers and others who, in many cases have made a failure of the work they were at. They have come here with a little money and laid in a supply of groceries and opened a store. They have not had sufficient experience in the business to realize that they are standing in their own light when they refuse to join an association formed for their benefit. The old motto: "In union is strength," is not yet theirs and probably never will be. Instead they prefer to play the lone hand and thus not only hurt themselves but effectually hinder others from forming an association."

There is a growing feeling among the more prominent grocers, however, that a retail grocers' association would pay and should be established and it is probable that steps will be taken in this direction before long. When the movement does start let every grocer help it along in every way possible thus working for their own welfare and for the good of the trade.

* * *

F. S. Miller, wholesale grocery broker of Winnipeg, was in the city this week on a business trip.

* * *

D. R. Whitehead, traveler for the Webb Confectionery Company, is in Edmonton in the interests of his firm.

* * *

The proposal of the Edmonton Produce Company to establish a cold storage plant in Edmonton has fallen through for the present, owing to the death of the manager, Mr. Williamson. Negotiations were in progress with the city and the company were about to receive concessions in the form of cheap water, light and power. Mr. Williamson, the head of the firm, was taken ill, however, and his death has caused the matter to be dropped. The business of the company is still being carried on by the other members of the firm, but it is not thought advisable at the present to make the outlay required to start a cold storage plant. This will mean that no help can be looked for at present from the establishment of a cold storage plant here, and butter, fruits, and indeed all lines of provisions of a perishable nature will still be sold at the prevailing high price.

* * *

The grocery business that has been carried on for some time by Messrs. Matheson and Jacobson on Jasper Avenue East, has been taken over recently by C. C. Thompson. Mr. Thompson is well known among grocery men in this city as a thoroughly competent man in the grocery line. He was employed by A. McDonald Company, wholesale grocers, for a year and a half, and was with the Hudson's Bay Company for three years, in the same line of business. He has a full line of groceries, fruits, confectionery, etc., and with an up-to-date store and modern methods, Mr. Thompson should do well in the grocery business in this city.

Robert H. Best.

GUELPH.

The Christmas season, the gladdest time of all the year in the grocery business, is on with a rush. Good sleighing has brought the farmers from the surrounding country that have not done business in Guelph for years. Long before daylight the roads leading here were black with all kinds of sleighs and cutters coming to the Guelph market. As the grocers appear on the scene to open up their stores, in a great many cases they were astonished to find farmers from miles away waiting with loads of fowl and produce to do business. The market was the largest in years, and prices took a drop accordingly; geese from 7c to 10c a pound, turkeys 11c to 15c, and chickens and ducks at your own price made business in the Royal City hum as it has not done for a long time. The Christmas spirit seemed to be in the crowds, and while some few took home their fowl to return again Tuesday in hopes of better prices, the majority by far sold and took the drop in prices good naturedly and bought and went home happy and contented. One farmer put it this way, however. He said he did not think it fair for people who were not regular attenders at our market to be allowed to come in from such long distances and spoil the market for regular attenders. But he was only one, and, like lots of others, did not know how many poor people were able to buy a fowl for Christmas that would not have been able if the long price of 18c and 20c for turkeys last year had continued. The stores were crowded all day and away into the night. It was near midnight when some stores got closed, and it was a real treat to see the happy faces and the good natured jostling of one another in the crowd. They bought freely, and certainly not cheap stuff either, as on looking over the stocks most merchants found it was the better class of goods that had been the best sellers.

* * *

The stores are all very tastefully and artistically dressed up for Christmas and each grocer has done his share. This year for some reason the windows are not up to the usual standard for Guelph. We have a lot of good windows and lots of good window dressers, but they have not come up to the mark in a great many instances this year. W. T. Doughty in his feed and seed store has an original idea in a frame barn with china horses, cows, pigs, and a general barnyard appearance, with even little chickens feeding. It is quite a good drawing card and reflects credit on the designer. Another fancy dressed window in one of our grocery stores, dressed by two ladies, who do not want their names mentioned, was quite an attraction. But for an out and out good grocery window I have not seen one this year yet, and I have been looking around for them.

* * *

Little & Costigan have a nice new delivery sleigh on the road.

* * *

Most of the grocers have sent fancy calendars for their customers, and some wonder if it pays. "It certainly doesn't pay, but they all do it," said one grocer. But if the grocers all got together and all did not do it for next year, do you think the people would all quit eating? Not much, Mr. Grocer. The valuable time spent at this time of the year in rolling up and trying to please everybody about their calendar and in trying to explain to Mrs. So and So how her poor neighbor got one just like hers, would be much better spent in dressing a good old-fashioned grocery window like we used to have before the calendar business was thought of in the grocery business. You and everybody else who gives calendars know that each year you disappoint some and probably lose a few customers that you have no idea of because you did not give them one for mother who lives in Toronto and another for somebody else out west, etc. Give them good honest groceries at a good honest price and never mind this something for nothing business and you will find it pays. But you must get together and stop the calendar business; give them after the Christmas rush is over and not throw away good time after bad money spent in calendars. This is one grocer's opinion.

GEORGETOWN, P.E.I.

Business has been exceptionally good in Prince Edward Island during the year now drawing to a close, thanks to the abundant yields from the sea and soil and the splendid prices paid for marketable products.

Collections on the whole have been good, and the general prosperity of the province is much in advance of previous years.

The fisheries have been good, the lobster pack alone amounting to nearly three-fifths of a million dollars. Oysters, while not anything like as plentiful as last year, brought an exceptionally good price, the inferior grades selling for as much as $8 per barrel on the shore.

(Continued on page 36)

THE CANADIAN GROCER

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Limited.

JOHN BAYNE MACLEAN - - President

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FOR A GOOD NEW YEAR.

In a few days more our readers will be looking a new year in the face. What is it going to hold for you? Is it going to be a better year in business and family life than the ones that are gone or is it going to follow along in the same old rut, with the same mistakes and same unpleasantness on troublesome occasions? The beginning of the year is as good a time as any to make beginnings along other lines and in spite of the hackneyed stories about the failure of good resolutions, one cannot but believe that a great many that are never heard of are kept and kept with great advantage. There is no reason why good resolutions, if made in a serious and calculating mood, should not be carried out. It needs only eternal vigilance and a good supply of determination to do so. A promise to ourself should be kept even more carefully than a promise to another.

Let's make 1908 the best year of our life's history up to date. We can have a better year not only in business, but also as regards personal happiness if we will only do or refrain from little things that we know are easily possible.

And with this The Grocer wishes all its readers the best year they have yet experienced, as regards both business and personal welfare.

THE BUSINESS OUTLOOK.

The manager of a large jobbing business in Winnipeg who called at the Toronto office of the MacLean Publishing Company on Monday strongly commended the position taken by this paper in its articles on the financial situation during recent months. He particularly commended the series of articles on "The Situation in the West," as being a most accurate size up of existing conditions in the West, he having been traveling in the three Western Provinces himself during the greater portion of 1907, and, therefore, in a position to pass judgment upon the articles.

Strong condemnation was given the daily papers for their inaccurate statement by the visitor, he holding the view that much of the existing unrest is due solely to the scare headings and reports written by space writers in the daily press. While admitting that our articles have not been overflowing with optimism he held the view that what the trade wanted were the true facts and to the best of his judgment our articles had hit the nail squarely on the head.

"Merchants in the West are confronted with a situation largely of their own making," said the visitor. "Jobbers have been over-generous in their credits and retailers are following the example of the wholesalers. Both have been forced to draw in and a general movement towards the adoption of the cash system is a result. Smaller merchants as a rule are in a better position than the large firms, not having so much money tied up in unproductive real estate or so much money on their books. Everything depends on next season's crop. If we have an early spring retailers generally will take heart and a revival in trade will at once follow.

Some criticism has been heard from readers that our special Western correspondent has not painted a more optimistic picture. The trade generally, however, wants the true facts and this is what we have endeavored to publish. As early as June last we urged our readers to go cautiously, and this being merely a common-sense view of the situation, we lay no claim to financial foresight.

That our financial articles have been a tremendous factor in making the position of the retailers strong to-day is evident from the movement towards the cash system and the good collections made by the trade last fall. In response to our suggestions retailers everywhere lost no opportunity in pressing collections most aggressively when the fall crops were harvested. That they succeeded is clear from the jobbers' reports that collections have been better from country retailers than from city merchants or manufacturers.

Some retailers, however, have taken an extreme view and have been scared by daily newspaper reports of bank runs in New York into hoarding their money. A case reported last week is that of a wholesaler who tried to collect a $600 account from a general merchant in a country village. Growing impatient at his failure to secure satisfaction he took train to the nearest station and drove out to see the merchant, finally securing his $600 out of a roll of bills amounting to over $3,000 that he had been afraid to bank.

Present conditions do not demand the hoarding of money and anything of this nature tends to aggravate the situation. Indications point to money being more plentiful after the first of the year and many factories now closed down or on short time will re-open as soon as money loosens up. Hoarding of money, therefore, only delays activity and prevents manufacturers from employing men, thus decreasing the home consumption of the factory products.

The best policy for merchants to pursue is to continue pressing for the collection of outstanding accounts, to adopt the cash system in its entirety if possible, and to take advantage of every discount offered by jobbers so that the cycle of business activity can be made complete. Do this and talk optimistically and the future will brighten materially, with resultant benefits to all branches of industry.

COMPETITIONS CLOSING.

A very great deal of interest has been manifest in the competitions which The Grocer has been conducting for the benefit of its readers. Now that the Christmas rush is over grocers generally will have a chance to attend to this matter. We wish to remind all interesting competitors, however, that our advertising and window-dressing competitions close on December 31st. There is still ample time to get into these contests. Get hold of your local paper at once and send in that Christmas advertisement you've been intending to. And if you haven't removed that fine Christmas grocery window you had last week get your local photographer, or even an amateur to snap it, and send in a print to us. As you will remember, we are offering $25 in prizes for these events, on a basis that will permit of equal chances to all our readers.

$400 FROM A GROCERY WINDOW

Toronto Retailer Gets Very Satisfactory Results From Mechanical Windows—How a Disadvantage in Store Location is Overcome.

Grocers generally seem to stick to staple goods sold in the store for window display, and as a general rule they are right, but a novelty introduced occasionally may be very effectual, as the following instance shows :

The store of McLeod & Son, corner Sussex and Spadina, is set well back from the street behind the line of other stores. As far as the value of the window in concerned this fact in this case is a serious drawback, for ordinarily the public pass and never look toward the window. To counteract this, about this time of the year, when other grocers are showing oranges, raisins and confectionery, McLeod & Son always plan to exhibit something novel, usually in the shape of a mechanical window.

This year they hit one depicting a section of sea and shore, with lighthouse at one end and a life-savers' house at the other. In the foreground on a foamy sea of cotton wool, with copper sulphate to imitate the green of the water, pitches a wrecked schooner, and half way between her and shore a lifeboat filled with rescuers is making a hazardous way.

When the window is lighted up and set running, it presents quite a novel sight. A shaft running the length of the window and operated by a midget water motor, is provided with cams, which provide for the tossing in a very vivid way of the schooner and the lifeboat. The shaft is connected to another in the lighthouse and this actuates blue and green revolving lights, which show at regular intervals. A beach of real sand runs along windingly, as beaches usually do, from the lighthouse to the rescuers' station house, and at one point a small wharf has been erected.

A home-made searchlight, consisting of a small kerosene lamp placed in a tin-lined box, placed behind the window, adds to its vividness.

And the window has proved very attractive. "Why," said Mr. McLeod, to The Grocer reporter, "people come in and look at that who never knew the store was here before. It's a great attraction for the children, too," he said, "and you may be sure that the fathers and mothers will come to the store which attracts their children."

Asked as to whether the people came in the store, Mr. McLeod said, "Well, I guess they do. We were so filled up last night that we could scarcely move around. "Why," he continued, enthusiastically, "last year we had an old mill of something of the same style of window, no groceries, simply something running to catch the eye. We can trace at least $400 in business directly to the attractive power of that window. We expect to get even better results this year."

Such a window is not particularly easy to put in and seems to need a hand with a good deal of mechanical genius to make it turn out really well. The details must be carefully looked after, and to show to what an extent Mr. McLeod watched these when arranging this window it is only necessary to say that over 300 pounds of sand alone were used in making a natural-looking ocean beach.

DISPLAY OF FRUIT CAKE MATERIAL.

At this season of the year a display of groceries for the making of cakes and puddings is sure to be attractive. A window may be tastily dressed with such materials as follows :

In front of window have six small saucers or plates. On each saucer make a small pyramid of cloves, cinnamon, allspice, ginger, cream of tartar and baking soda. In the centre make a large pyramid of currants. At each side of the currants a small pyramid of seeded and seedless raisins, also one box of figs and one box of dates. After floor of window is dressed take a coil of half-inch rope, which can be found in almost any store, and make a lattice work in each corner, leaving a diamond-shaped centre open.

Then have a card printed to hang in open space, something similar to the following :

> FRUIT CAKE MATERIALS.
>
> We Have Everything You Need in Finest Qualities.

The card is suspended in the centre of open space by four very thin threads, one at each corner.

WHOLESALERS' GUILD MEETS.

Montreal Grocers Elect Officers and Discuss Business.

The annual meeting of the Montreal Wholesale Grocers' Guild took place in the Board of Trade on Thursday of last week. Retiring president, Alex. Orsali, was in the chair. The report of the proceedings of the guild during the year as submitted by Mr. Orsali, was unanimously adopted.

Reviewing the work of the guild during the past year the president called attention to the proposed uniform bill of lading which had come up for discussion at several meetings, and which resulted in the calling of a special meeting on April 8. A draft of the bill had been submitted by the Railway Commissioners to the Board of Trade, which body in turn sent it to the guild asking for the opinion of the members on it, and inviting suggestions. The guild had considered the bill in its various aspects and had proposed certain changes and made suggestions. The draft of the bill was returned to the Commissioners eventually, with the comment of the guild and other trade bodies. Unfortunately, owing to pressure of work, the Commissioners had not yet been able to take the matter up again, but hoped to get through with it in the coming year.

The serious delays in the delivery of goods was a question which had engaged the attention of the guild at more than one meeting. The railway companies had written to the Board of Trade stating that in many instances the trade were to blame for delays, because they had not the proper facilities for handling goods, or were tardy in taking delivery. This the guild strongly repudiated. They also suggested that some action should be taken whereby merchants might obtain compensation from the railway companies when they suffer loss through their negligence.

A matter which is before the Council of the Board of Trade is the establishment of a Transportation Bureau with a railway freight expert at its head, the idea being to protect the interests of Montreal as a distributing centre. The establishment of such a bureau would entail the financial support of members of the Board of Trade. It is thought that the idea is a good one, and in his report the president hoped the guild would give its support to the project. A subscription of $25 a year from each subscriber, if sufficient number could be obtained, would maintain the bureau, which it is felt, would be of great benefit to the trade in Montreal generally.

JOS. ETHIER,

President Montreal Wholesale Grocers' Guild.

Chevalier, Pouliot & Co., Joliette, were admitted to the guild.

Officers elected for the coming year were: President, Jos. Ethier, of Laporte, Martin & Co.; vice-president, A. L. Lockerby, of Lockerby Bros.; treasurer, N. Gendreau, of Lacaille, Gendreau & Co. Directors, A. J. Corner, of Birks, Corner & Co.; Jos. Lalonde of Lalonde & Desroches; Arthur Robitaille, of A. Robitaille & Co.

Alex. Orsali, who, during the past year has been the representative of the guild on the Council of the Board of trade, was unanimously chosen the guild's nominee for re-election.

CORRESPONDENCE

(Continued from page 33)

Our dairy products, which turn over one-third of a million dollars into the pockets of our farmers, were not equal to the demand. Eggs, too, have been higher throughout the year than ever before, while the crops have been enormous, twelve million dollars being a safe estimate of their value. All of which goes to show that the Garden of Canada will close its accounts for the year with a very satisfactory balance on the right side.

* * *

The Department of Agriculture estimated the yield of oats this year at 8,000,000 bushels. A large quantity of this sold at 50c to 52c per bushel; but the price has gradually declined, 40c being the ruling figure throughout the province to-day.

* * *

A large percentage of our farmers were holding their potatoes for 30c, but the price held firm at 25c. The principal markets, Halifax, Sydney and Glace Bay may be termed glutted.

* * *

Canned goods are slow on the island this fall and no doubt will continue so throughout the season. As a matter of fact, grocers are selling them at a loss.

* * *

There is just enough snow for good sleighing, and the country people are coming in for their Christmas supplies and buying generously.

* * *

Although the winter steamers are in commission, the summer boats still continue on route carrying huge quantities of poultry, meats and oats.

* * *

Large quantities of smelts and eels are being shipped to the Boston and New York markets. The ruling price is five cents per pound. The returns from New York are generally conceded to be the best. Quite a few are shipped by express, but the exorbitant rates charged by the company make a big hole in the profits. In this connection we would suggest that the Montreal and Toronto commission people get more actively in touch with the exporters on the island. Enormous quantities are being shipped, and as the stock is first-class in every respect, we feel sure the benefit would be mutual.

* * *

Green fruits are very active. The demand for Almeria grapes is particularly strong. Oranges are plentiful, but the demand is only fair. Other fruits are moving well.

GALT.

The once prevalent custom of grocers presenting their patrons with a gift at Christmas-tide appears to have passed into oblivion. When a grocer was to-day asked as to the cause of the passing of the custom he spoke as follows: "Way back, probably 100 years ago, a dealer, wishing to show his appreciation of the patronage of a certain customer, presented him with a gift at Christmas. The recipient, proud of his good fortune, spread the news of his gift and those not remembered became offended, and transferred their patronage. Next Christmas the merchant found it advisable to present all his customers with a gift. He probably realized his folly, but it was too late to draw back. And so the custom spread from one business to another, but the grocers were always hit the hardest, as all good things come to an end, so did this custom. While it is still observed in a very small measure, the sometimes costly gift has been generally replaced by a fancy calendar or a neat little Christmas card. And," he concluded, "the relief to the merchants was great."

* * *

I am pleased to see that other correspondents are discussing the advisability of providing waiting accommodation for customers. The plan of placing seats along the counter appears to be inadvisable. The suggestion of the Montreal correspondent that tables and chairs might be provided, the former to contain samples of new lines of goods, appears to be very feasible and might be tried with satisfaction. At any rate, some scheme should be devised whereby those awaiting attention, especially ladies, should have proper accommodation.

* * *

A very pretty Christmas window is that of Bloon Bros., on South Water St. Strings of Christmas bells have been placed about 10 feet above the window proper. The window space has been used to display a very limited number of boxes of Christmas crackers, the bright colors of which continue to make an effective and attractive display.

* * *

Galt grocers are coming to the front. At the annual meeting of the Galt Board of Trade, Mr. John Sloon, was elected to the position of vice-president. That he is a man capable of filling the position with credit is evidenced by the success of the large and up-to-date grocery business of Sloon Bros.

PEMBROKE.

With the near approach of the election season, both political and municipal, the adherents to both parties and the candidates for municipal honors are beginning to make a stir. Among the latter Isidore Martin, the present mayor, and a prominent grocer, has expressed his intentions of again standing for mayoralty honors.

* * *

The discontinuance of the ferry between this town and Alumette Island, owing to the blocking of the river with a thin coating of ice, has caused a considerable difference in the trade of the town, as the islanders are unable to cross, the ice not being thick enough to allow their sleighing or walking over, and too thick for boat use.

Tradesmen are all wishing for colder weather to quickly set in, as very few have yet bought their supply of Christmas turkeys, the danger of their being spoiled being too great.

LONDON.

In wholesale lines business is quiet, as is usual at this season. Travelers are in until after New Year's, and, in most cases, are busy helping in the warehouses, getting samples ready, etc. The season has been a good one, and payments are fair.

* * *

Last week was the busy time with the retailers, business picking up so well as to make the month as a whole, compare well with last December.

* * *

Charles McCormick, the Wellington St. grocer, whose failure was announced recently, has, it is said, secured the appointment of store-keeper at the asylum for the insane here.

* * *

The Western Ontario Commercial Travelers' Association, at the annual meeting on Saturday, decided to join the Travelers' Club in urging the Ontario Government to amend the local option clause of the License Act so as to provide suitable places for lodging, eating and sample rooms for the traveling public. A resolution in accordance with this decision was adopted and a committee was appointed to amplify it as to the requirements and also to arrange to present the resolution to the Government.

The reports, as presented at a meeting previously held were adopted after complimentary addresses by Past Presidents Dillon, Grant, Underwood and Lind. In the speeches special favorable reference was made to the abolition of the license tax on commercial travelers by the Provinces of Quebec and British Columbia; also to the many favorable features of the financial statement, which showed an addition to the permanent reserve fund of nearly $18,000. This fund now stands at $15,380.

President Nicholls then, on behalf of the association, read a complimentary address to Past President Lind, one of the founders of the organization and presented him with a handsome gold-headed cane and a meerschaum pipe. The recipient replied in feeling terms and the president-elect was then installed by the retiring president. E. J. Dawson and H. E. Screaton were appointed auditors; Col. J. W. Little was reappointed trustee, and Alf. Robinson, secretary.

* * *

A pleasant evening was spent at the Travelers' Club on Saturday, when the retiring president, Chas. McGuire entertained his fellow members. A sumptuous dinner was served and the evening was passed in toast, sentiment and song.

* * *

The number of cigarettes consumed in this city annually is increasing at a 20 per cent rate, two and a half million having gone up in smoke here last year.

VANCOUVER.

There is some danger that press reports being sent out from Vancouver over the very live question of taking care of the unemployed in the city, may have the effect of creating a false impression as to trade conditions here. It is well to point out that the unemployed are very emphatically not Vancouver's unemployed. They are the unemployed of the Provinces of Alberta, Saskatchewan and Manitoba very largely. There is a percentage of the large army of unemployed which is admittedly from Seattle, a city which has had much more serious labor difficulties than Vancouver with no advertising of the fact at all. Indeed, with "fiat" money, as the clearing house certificates may be legitimately termed, Seattle in common with all the other Western cities of the United States, has experienced a very stringent time financially. Labor has been the first to feel this, and one place that is easy to reach is Vancouver.

Certainly Vancouver's "unemployed" problem arose primarily from the adverse publicity given the city by the so-called riots of three months ago, the demonstration against Oriental immigration. From one end of the continent to the other it was trumpeted that Vancouver wanted white labor, that Orientals were being brought in by thousands because white labor was scarce and hard to get. Add to this the fact that there is an agreement in existence between the Provincial Government and the Salvation Army to bring immigrants to British Columbia from England. Again, let it be recalled that there is always a large percentage of the population of the three prairie provinces out of work in the winter time, owing to climatic conditions, and that this year times are none too lively on the prairie and there is enough said to satisfy every reasonable person that the labor question is not chargeable to local conditions in Vancouver. Vancouver is the best advertised city in Canada to-day. It is the Mecca of the ambitious, the dissatisfied, and often, it is feared, of the unsuccessful. When the railway companies very kindly made a $25 rate from Winnipeg to Vancouver, it was no trouble to fill the trains. It was cheaper to come than to stay and there was no special inducement for the foot-loose artisan or laborer to stay over the winter on the prairie. Consequently there are two or three thousand unemployed men in Vancouver to-day, who are not of Vancouver's settled population.

* * *

Careful canvass among leading business men in the city leads to the conclusion that trade is as good this winter as it was last and that is saying a good deal. Wholesale grocers cannot complain when they admit that their trade for each month this fall is greater than for the same months last fall, and the total volume of business for the year has in each case far out-reached the total of last year.

* * *

The fruit exhibit of the Northwest Fruit Growers' Association at the City Hall attracted much attention. The sessions of the convention were public and as exhibits of apples from all parts of the province as well as from Washington and Oregon were displayed a splendid opportunity was afforded to show just what the coast and mountain districts can produce. The handsome commercial displays from several well-known districts of British Columbia were afterwards sold to the dealers so that the public wil have some fine Xmas apples in Vancouver.

* * *

To form a union which shall control the sale of all fruit in British Columbia was the topic of most interest to British Columbia members of the convention. A paper read by Mr. Shepherd, manager of the Hood River Fruit Growers' Union, described its workings and what a revolution it had accomplished in that part of Washington State. If British Columbia growers adopted somewhat similar lines and formed a central association which would control all sales, it was felt that similar improvements in prices to the growers and in conditions attached to the industry would result.

* * *

The arrival of the Blue Funnel steamer Oanfa relieved the shortage of currants in the wholesale market. Several carloads were included in her cargo. A consignment of 1,200 bags of salt was another item in the manifest. Large shipments of staple articles from Britain were also received by local merchants, the vessel bringing in all over 4,000 tons for British Columbia ports.

* * *

In fruits the feature of the market is the supply of Jap oranges which are now abundant. The wholesale price has dropped until the quotation is from 50c to 60c. There are annually large quantities shipped east for Christmas, the territory covered being as far east as Winnipeg. The Dominion Express Co. makes a special rate for this fruit, so that the wholesale dealers are enabled to ship many hundreds of boxes. The California oranges are not readily salable until the Japs go off the market, which is usually some time in January. At that time the California oranges are much better matured any way, so small loss is experienced. They are now quoted at $4 with trade nominal. Navels are the only variety. The California grapes are cleaned up on this market, having had a longer season than ever before. Malagas are the only variety now. They quote at $7.50 per bbl. Cape Cod cranberries are quoted at $12.50 to $13.50 per bbl.

* * *

Local apples are still in good supply, and there is a larger quantity of the better grades than usual. These bring $1.50 to $1.75. Cooking grades bring 90c to $1.25. Few Okanagan apples are coming to this market, the competition of the large stock of cheaper grades keeping them out. The same is true of apples from Washington, nothing but a few boxes of fancy table apples being imported.

* * *

In vegetables sweet potatoes are quoted at 3½c per lb. In the Irish, Ashcrofts are $26, and limited. Local stock is still $18 per ton. Supply is fairly good. Hot-house lettuce is plentiful at $1.25 a crate. There are at the present time no ripe tomatoes on the market, being one of the few occasions when this happens throughout the twelve months. The Victoria and Burnaby hothouses will soon be marketing a few.

SHERBROOKE.

Sherbrooke grocers have been busy with their holiday trade. A member of the Montreal staff of The Grocer happened to be in Sherbrooke the other day and took advantage of the occasion to drop in upon some of the hustling retailers of that city. They certainly are a busy lot of men, but never have so much to do that they cannot give one the glad hand and pass the time of day.

* * *

Speaking of holiday arrangements, the grocers in the townships will take second place to no others. Some of the showings made are really artistic, the kind that sell groceries. Many fancy lines are noticeable, and a larger stock of fancy groceries than usual is seen.

* * *

In many instances a long counter is utilized for display at this season. Often it is just put up temporarily, but it serves the purpose.

* * *

May & Houlahan, whose store is among the brightest in Sherbrooke, are showing their customers a great selection of Christmas and holiday goods. Their displays are very nicely arranged, and embrace the whole range of Christmas and New Year staples and specialties. They have just completed some improvements, which add materially to the appearance and needs of the store. Back of the counter glass-fronted bins have been installed. They are nicely finished and give the store an even brighter look and an air of modernness such as it did not before possess.

* * *

Bray Bros.' store has assumed quite a holiday appearance and if hustling, hard work counts good results will be accomplished here.

* * *

Dean, Rowe & Lacey, the young firm which succeeded Johnston, is doing a very nice business. They are progressive in their ideas and are proud of the arrangement of their store. They have installed many of the latest devices.

* * *

Louis Olivier does a grocery and liquor business, and to do it in a way to please all his customers he has his store divided, one section being devoted to foodstuffs and the other to liquors. There is no partition, but there is a central display of canned and bottled goods which most effectually accomplishes the desired result. The liquors adorn the shelves on one side only. Being on a corner, Mr. Olivier has window space on two streets. He uses one window for liquor displays.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Beans—Declined.

Sugar—Steady.

Teas—Advancing.

Montreal, Dec. 26, 1907.

Wire orders and late requests by mail from the retail trade kept jobbers pretty busy Monday and Tuesday of this week and a considerable volume of business was done. Express shipments are quite numerous, while the city trade was no small item. On the whole, jobbers report a very satisfactory Christmas trade.

New Year business, what there is left of it, will keep the wholesalers from being idle between now and Tuesday evening, and many of them will begin stock-taking after finishing up. Some have already taken stock, as a matter of fact.

Better business is expected by most after the turn of the year. The monetary situation appears to be improving, though many still complain of the tightness of the banks. The more optimistic hope that the financial institutions will open up when they see that there is no need to be so conservative as they have been. Jobbers are not buying in many instances, except for immediate wants, and they are not encouraging the retail trade to load up, so that after the holiday reaction is over there is likely to be a spurt in trade, which will, if not too sudden, result in a boom in prices, but which will, in any case, have a beneficial effect.

Beans have suffered a serious decline and are now quoted in the neighborhood of $1.75 and $1.80. There is talk of reduced values in dried fruits after the holidays, and doubtless some lines will be lower, but it does not seem as though the downward trend in prices would be general. In fact, California packers are already talking of advancing their prices on seeded raisins, owing to their scarcity. Teas continue very strong with an advancing tendency. The Indian market has closed for the holidays and will not re-open until January 10. Sugar is steady to firm, with buying rather larger than is usual at this season.

SUGAR—Judging from the buying which is being done an advance is expected in some quarters, though others do not anticipate a rise until after the first of the year at least. Prices have been steady for a long time, and it is just possible that an advance will take place shortly.

Granulated, bbls	$4 30
" ½-bbls	4 45
" bags	4 25
Paris lump, boxes, 100 lbs	5 15
" " " 50 lbs	5 25
" " " 25 lbs	5 15
Extra ground, bbls	4 70
" " 50-lb. boxes	4 90
" " 25-lb. boxes	5 10
Powdered, bbls	4 50
" 50-lb. boxes	4 70
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	3 90
No. 1 " bags	3 85

SYRUPS AND MOLASSES—Unseasonable weather has interfered somewhat with the sale of syrups. Molasses is moving out in small lots.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31½	0 33½
" in half-barrels		0 34
" fancy	0 32½	0 33½
" extra fancy		0 35
New Orleans	0 22	0 35
Antigua		0 50
Porto Rico		0 40
Corn syrups, bbls		0 03½
" ½-bbls		0 03¾
" ¼-bbls		0 03¾
" 38½ lb pails		1 75
" 25 lb pails		1 25
Cases, 2 lb tins, 2 doz per case		2 40
" 5-lb. " 1 doz. "		2 75
" 10-lb. " ½ doz. "		2 65
" 20-lb. " ¼ doz. "		2 60

TEA—Demand has fallen off and trade is not expected to pick up again until the holidays are over. Ceylon teas are very firm and advancing. Advices from India state that the markets there are closed until January 10, in observation of the holidays, so that no sales which might influence the market, will take place until the re-opening. It is likely that higher prices will rule toward the middle of January. Other lines remain unchanged.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
Medium	0 22	0 25
Good common	0 21	0 22
Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 19	0 20½
India—Pekoe Souchongs	0 17½	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEES—Fair business is being done in coffees at prices which show no change.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19½	0 25
Rio. No. 7	0 08½	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13

Roasted and ground 20 per cent. additional.

DRIED FRUITS—Higher prices for California seeded raisins are talked of as being possible and probable after the turn of the year. Reports from the coast say that the supply on hand is not enough to go around and consequently the packers are going to get their own prices. Valencias are reported somewhat firmer in feeling, but no higher prices are asked locally, while the New York market is weaker in tendency. Currants are still selling quite freely. Lower prices are said to be likely after the first of the year, but there are those who believe values will be fully maintained on most lines. There will, doubtless, be some reductions, but the downward tendency is not likely to embrace all dried fruits.

Currants—		
Filiatras, uncleaned, barrels		0 06½
Fine Filiatras, per lb., in cases	0 06½	0 06¾
" " cleaned	0 06¾	0 07
" " in 1-lb. cartons		0 07½
Finest Vostizzas "	0 08½	0 09
Amalias "	0 08	0 08½
" 1 lb. packages		0 08
Sultana Raisins—		
Sultana raisins, per lb	0 10	0 13
" " 1-lb cartons		0 15
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09½	0 11
Four crown, fancy, 10-lb. boxes	0 09	0 10
Three crown	0 08	0 08½
Glove boxes, fine quality, per box	0 07½	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.		0 05½
Selected, per lb		0 06½
Layers, "	0 06½	0 07
Dates—		
Hallowees, per lb		0 05½
Sairs, per lb	0 04	0 04½
Packages "	0 05½	0 06½

California Evaporated Fruits—		
Apricots, per lb		0 30
Peaches, "		0 18
Pears, "		0 14
Malaga Raisins—		
London layers		2 25
"Connoisseur Clusters"		3 00
" " ½-box		1 00
"Royal Buckingham Clusters," ½-boxes		1 37½
" " boxes		4 50
"Excelsior Window Clusters"		5 50
" " ¼'s		1 50
California Raisins—		
Fancy seeded 1-lb. pkgs		0 12½
Choice seeded, 1-lb. pkgs	0 12	0 12
Loose muscatels 3 crown	0 10	0 10½
" " 4 crown	0 11	0 11½

Prunes—	per lb.
Oregon prunes 25-lb. boxes, 30-40s	0 11
" " " 40-50's	0 10
" " " 50-60's	0 09½
" " " 60-70s	0 09
" " " 70- 80s	0 08½
" " " 90-100s	0 08

BEANS—Beans have slumped badly and are selling around $1.75 and $1.80, with a weak feeling in the market.

SPICES—Spices are quiet with prices unchanged.

	Per	lb.
Peppers, black	0 16	0 20
" white	0 25	0 30
Ginger, whole	0 16	0 20
" Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 55

RICE AND TAPIOCA—Fair demand exists for rice, and also tapioca. The markets for both lines show no change this week.

B rice in 10 bag lots		3 10
B rice, less than 10 bags		3 20
C C rice, in 10 bag lots		3 00
C C rice in less than 10 bag lots		3 10
Tapioca, medium pearl	0 6½	0 07½

EVAPORATED APPLES — Fancy stock is being sold at 10c. This is new. Demand is only fair.

MAPLE PRODUCTS—Nominal prices are :

Pure maple syrup, bulk, per lb	0 07	0 08½
Compound maple syrup, per lb	0 04½	0 05
Pure Townships sugar, per lb	0 08½	0 09

RAW FURS—Owing to the stringency of the money market and to the unseasonable weather which we have been experiencing, trade in raw furs has been limited. Dealers are in the market to buy but offerings are not by any means large. Prices given below rule at present, but no one knows how they will compare with the quotations which will be given out by fur dealers after the first London sale, which will take place January 24 and 25.

Mink	4 00	6 00
Marten, pale	4 00	6 00
" dark	8 00	20 00
Fox, red	2 50	3 50
Lynx	5 00	7 00
Otter	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

Montreal.—Considering the season, dealers report a very satisfactory trade in various canned goods. Naturally consumption is not as great during the holidays as at other times, but no complaint is being made. Fancy imported lines of canned fruits and vegetables had quite a sale for Christmas.

TORONTO.—Business is very quiet, the dull condition of holiday business seemingly reflecting all round.

ONTARIO MARKETS.

POINTERS—

Sugar—Firm.

Beans—Declined.

Oranges—Recovered.

Collections—Fair.

Toronto, Dec. 26.

It is quite apparent in wholesale circles this week that holiday time is in evidence. While the retailer has been rushed to the highest point, the wholesaler, whose big business was done a month ago, has been going along quietly and considering the outlook for the new year.

A good many wire orders for last minute goods have come in this week from retailers who evidently had not faith or foresight enough to order up to their requirements a few weeks ago. Altogether the wholesalers express themselves as well satisfied with December business, several of them putting the last four weeks above the same period last year.

The majority of the wholesalers are decidedly cheerful over the financial situation. Collections are surprisingly good, they say, for the season, and considering the much talked of financial difficulty. They one and all are optimistic over the outlook for the new year. "Things seem to be shaping up," said a prominent man on the street on Tuesday, "so that we expect to do a bigger business in 1908 than ever before. And indications point," he continued, "to the fact that this business will open with a rush early in January."

TEA—Business locally is dull. A report from London, dated December 12, says: "Expectations of a continued improvement in tone, following the small auctions of the past few weeks, have been fully realized, since our last, and the knowledge that there will be a considerable interval after next sales has resulted in a sharp advance in price for practically all teas up to about 8½d per lb., which are quite ½d per lb. dearer on the week. The feature has been the strong demand for the grades above common, which have hitherto been stationary, very little useful liquoring Assam leaf being now obtainable under 8d, although the average of the district has so far undergone no change for the better. The total offerings for next week are rather heavier than of late, but there is every indication that the closing sales will well maintain the present basis of values."

SUGAR—There is a much firmer feeling evident in the local markets but as yet this has had no reflection on prices.

Paris lumps, in 50-lb. boxes	5 25
" in 100-lb. "	5 25
St. Lawrence granulated, barrels	4 40
Redpath's granulated	4 40
Acadia granulated	4 35
Berlin granulated	4 30
Phœnix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 "	4 00

Granulated and yellow, 100-lb. bags 5c. less than bbls.

SYRUPS—Only a small amount of business is passing at last week's quotations.

Syrups—		
Dark		
Medium	0 35	0 36
Bright	0 38	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls	0 30	0 35
Barbadoes, extra fancy	0 40	0 50
Porto Rico	0 45	0 60
West Indian	0 30	0 35

	Per case.
2 lb. Tins, 2 doz. in case	2 40
5 " 1 " "	2 75
10 " " ½ " "	2 65
20 " " ¼ " "	3 80
Barrels	0 03½
Half Barrels	0 03¾
Quarter "	0 03⅞
Pails, 35½ lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons, 6 to case	4 80
½ " 12 "	5 10
Quarts, 24 "	5 40
Pints, 24 "	2 90

DRIED FRUITS—These goods were rather scarce in local houses last week but shipments arriving in the latter part of the week relieved the situation. The feeling is quite firm however.

	Per lb		Per lb.
Prunes, Santa Clara—			
100-120s	0 06		
90-100s, 50-lb boxes	0 06½	70-80s "	0 07
80-90s "	0 06½	60-70s, 50-lb boxes	0 08½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—			
Lemon	0 11 0 11½	Citron	0 21 0 22
Orange	0 11 0 12		
Peaches, "			0 18 0 20
Figs—			
Elemes, per lb			0 08 0 15
Tapnets, "			0 03½ 0 03½
Bag Figs			0 04½ 0 05
Currants—			
Fine Filiatras	0 07 0 07½	Vostizzas	0 09 0 09½
Patras	0 08 0 08½		
Uncleaned, ½c less.			
Raisins—			
Sultana			0 10 0 11
" Fancy			0 11 0 12½
" Extra fancy			0 14 0 15
Valencias, new			0 06½ 0 07
Seeded, 1-lb packets, fancy			0 12
" 16 oz. packets, choice			0 11½
" 12 oz. " "			0 09
Dates—			
Hallowees	0 05 0 05½	Fards choicest	0 08 0 09
Sairs	0 04	" choice	0 08½

SPICES—Business is exceedingly dull with no changes.

	Per lb.
Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 35
Cinnamon	0 35
Nutmeg	0 30 0 75
Cloves, whole	0 30 0 50
Cream of tartar	0 22 0 25
Allspice	0 16
" whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 60
" ground	0 25 0 50

RICE AND TAPIOCA—Very little business is passing during the holiday season.

	Per lb.
Rice, stand. B	0 03¾ 0 03⅞
Rangoon	0 03¾ 0 03⅞
Patna	0 05 0 06
Japan	0 05½ 0 06½
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 07½ 0 07½
Carolina rice	0 10
Tapioca, medium pearl	0 07

BEANS—A slump of 40 to 50 cents occurred during the week, seemingly as a result of little outside demand. Current prices are exceedingly low. Some dealers attribute the slump to scarcity of money and a desire to realize on goods in store.

Beans, hand picked, per bush	1 50 1 80
" prime No. 1, "	1 45 1 60
" Lima, per lb	0 07

EVAPORATED APPLES—The market is slightly easier under new supplies.

Evaporated apples	0 08 0 08½

HIDES AND WOOL—The market is slightly easier and a few lines have declined in consequence. This is a reflection of the present low market across the border. Local buyers are now paying from a cent to two cents higher than are quoted at American points.

Hides, inspected, cows and steers, No. 1	0 06
" " " No. 2	0 05
Country hides, flat, per lb., cured	0 04 0 05
Calf skins	0 09 0 10
Kips	0 08
Lamb skins	0 70 0 80
Horse hides, No. 1	2 25
Rendered tallow, per lb	0 05 0 06
Horse hair, per lb	0 27
Wool, unwashed	0 11
" washed	0 21
" rejections	0 15

MONTREAL CORRESPONDENCE.

Several matters which are of interest to the retail grocery trade throughout the Dominion were discussed at the third annual convention of the Retail Merchants' Association, mention of which was made in last week's Grocer.

What should be the weight of potatoes in a bag was a subject which was warmly discussed by the delegates. It was thought that the weight should be uniform throughout Canada, and 90 pounds was thought to be about right. Nothing definite was arrived at as nobody was in a position to give exact figures as to the weight of potatoes, and other little details which it was deemed advisable to know before taking any action toward placing the matter before the Government. Finally it was decided to have the executive look into it.

* * *

That grocers and other retail merchants should do their utmost to control their local trade to the exclusion of mail order houses and departmental stores was another resolution of the convention. It was pointed out that retailers could easily beat out the mail order people and the departmental stores if they set their minds to the task, and it was shown that unless they acted at once, these people would very soon gain a hold on the trade of the home towns which it would be hard to break.

As a result of the meeting it is probable that delegates will go to Ottawa in the near future to confer with the Government regarding the possible enactment of a law to prohibit wrong statements being made on packages of foodstuffs, such as baking powder, spices and other package foods. It is deemed high time for some action along this line, and it was pointed out that unless something was done the market would become glutted with impure foods.

The much-talked-of co-operative bill, which is likely to come before Parliament this session, was the subject of a warm discussion. It was thought that the special committee appointed by the Government to look into the scheme (and which has already reported favorably on it) should be placed in possession of further information which they might bring to the attention of the Government, before that body seriously thought of enacting any law in this matter. During the discussion it was shown that the retailers of the country would be placed at a serious disadvantage if the law, as it is at present mapped out, were to be passed. The trade do not object to competition, but they do draw the line at competition which gives the other fellow unfair advantages. The matter will be placed before the Government once more by the association.

Good cheer was evident at E. W. Gillett Co., Limited, Toronto, on Monday afternoon. The firm, as is their custom, placed in each of their employes' salary envelopes an additional amount in gold, as a Christmas remembrance.

TRADE NEWS OF NEW BRUNSWICK

Flour and Sugar Stiffer, Prices in Gen eral Unchanged—Large Winter Export Business to Date—Bright Outlook for New Year.

Special Correspondence of The Canadian Grocer.

St. John, N.B., Dec. 23, 1907.

No changes of importance took place in the local markets during the past week. In groceries, flour and sugar are both reported stiffer, but no change in price has taken place. Feed is somewhat cheaper. There was a good supply of poultry, meats and vegetables for the Christmas trade. Turkeys are selling at 16 to 18 cents, which is cheaper than at this time last year. The quotations on butter and eggs remain unchanged.

* * *

The Christmas trade has been fully up to previous years, and both wholesalers and retailers feel well satisfied with the volume of business. The rush with the jobbers is about over, but retailers are kept very busy.

* * *

Some very attractive window displays have been made, the stores of F. E. Williams, Vanwart Bros., Walter Gilbert and W. Alex. Porter making very attractive showings. The interiors have been decorated with evergreens and this year a great deal of fancy tissue paper ornaments, mainly in reds, are being used.

* * *

Locally, trade in the flour and feed market has been quiet on account of the holiday season. The statistical position of wheat in the Maritime Provinces market is the strongest it has been this year and much stronger than a year ago. There has been a slight cut in the mill price of middlings and sales as low as $26 to $27 are reported.

* * *

Samples of frosted wheat have been received and ground up and sold as feed at $27 a ton. Oats are slightly easier and quotations on Island oats as low as 52 cents have been made.

* * *

In Fredericton last week turkeys were sold at 14 cents a pound.

* * *

Eighteen winter port steamers had arrived in port up to Friday the 20th. Ten of these that sailed for the United Kingdom took away goods valued at $1,946,027, according to returns at the customs house. Included in the cargoes were 604,639 bushels of wheat and 4,887 boxes of cheese. Several small coasting steamers have brought shipments of apples for forwarding to Great Britain on the winter port steamers. The outlook for the biggest year's business yet looks bright.

* * *

That St. John's city fathers recognize the need of improving the civic government is evident from recent actions. Less than a month ago Ald. Frink gave notice of a motion to take a plebiscite at the next civic elections regarding the abolition of the common council and the election in its stead of a commission composed of five competent men, to take charge of affairs. At a meeting last week to consider the reorganization of the work of the various departments, Ald. Kelley proposed that an executive committee of the council should manage the affairs of the city with the assistance of an engineer and controller. Ald. Kelley's suggestion is that the mayor should act as chairman and the members would be chosen from the committee. This committee, with the engineer and controller, would constitute the city government, except in matters of expenditure, when a two-thirds vote of the council would prevail over their decision.

* * *

Important changes which it is planned will add to the attraction of the Island of Campobello as a summer resort, and the development of its trade in fishing, are promised from the policy of the Campobello Corporation, Ltd., which is now applying to the provincial government for incorporation, with a view to developing the resources of the island. H. N. Merriman, of New York, treasurer of the new corporation, was in the city a few days ago, interviewing the government with reference to the matter. To The Grocer correspondent he stated that the corporation had bought out the interest of the Campobello Island Company, and now owned 8,000 of the 10,000 acres which compose the island. It is proposed to modernize the hotels and to develop the natural resources of the island, including the fishing and lobster industries. Much is expected from the development of the fisheries. A drying plant is to be put up and it is expected that large shipments will be made to the West Indies. Lobsters, it is expected, will find a ready market in the U.S. The Dominion Government is building a wharf and an hourly steamship service will be run to Eastport in the summer. The capital of the company is $250,000.

* * *

On Sunday, Dec. 15, the store of W. W. Pride, general merchant, at Harcourt, was broken into and a number of articles stolen. A reward of $25 has been offered for a clue to the identity of the guilty parties.

* * *

The Sussex Packing Company is preparing to run its cold storage plant at Sussex to its fullest capacity in order to handle produce which is offering for storage. Last season large quantities of lambs were shipped to the Winnipeg market, some thousands of carcases being sent, and this year provision is being made for a repetition of the business. Several shippers have applied for space sufficient to store 3,200 carcases. The animals will be killed at once and laid down for the winter trade.

* * *

Havelock Gillespie, of Florenceville, has assigned to Sheriff Hayward for the benefit of his creditors.

* * *

That there is room for great development in the dairy business is the opinion of J. A. Ruddick, dairy and cold storage commissioner, of the Department of Agriculture, Ottawa, who was in the city last week. Mr. Ruddick inspected the plant of the new cold storage warehouse and reports it to be thoroughly up-to-date in every particular. Speaking of the dairy business in Canada and the position of the products in the English market, he said there had been very little dairying for the last four or five years.

Two years ago he said he was in England and while there he saw some choice Canadian creamery butter selling as high as the Danish article. This showed what could be done by Canadian dairymen, but the export of butter from this country was too insignificant to make any impression on the market. Then again the quality was not so uniform as in the Danish butter.

The position of Canadian cheese was unquestioned in the English market today, Mr. Ruddick said. England imported a good deal of cheese from the continent of Europe. It was, however, of soft varieties, and did not come into competition with the Canadian article.

The commissioner believes there is a great opportunity for the development of the dairy business in the Maritime Provinces. He referred to the capture of the West India trade from the Danish by the people here as a good move. That trade he said, naturally belonged to these provinces because of their geographical position.

He believes that the orchard industry ought to go hand in hand with the dairy. Canadian apples occupied in the estimation of the English market a position from which no other country could oust them. There were almost unlimited possibilities open to farmers in this line and he expressed surprise that they had not been more fully taken advantage of.

* * *

The report of the management of last fall's exhibition at Fredericton shows that there was a small surplus of $300. The total expenditure was $16,201.13. The amount paid in premiums was nearly $6,000, of which N.B. exhibitors received $3,723.50; N.S., $1,395.75, and P.E.I., $842.25.

* * *

One of the best known and most highly esteemed commercial travelers in the Maritime Provinces passed away at Dorchester on December 4, in the person of Frederick S. Hutchinson, of St. Stephen, representative of Ganong Bros., confectioners. Palpitation of the heart was the cause of Mr. Hutchinson's sudden death. The news of his death was heard everywhere throughout the provinces with deep regret, for he was very well known and highly respected. He had a bright, sunny disposition that won him hosts of friends.

Mr. Hutchinson was for a number of years a popular conductor on the New Brunswick Southern Railway. About twenty years ago he entered the employ of Ganong Bros., and was for a short time a member of the firm. He then entered the employ of the company as salesman, in which capacity he was employed at the time of his death. He leaves a widow, who was Miss Willa Berryman, and two sons, the eldest about 15 years of age. He was a member of Sussex Lodge A.F. & A.M., and of Borden Lodge K. of P. The body was taken to St. Stephen, where the funeral was held on Sunday, Dec. 7.

BEWARE OF THESE GOODS.

A large manufacturing establishment in Montreal was recently offered a lot of powdered cream of tartar at a price below market value, and it was represented to them that this lot came into the hands of the owner in a special way. They agreed to take the article if it tested proper strength. The sample was submitted to their chemist, and to their surprise it was discovered that the so-called cream of tartar contained a very large percentage of barium sulphate and only 40 per cent. of pure cream of tartar.

They were also offered a lot of powdered ginger at an attractive price. They also agreed to take this article if it answered the test, but it was discovered that this so-called ginger was ground from gruffs and other ingredients with a sprinkling of ginger to give it a flavor.

tI is fair to say that the gentleman who had these goods was no party to the fraud, beyond offering goods whose purity he had not ascertained to be beyond reproach.

The unfortunate part of the foregoing illustrative instance is that large quantities of the same goods have gone out for general consumption, and the people of Canada are being fed with these adulterated stuffs. The wise grocer is well advised to be assured of the purity of the lines he buys, and to be on his guard at all times.

Fussell's
Milk and Cream
(BUTTERFLY BRAND)

Any lady, in this district, who goes to a Fancy Dress Ball as "Fussell's Milk" or "Butterfly Brand," stands a good chance of winning a Gold, Silver, or Gun Metal Watch, by sending her photograph of the Costume, with description on the back, to

Fussell & Co., Ltd., 4, Monument St., London, Eng.

500 WATCHES ALREADY WON.

Prices and Particulars of the Agents
John W. Bickle & Greening, - Hamilton, Ont.
Carman Escott & Co., - - Winnipeg, Man.
J. S. Creed. - - - - Halifax, N.S.

Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East ***WINNIPEG, MAN.***

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, $2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

The
YOUNG-THOMAS SOAP CO., Limited
REGINA, CANADA

BUSINESS MEN IN PUBLIC LIFE

MAYOR JOHN A. McDOUGALL, of Edmonton.

John A. McDougall, recently elected mayor of Edmonton, who is, by the way, a retired grocer, is quite a western pioneer. He was born at Woodville, Victoria county, Ontario, in 1854. In 1873 he came as far west as Winnipeg, or, as it was then known, Fort Garry, having to travel from Port Arthur to Winnipeg over the old Dawson road, made by Col. Wolsley, a journey which occupied twenty-eight days. Arriving in Winnipeg, Mr. McDougall opened a grocery store and traded with the Indian, half-breed and white traders and trappers, who had penetrated the country west of Winnipeg. From them he heard of the rich country on the North Saskatchewan river, around the Hudson's Bay post of Edmonton, and he was at once fired with a desire to visit this country. In 1875 he came as far west as Prince Albert, where he spent the winter buying treaty from the Indians. He did not reach Edmonton until 1878, coming overland from Winnipeg with his wife in the now famous Red River carts. Mr. McDougall has lived in Edmonton since that time. At first he did his trading in a small shack. Later he entered into partnership with Richard Secord. As their trading business expanded they erected the large, modern departmental store on the corner of First street and Jasper avenue. Last year they disposed of their business to the firm of Duncan Bros. & Butters and since that time Mr. McDougall has devoted himself to his private interests.

During his residence in Edmonton Mr. McDougall has gained some municipal experience. He was alderman for two years, in 1894 and 1895, and was mayor for one term in 1897. Mr. McDougall proposes to work out carefully the scheme of municipal ownership, regulating the expenditure of money for public improvements according to the growth and development of the city.

EXHIBITION OF GROCERS IN APRIL.

Advisory Committee Strengthened to Represent Wholesale Trade.

In view of the marked success of the exhibition of groceries, held in the "Arena" last April, it has been decided to hold another practically on the same lines. The exhibition ran beyond even the hopes of those who were interested in it, so it was thought advisable to strenghten the advisory committee with a view of making it better able to handle the large proposition involved.

The exhibition is held by the grocery section of the Retail Merchants' Association, but the committee as arranged for last year, called an advisory committee, which consisted of a number of representatives from the different firms exhibiting, the names of the committee more or less shows its scope.

The idea is that the committee in a way supervises the different rules and regulations governing the show and sees that the interests of exhibitors are thoroughly protected in every way, and on the other hand, they give to the public a guarantee that the exhibition is being conducted on the very highest possible lines.

The committee this year is as follows: H. C. Beckett, W. H. Gillard & Co., Hamilton; J. F. Eby, Eby-Blain Co., Ltd., Toronto; J. M. Dillon, A. M. Smith & Co., London; J. Ethier, Laporte, Martin & Co., Montreal; Albert Hebert, Hudon, Hebert & Co., Montreal; S. J. Mathewson, Mathewson's Sons, Montreal; Alex. Orsali, Hudon & Orsali, Montreal; Armand Chaput, L. Chaput, Fils & Co., Montreal; W. H. Dunn, W. H. Dunn, broker, Montreal; Col. Labelle, Ogilvie Mlg. Co., Montreal; W. W. Hutchison, Lake of the Woods Mlg. Co., Montreal; H. Clark, Wm. Clark, Montreal; J. Hewitt, Shredded Wheat Co., Toronto; A. P. Murray, Edwardsburg Starch Co., Ltd., Montreal, chairman.

The idea of forming this committee was to make it as strong as possible, and to make it represent the wholesale trade, grocery brokers and manufacturers.

It is with great regret that the rest of the committee find that they cannot have the help of Mr. Laflamme, of Rose & Laflamme, whose death would no doubt be noticed with a great deal of sorrow by the grocery trade.

The retail trade is of course represented by the actual executive of the exhibition.

The exhibition will be held in the Arena, Montreal, April 15th to 29th.

BENEFIT SOCIETY OFFICERS.

Travelers Return Old Executive to Office for New Year.

The Commercial Travelers' Mutual Benefit Society met at St. George's Hall Saturday night for the nomination of officers. The executive officers were returned by acclamation. They are: President, S. R. Wickett; Vice-President, Ex-Ald. Joseph Oliver; Treasurer, H. Goodman. The retiring trustees, C. G. Kyle, Robert Forbes and John Ross, were re-elected for a period of three years. E. Fielding delivered an address on the new Insurance Bill and was tendered a vote of thanks by the members. The annual general meeting of the association will be held on Jan. 25.

CORRESPONDENCE

LINDSAY.

One of the chief features in Lindsay business at this season is the large poultry business carried on by Flavell's, Limited. Mr. Parkin, the foreman, in conversation with The Grocer, stated that it had been a very busy season. They had handled in all about seventy-five thousand birds amounting to about half a million pounds. During the plucking season they employed over two hundred pluckers regularly. Their plucking rooms are one of the unusual sights. Everything being a mass of feathers. Very often a whole family will be seen even down to a baby sitting at its mother's knee. The prices paid for plucking are as follows: Chickens, 3½c apiece; ducks, 5c apiece; geese, 8c apiece and turkeys, 4c. At these rates very often extra large wages are made as the employes work from about seven-thirty a.m. to ten-thirty p.m. Their weekly pay roll for plucking only runs between five and six hundred dollars. This firm have shipped several cars out West and also to England.

WOODSTOCK.

This is the season of the year when old, weather beaten, fly marked, printed signs, bearing the legend, "The Compliments of the Season," or some similar expression of good will, are resurrected from behind the flour barrel, or from some out-of-the-way corner, where they have reposed for twelve months of the year. It is the season when business thrives, and people may be seen hurrying along the street with mysterious looking parcels, at all hours of the day or evening. It is the season that merchants in all lines of business count upon to make up for dull summer months and periods of comparative idleness, and seldom indeed are they disappointed.

The stores in this city are decorated and bedecked in all the glory of the holiday season, with bells, bunting, cards, etc., and have their silent share, not less potent, in bringing money from the pockets of Christmas shoppers. Grocers have shown ingenuity and enterprise in decorations and in the placing of fruits and groceries of various kinds.

* * *

Your correspondent wished to close this brief budget by wishing The Grocer, his fellow correspondents, and indulgent readers a very merry Christmas and a very happy New Year.

ST. CATHARINES.

Our merchants do not lose sight of the fact that a handsome window display draws custom to their stores. A few of the old-timers stick to the rules of 40 or 50 years ago, but these are beginning to see the folly of their ways and are adopting modern practices. Speaking to some of the merchants, and they are all busy, they one and all say that business was never better.

* * *

Ald. C. M. Gibson, grocer, is again seeking re-election to the aldermanic board.

* * *

Ex-Alderman Joseph Hodgins, who does an extensive business in poultry and fish, is recovering from a critical illness.

* * *

Andrew Foster, grocer, who recently had his left leg amputated below the knee, has fully recovered.

* * *

Arch. Wilson, who has been in poor health for some time, is recovering satisfactorily and will soon be able to sell groceries again.

STORAGE ROOM IN CALGARY.

Nicholson & Bain have some attractive storage room to rent in their Calgary warehouse. This warehouse is a substantial brick edifice with spur track accommodation. Eastern manufacturers desiring storage in Calgary can make arrangements with Nicholson & Bain to secure it under most satisfactory conditions and their goods will be given every attention possible.

TORONTO ASSOCIATION OFFICERS.

Sketches of Recently-elected Officials of Retail Grocers.

Last week The Grocer noted the elections of the officers of the Toronto Retail Grocers' Association for 1908. We have pleasure in submitting herewith photographs of the president and vice-

C. F. THORNE,
President Toronto Retail Grocers' Association.

president with brief sketches of their lives to date.

C. F. Thorne, the new president, conducts a well-appointed grocery at the corner of Nassau St. and Leonard Ave. He was born on this corner 32 years ago and says he has been in the grocery business from the time he was able to run messages. His mother kept the store during this time. He took over the business about ten years ago; has been a member of the association ever since that time and has always taken an active interest in the monthly meetings. For nine years Mr. Thorne was in the 48th Highlanders, as his photograph shows, and attained the rank of Color Sergt. serving with Major Michie, of Michie & Co.

Thos. Clark, the vice-president was born in London, Eng., and came to Canada when 7 years of age. He was educated at the old John St. school. Seventeen years ago Mr. Clark started a grocery at the corner of Wellington and Tecumseth Sts., and has carried the business forward to a success. Two years after entering the business Mr. Clark joined the association and has ever since been an enthusiastic member.

TORONTO GROCER IN ELECTIONS.

Frank W. Johnston Running for Alderman in Ward Three.

Toronto grocers in past years have not been very free to respond to the call for municipal service, and in default of this have the trade missed a good many advantages which might readily have been brought into effect.

This year one grocer, at least, is trying to remedy this condition. At the municipal nominations on Monday, Frank Johnston, whose store is at 19 Dundonald Avenue, was nominated for alderman in Ward 3 and will contest the election.

Mr. Johnston has taken a step in the right direction and deserves the support of the trade in his ward.

J. D. Bell, of Thos. Bell, Sons & Co., Montreal office, has left on a trip to

THOS. CLARK,
Vice-President Toronto Retail Grocers' Association.

Liverpool, the head office. He will be away several months.

A bright new calendar has just been issued by E. W. Gillett Co., Ltd., which bears a couple of "sandwich" men, who carry boards advertising the company's goods.

BANISH "BLUE MONDAY"

SELL
SUNNY MONDAY
to customers and make them **YOUR** customers.

Your stock is not complete without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES FUEL, TEMPER, MONEY

THERE IS PROFIT IN IT FOR YOU

SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Christmas and New Year

Orders should be sent in to us as soon as possible in order to insure delivery of goods for Holiday trade. Send them to us now either by mail, wire or phone.

Hams, Smoked and Cooked English Breakfast Bacon. Farm made Lard. Home made Sausages. Old English Mince Meat. Colored, White, Twin and Stilton Cheese, both imported and Canadian.

F. W. Fearman Co.
Limited
Hamilton, Ont.

THE PAYING BRAND IS

CORONA BRAND

HAM AND BACON

It is the paying brand because it is the pleasing brand. You know that if your customer takes a fancy to any of your lines he generally assumes he can't get it anywhere else, and becomes a permanent customer. Corona Brand is so good that it creates new business—and holds it.

We have no retail stores.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

Repeated Repeat Orders

Orders which repeat themselves with regularity—are the worth-the-while orders. You can depend on such business. And you can **get** such business to depend on by stocking and recommending

Ryan Brand Provisions

"Ryan" brand is the synonym of genuine purity and excellence. The Government inspects, and highly recommends "Ryan" brand on its merits. **You** will make no mistake, but will show real business acumen if you stock "Ryan" brand.

Write us about it.

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

A firmer feeling is noticeable in cheese this week, and taking it all round, the market is in better shape than it has been for some time.

There has been during the past week much better inquiry from the other side. Dealers there are beginning to experience a shortage, and they are coming into the market expecting to buy pretty well at their own prices, since many of them seem to feel that business here has been slack, entirely owing to the slight interest displayed in cheese by Old Country houses. As a matter of fact a great percentage of the cheese held here is not for sale at the prices which have been quoted lately. It cost too much to be dropped at the quotations which have been made, and offers from the other side have not interested holders to the extent of enticing their cheese away from them.

This accounts largely for the lack of business which has characterized a market which never shows a great deal of activity at this season.

Another fact which may be held accountable for the laxness is that large shipments were made to English firms just before the close of navigation, and as a result they were filled up for the time being. This stock is gradually going into consumption and the holders are coming into the market again. Few shipments of any account have been made to England lately, but some nice little lots are now going out.

October cheese is being quoted 13¼c. to 13½c., though some are letting go at 12⅞c., but not for the best grade. Some of the larger houses report practically no trading except at figures around 13¼c., with sometimes 13⅛c. obtainable.

Receipts are dwindling off to a mere bagatelle, being last week but 970 boxes against 1,533 boxes previous week and 1,433 boxes same week last year. Total receipts for the season amount to 2,051,380 boxes, against 2,346,725 boxes same period 1906.

Prices have not altered much since last report, the market not being very interesting, owing to the holidays.

The market for fresh creamery, choice stock, is very firm. Winter butter is not up to the average in quality, and such as comes up to the market standard finds a ready market at highest ruling prices. Some good lots have arrived lately, the texture being very fine, while the butter lacked most of the usual characteristics of winter butter. This was quickly placed. October creamery for a price, is still on the market, though stocks are naturally decreasing with the continued consumptions of holdings, which are none too heavy.

Fresh rolls are reported as coming a little more freely by some dealers, though others are not securing any to speak of. For this butter 23c. to 23½c. is being asked. Dairy is quoted 23c. to 24c. It is still very scarce.

For October creamery 28c. to 28½c. is asked, while current receipts bring 26½c. to 27½c. Arrivals of butter are not large. The receipts for last week were over 1,000 boxes short of those of the same week in 1906. In that year, corresponding week, 3,816 packages were received, while this year but 2,708 packages arrived. Receipts for the season continue about 200,000 less than they were for 1906, being to the end of last week 402,681 packages, against 596,849 packages last year.

Some dealers expect better prices after the turn of the year. Their argument is that the stocks held are not heavy, and that a shortage is sure to be experienced if the steady demand now felt continues. Increased business is not looked for before the middle of next month, but it is thought that a much better feeling will be observed then, resulting in stiffer prices.

At the present rate of going, it does not look as though there would be a great deal of Australian butter brought into the country as planned. Some was bought which would require a 30c. market here before it could be brought in with a profit. It is understood, however, that much of this butter, (which was purchased in London for January-February shipment) was resold in the English market at a good margin of profit, so this would let out holders of this stock in case the expected market did not develop here in Canada.

THE PROVISION SITUATION

The past week has witnessed another advance in prices offered to Canadian hog raisers. In spite of this, receipts are very light, and, generally speaking, the market is dull. Reports from western Ontario tell of freer deliveries of hogs by farmers under the improved prices of the last two weeks, but this condition of affairs is not at all general. Toronto packers report very light deliveries.

Prices this week are as follows : F.o.b. country points, $5.40 ; fed and watered, $5.70, and on cars at factory, $5.90.

The English market is demoralized again this week, principally as a result of the holiday season, which seems to have a greater reflective effect there than it does in this country. The Danes still continue to ship freely, last week's shipments being 39,000, an advance on recent weekly averages.

The American market also is off again as is evidenced in the following review from the New York Journal of Commerce : "The past week witnessed an active market early in future hog products at declining prices in sympathy with hogs, but after the short interest was covered packers had either to support the market or let prices lower, and they preferred the latter for its effect on the hog market, though there was an appearance of their buying on the decline to cover old short sales, which checked the decline. After this trade became very dull and the market dragged, with a marked falling off in speculative business, though hog receipts kept up until the last of the week. In the meantime spot business has been reduced to the minimum and although stocks are light of cured goods, the market has been weak and only demand for immediate wants has been realized, either from exporters or home trade. This has left some pressure on the market and further concessions would be made on most goods if it would increase the outlet. But with all the rushing, as it has been for some time past, indicating that the farmers are disinclined to feed high-priced corn, or that it is in such damp condition that they are afraid of hog cholera and are selling their hogs rather than risk this epidemic. Whatever the reason the average weight is very light for this season of the year, notwithstanding the large increase in receipts."

MONTREAL.

PROVISIONS—Packers have not made any change in their quotations lately. Smoked meats and heavy provisions are not in demand, but a good trade is still being done in lard. Sales of this article were very good before Christmas and are keeping up for New Year's.

Lard, pure, tierces	0 11½	0 12½
" 56-lb. tubs	0 12	0 12½
" 20-lb. pails, wood	0 13½	0 14½
" cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12½	0 13
" " 3-lb. "	0 12⅝	0 13
Lard, compound, tierces, per lb.	0 09½	0 10⅝
" " tubs	0 09⅝	0 11½
" " 20-lb. pails, wood	0 10	0 10½
" " 20-lb. pails, tin	0 09½	0 10½
" " cases, 10-lb. tins, 60 lbs. in case	0 09⅝	0 11⅝
" " 5-lb. "	0 09⅝	0 11½
" " 3-lb. "	0 10	0 11⅝
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 50	22 00
Canadian short cut clear	21 00	22 00
American fat back	....	23 00
Breakfast bacon, per lb	0 13½	0 16
Hams	0 12	0 15½
Extra plate beef, per bbl.	13 00	14 50

BUTTER—A fairly firm market rules, especially for fancy winter creamery, of which there is not a great deal on the market. October stock is selling at steady prices. Fresh rolls are rather scarce, with a consequent firm feeling in the market for them. Dairy is slightly easier.

Creamery, fall make, boxes	0 27	0 28
Creamery, winter make, boxes	0 26	0 27
Dairy, tubs	0 22	0 24
Fresh large rolls	0 23	0 23½

CHEESE—More inquiry for cheese from the other side is reported. Stocks held in England are becoming smaller, owing to continued heavy consumption, and it is likely that buyers there will have to replenish their stocks at the high prices now ruling locally. Dealers here expect higher prices after the turn of the year. Some nice lots of Canadian cheese were exported this week to the English market.

Cheese, old	0 15½	0 16½
" new, large	....	0 13½
" " twins	....	0 14

EGGS—Cold weather and increased consumption has made possible a firm feeling in the egg market. The usual

CONDENSED

Mince Meat

in Cartons (11 oz. net)
to sell at

10c

and give the storekeeper a good profit.

We have tested this with all package Mince Meat on the market and find it a superior article. Write us for price, it will pay you, and the goods will please your customers.

The Wm. Davies Company
LIMITED
FACTORY. - - TORONTO

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER
216 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.
Hamilton and Winnipeg

active demand which springs up during the holidays was noticeable the latter part of last week and the first two days of this. No. 1 eggs are slightly easier, as are also seconds, for which inquiry is limited.

Selects	0 24	0 25
No. 1	0 20	0 21
Seconds	0 16	0 17

HONEY—Very little interest is displayed in the honey market, and nominal prices continue to rule.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

POULTRY—Higher prices ruled for poultry this week owing to the fact there were but two business days before Christmas, and because stocks held were not heavy, as the trade had bought pretty freely and the jobbers were almost cleaned out, and to make matters worse, receipts were small, compared with the needs of the market. The result was that the advanced prices were firmly maintained. All last minute lots coming in were quickly picked up by anxious dealers. Prices will likely hold till after the holidays, though they may be easier for New Year's provided receipts pick up to such an extent as to warrant a reduction.

Turkey, per lb		0 13
Chickens and fowls, lb	0 07	0 09½
Geese	0 08½	0 09½
Ducks	0 10	0 11

TORONTO.

PROVISIONS—The market continues dull and uninteresting. No material changes are reported. Hams are quiet. Lard is featureless at old prices. Some fine beef quarters of choice prize stock are on the local market and have been picked up by the big hotelmen. The Christmas season is never very brisk in this market. There has been a better demand for venison, which can't be sold after the New Year.

Long clear bacon, per lb	0 10½	0 11
Smoked breakfast bacon, per lb	0 15	0 15½
Roll bacon, per lb	0 10½	0 11
Small hams, per lb	0 14½	0 15
Medium hams, per lb	0 13½	0 14½
Large hams, per lb	0 13	0 13½
Shoulder hams, per lb	0 10	0 10½
Backs, plain, per lb		0 16½
" pea meal		0 17
Heavy mess pork, per bbl	19 50	20 00
Short cut, per bbl	22 50	23 00
Lard, tierces, per lb		0 11½
" tubs "		0 12
" pails "	0 12	0 12½
" compounds, per lb		0 09½
Plate beef, per 200-lb. bbl	12 50	13 00
Beef, hind quarters	8 00	9 00
" front quarters	5 00	6 00
" choice carcasses	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 09	0 10½
Venison	0 09	0 10

BUTTER—The demand is improving and more activity characterizes the market. Prices are firm, though not quotably higher.

	Per lb.	
Creamery prints	0 29	0 30
Creamery solids	0 28	0 29
Dairy prints, choice	0 26	0 27
" " ordinary	0 22	0 24
" tubs choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

WINDSOR SALT
Table, Dairy and Cheese Salt,
Fine and Coarse Salt.
Write for Prices.
TORONTO SALT WORKS
Agents for WINDSOR SALT

EGGS—The situation is featureless. Prices are steady.

Eggs, candled	0 22	0 22
" selects	0 25	0 26
" limed		0 21

CHEESE—There is a firmer tone to the cheese market. No advances have been made yet.

Cheese, large	0 13	0 13½
" twins	0 13½	0 12½

HONEY—No change is reported. Prices remain the same.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12½	0 13½
" " 5 lb tins		0 13
" in the comb, per doz	3 50	3 00
Buckwheat honey, per lb	0 8	0 10
" " in comb, per doz	1 25	1 50

POULTRY—Business has been very brisk, improving with the approach of Christmas. Turkeys were especially active and the majority of the big dealers had considerable difficulty in filling orders, owing to the scarcity. Prices advanced. Fresh turkeys sold at almost any price.

Live Weight.

Spring chickens, per lb	0 05	0 07
Old fowl	0 04	0 05
Ducks		0 06
Geese		0 06
Turkeys	0 09	0 10

Dressed weight.

Spring chickens, per lb	0 08	0 10
Old fowl	0 05	0 05
Ducks	0 08	0 10
Geese	0 08	0 10
Turkeys	0 13	0 17
Squabs, per doz	2 50	3 00

FIRST ANNUAL BANQUET.

Perhaps no greater tribute could be paid the management of any commercial concern than that which has been accorded the directors of the Codville Co., Limited, of Winnipeg. On Dec. 17th the employes of this company gave a banquet in honor of their directors, J. J. Codville, H. B. Gordon, A. W. Chapman and Lawrence Bonny, and presented each of them with a handsome gift as a token of their high esteem and appreciation.

This concern has long been noted for the good will and whole-souled co-operation which exists between the members and employes, and that such things as this will tend to even further promote that perfect harmony goes without saying.

The banquet was held in Manitoba hall, the rooms and tables being decorated for the occasion and covers laid for more than 100 guests. J. H. Dickie, one of the Gold Standard Specialty salesmen, acted as chairman, and there were many toasts and much speech-making, both by the officers and employes.

When the banquet broke up about 1 o'clock it was unanimously decided that it had been a great success and should become an annual event of the Codville Company, Limited.

Commencing with the first of the year, H. C. Baker, who is well known in Northern Ontario and the western provinces, will look after the interests of James Turner & Co., Limited, Hamilton, on the territory reached by the Grand Trunk from Burks Falls to North Bay; the Toronto and New Ontario from North Bay to terminus; the C. P. Ry., North Bay to Soo and North Bay to Chelmsford.

He will also look after some old business he has in Port Arthur and Fort William.

CLARK'S
Canned Meats

With a new year about to begin there stretches before you season and opportunity for the building up of a large new patronage.
To win and hold such trade you must stock the leading and best lines of foodstuffs.

Clark's Canned Meats

will form the basis on which you may begin. Secure a full stock. You will never regret it.

DROP ME A LINE FOR PRICES

WM. CLARK - MONTREAL

Manufacturer

O'MARA'S BACON

The Government guarantees
the ***QUALITY***
and the price is
RIGHT

ASK FOR PRICES

JOSEPH O'MARA

Pork Packer

PALMERSTON, - ONTARIO

TRURO QUALITY BRANDS

TRURO QUALITY BRANDS

REINDEER condensed COFFEE

Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors

To H. M. King Edward VII

There is only **one**

BOVRIL

Look to your stocks. This is the best season for trade. Do not miss it.

Supplies can be obtained from—

BOVRIL LIMITED, - - - - - - - - **MONTREAL**
27 St. Peter Street

W. S. CLAWSON & CO. - - - - - - **ST. JOHN, N.B.**
11 and 12 South Wharf

A. B. MITCHELL - - - - - - - **HALIFAX, N.S.**
Mitchell's Wharf

R. S. McINDOE - - - - - - - - - **TORONTO**
120 Church Street

W. L. McKENZIE & CO. - - - - - - **WINNIPEG**
306 Ross Avenue

A. C. URQUHART & CO. - - - - - - **VANCOUVER**
336 Hastings Street West

and from all wholesale houses throughout Canada

The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants, or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William Street. - - - MONTREAL

Begin 1908 Well

Make the resolution that your confectionery department will be the best in your town. It is a profitable department.

Pernot's Biscuits are the superior of all high class lines in Canada, and are profitable. They will do much to assist you in your endeavor.

Prices and samples on request.

Leon Fontanel & Co.

4-6 St. James St., MONTREAL
10 Rue Reaumur, Paris (France)

There is a Lot of Money

being made by grocers these days out of

BUDA

"The Flour of Quality"

That "Buda" is rapidly coming into its own as the leading brand of flour, is shown by the fact that sales have doubled in one year. Quality does it. Buda is a blended flour—Western and Eastern wheat blended by an expert of 50 years experience. Are you getting YOUR SHARE of Buda Profits?

WRITE NOW FOR PRICES.

J. B. HARTY
PICTOU, N.S.

Sales Manager for the Maritime Provinces, Province of Quebec, Newfoundland, West Indies.

Car Lots, Assorted or Straight.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON

Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

CEREALS AND CONFECTIONERY

Business Brisk in Fruit Markets—Good Vegetable Demand—All Lines of Fish Selling Well.

An easier tone pervades the cereal markets this week in all departments, the holiday week's effect on business generally reflecting in general dullness. Canadian millers continue to ship largely to Great Britain and Europe and with this in view it seems likely that the market will be somewhat firmer after a couple of weeks of the new year have passed.

The movement of wheat eastward continues to be very rapid. An encouraging feature, too, is the fact that the grain is beginning to grade much more satisfactorily. Last Thursday's gradings at Winnipeg, for instance, showed a percentage of less than 30 of grain below feed grades. Inspections on Saturday were 272 cars, compared with 90 a year previous. Grading returns showed 102 cars of inferior wheat, with but 80 of "northern." No. 1 northern, 15 cars; No. 2 northern, 25 cars; No. 3 northern, 40 cars; No. 4, 30 cars; No. 5, 28 cars; inferior, 102 cars: winter wheat, 5 cars. Inspection of oats were 19 cars, barley 10 cars, and flax 10 cars.

Stocks of wheat at Fort William and Port Arthur were increased 1,038,000 bushels during the past week. There are now 4,626,000 bushels of wheat in store at the head of the lakes.

The visible supply of wheat in Canada and the United States decreased 149,000 bushels during the past week. Corn increased 155,000 and oats 483,000.

The special correspondent of the New York Evening Post takes a very bullish view of the wheat situation. In a recent cable letter to the Post he says: "The best experts in the grain trade believe that the world's wheat supplies are very much below normal requirements, and consequently look for higher prices."

MONTREAL.

FLOUR—The market remains practically unchanged, though there is, if anything, a weaker feeling noticeable. Business is slight, as it generally is during the holidays.

Winter wheat patents		5 50
Straight rollers	4 70	4 80
Extra	4 60	4 10
Royal Household		6 10
Glenora		5 50
Manitoba spring wheat patents		6 10
" strong bakers		5 50
Five Roses		6 10

ROLLED OATS—Prices remain as they were last week with slight business being done owing to the holidays.

Fine oatmeal, bags		3 20
Standard oatmeal, bags		3 20
Granulated " "		3 20
Golddust cornmeal, 98-lb bags		2 25
White cornmeal	1 65	1 75
Rolled oats, 90-lb. bags	2 90	2 95
" 80-lb. bags	2 75	2 80
" bbls	6 10	6 20

FEED—The situation is unchanged and the old prices still rule.

Ontario bran	22 00	23 00
Ontario shorts	24 00	25 00
Manitoba shorts	25 00	27 00
" bran		23 00
Moullie, milled	26 00	31 00
" straight grained	27 00	33 00
Feed flour	1 50	1 70

TORONTO.

FLOUR—The advance spoken of as probable last week did not materialize and this week, in sympathy with general business at holiday time, the feeling is easier. Local millers continue to ship largely to Great Britain.

Manitoba Wheat.

90 per cent. patents	5 40	5 60
85 " "	5 15	5 20
Strong bakers	5 10	5 15

Winter Wheat.

Straight roller	4 90	5 10
Patents	5 20	5 40
Blended	5 25	5 30

CEREALS—The market continues a little dull, though supplies are coming in freely from local points. There has been no change in prices.

Rolled wheat in barrels, 100 lbs	3 00	3 15
Rolled oats, in wood, per bbl		6 65
" " in bags, per bag 90 lbs	3 00	3 20
Oatmeal, standard and granulated, per bbl		6 65
" " " " in bags, 98 lbs		3 40

CEREAL NOTES.

Chas. W. Hodder, baker and confectioner, Dutton, Ont., has had his store destroyed by fire.

J. D. Leitch, Eganville, Ont., has sold his bakery and confectionery to E. A. Lisk.

CARS SCARCE IN WESTERN TOWN.

The following letter addressed recently to the secretary of the Retail Merchants' Association of Western Canada and signed by the merchants in Gilbert Plains reveals a serious car shortage in that town:

Dear Sir,—We the undersigned merchants of this place desire to bring to your notice a condition which exists here at the present time in reference to the movement of the crop. We made a thorough examination of the books and records of the railway company and find these facts.: On Saturday, November 30th. there were 114 names on the list for cars, this includes elevators and farmers, and up to that date there has been fifty cars billed, out of these fifty there were eight lying on the side-track which had been there for periods varying from 10 to 13 days.

In addition to this, we find that, owing to the congested state of the yard in Dauphin, loaded cars from western points had been left off here, with the result that at present it is an impossibility to get in a single empty.

The railroad company may justify their action by stating that the elevators are not full, and while this is quite true, our farmers can hardly be expected to sell their grain to the elevator when the difference between their price and the track price is so great, being from eight to ten cents net.

This year, as it is well known, the farmers need to realize every cent possible on their crop and that as quickly as possible.

Anything you can do to relieve this situation will be greatly appreciated by us.

The Very Acme of Excellence

in soda biscuit manufacture is reached in

Mooney's Perfection Cream Sodas

Do you handle these biscuits? If you do not, you are neglecting a line which is paying hundreds of grocers well. Repeat orders are the orders worth having; and every grocer who stocks Mooney's Perfection Cream Sodas has repeat orders for them in abundance.

Better write us about it!

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

COX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
C.E. Colson & Son, Montrea
D. Masson & Co., "
A. P Tippet & Co., "

J.& G. COX Ltd
Gorgie Mills
EDINBURGH

DESSICATED EGGS.

New Method From Australia for Which Large Claims Are Made.

In his recent report in the trade and commerce reports for Canada, J. S. Larke, of Sydney, N.S.W., speaks of a process for dessicating eggs devised in Melbourne, and carried out in Sydney. For this process, high claims are made. It has thus been described:

"Dessicated eggs are not substitutes for eggs, but newly-laid eggs treated by a process by which only the shell and water contents of the egg are removed and the whole substance of the egg, yolk and albumen, converted into powder. The eggs first pass through a dark room, being carried on a perforated rolling table over a fifty candle-power light. Any eggs not perfectly fresh, or dirty in any way are at once detected and put on one side. The sound eggs are carried along and go into a centrifugal separator, revolving at a tremendous rate. Here the eggs are smashed, and the shells separated from the liquid matter, which flows into a small tank, and is then pumped up into another tank where a preservative is added. Below this tank in a very hot room, with a temperature of 120 to 130 degrees, there are great cylinders or drums, slowly revolving at the rate of 1 to 2½ minutes. The liquid egg substance goes from the tank into troughs below these cylinders, and as they revolve become attached to them. By the time a cylinder has completed its revolution the coating has dried, and a further coating adheres. Ultimately this coating comes off in flaky pieces, which are ground into a powder. This powder will, it is claimed to have been proved, keep for years, and only requires the addition of milk or water, when the powdered eggs will reconstitute, and be ready for use for any purpose the same as a newly-laid egg. The powder is rich and attractive looking, and is reported by the Government analysts of New South Wales and Victoria to contain no chemical preservative. No part of the egg, except the water, has been removed.

"It must, however, be added, that the process is not yet perfected," says the correspondent. "The inventor has some difficulties still to overcome before it can be a commercial success; one of which is the reduction of the dried egg to powder. It is hoped that this and other obstacles to success will shortly be overcome. If so, the appliance should receive consideration in Canada, where a cheap process of preserving eggs would be most useful."

AN ENTERPRISING GROCER.

H. G. MacDonald, who has been running one of the brightest of the live grocery stores in North Parkdale, at the corner of Wright and Sorauren avenues, shows a little more than ordinary enterprise. He has recently improved and enlarged his store, taking in about 20 feet at the rear, improving the entrance to the apartments above, putting in electric light and redecorating the whole interior.

The store was re-opened with considerable eclat on Thursday, Friday and Saturday of last week. Mr. MacDonald issued a neatly printed announcement and invitation and made preparations to make the public of that locality thoroughly acquainted with the new store. To add to the attraction, one of the city's best Italian orchestras was secured and favored the visitors with an excellent musical programme on both Thursday and Saturday evenings. The store was very tastily decorated with palms and holly, and everything in a new dress proved very attractive. Demonstrations of three prepared articles also added to the interest.

When asked regarding the success of this method, Mr. Macdonald said:—"Well, we had the store jam full for three hours last night and will have to-night."

"But, did you get cash returns?" The Grocer reporter persisted. "I haven't figured it up yet," said Mr. Macdonald, with a satisfied smile, a chronic characteristic, by the way, "but I heard the cash register bell jingling pretty steadily last night."

Every lady who visited the store on the opening nights was presented with a souvenir, a book of songs prepared specially for Mr. Macdonald, and every child was also given a memento. Mr. Macdonald should do well in his new premises in this rapidly-growing section of the city.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

POT AND PEARL BARLEY A N D FEED
CALEDONIA MILLS
John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING
IN ¼-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
n Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., - MONTREAL

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

Flour, Grain, Feed, Seeds, etc.
Send your quotations
The leading Quebec Flour and Grain House.
C. A. PARADIS, - Quebec.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.
125 St. Peter St., QUEBEC.

There is More Money

in pushing the sale of the genuine article than in trying to exploit imitations. Nothing can successfully imitate the appetizing tang of

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

Therefore the wise grocer avoids inferior articles and pushes Lea & Perrins' with all his might. It pays well to do so; because every bottle of Lea & Perrins' sold brings in orders for more. Are *you* among the *wise* ?

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

Get a good hold on your customers during 1908 by selling

Mott's

"Diamond" and "Elite" brands of

Chocolate

They have proved reliable and profitable to other dealers, and they will to you.

All Jobbers.

John P. Mott & Co.

HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor, Montreal — R. S. McLaren, Toronto — Jos. E. Huxley, Winnipeg — Arthur Nelson, Vancouver

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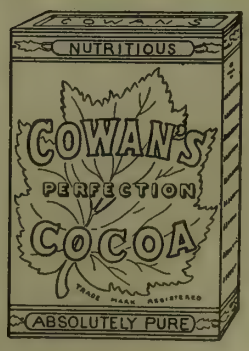
Cowan's Cocoa and Chocolate

hasn't got to the top by accident. Purity—absolute purity—and superb inimitable flavor, is the cause.



Being pure, and having that matchless flavor, it stands to reason that your customers will be pleased with it. In fact, the experience of hundreds of grocers proves it.

The Cowan Co., Ltd.

The Why and How of Advertising

Newspaper Publicity Beneficial for Grocers, Especially at Holiday Time—A Couple of Well-planned Advertisements of Canadian Grocers With Their Strong and Weak Points—Hints by R. W. Ralph.

A country town publisher said, the other day, that not one grocer in his town had yet put as much as a "Merry Christmas" card in his paper this season. He admits, however, that he has not canvassed the grocery trade for business. This is certainly a mistake on his part, no matter how firmly he may be convinced of the indisputable fact that it pays grocers to advertise. Certainly any business man who has really given the subject of advertising the consideration of which it is due, should buy newspaper space, and keep it filled with the right sort of copy, without much solicitation on the part of the publisher. It is in the interest of the grocer to advertise just as much as it is in the interest of the publisher to secure the grocer's contract. It is a matter of mutual business interests between the publisher and the grocer, and neither one is doing the other a favor.

It is a remarkable thing, though, that the grocers of any fair-sized town should neglect to advertise in their local papers at this festive season. This is the season of all seasons when advertisements are read with buying intent. Money is said to be tight, in some quarters, but the merchant who advertises in the cheerful tone inspired by the season, will find it loose enough to move his Christmas stock and exemplify for him the benefit of good advertising.

Advertising is such a reasonable, such a plainly logical, department of retailing, that the bare statement of its necessity ought to be sufficient to convince even the most conservative members of the trade. Surely it is quite natural to assume that every man in the grocery business wants more than a mere living out of it, wants more customers than his relations and those who enter his store by chance! Acting on such an assumption, what is the first requisite of doing more business? Get the stock and let the public know about it! Tell them who you are, what you are and where you are, and tell them so often that there'll be scant chance of them forgetting it.

What better means to this laudable and businesslike end than bright, snappy advertising in the newspaper? Hundreds of thousands of successful retailers in all lines of trade are a standing and ever-growing testimony of the soundness of this logic, that newspaper advertising pays and pays well.

That every town does not contain grocers of the illogical kind, such as attempt to succeed in the town we have referred to, is evidenced by the number of attractive grocery ads. appearing in the daily and weekly press. That this season is likely to be a good one for the trade in spite of the alleged business depression, is indicated by the great army of business building, money circulating, retail advertisements.

* * *

The ad. of Delahey Bros., from the Cobden, Ont., Sun, is a fine example of good "quality talk." Talk of this kind, run frequently, cannot help but impress the mind of the grocery buying public. If it has any fault, considered as an ad., it is that prices are lacking. From first to last the language is convincing, and the generous space occupied permits of the use of a large, easily read type. By the time the reader reaches the end of the fourth paragraph—and it takes less than a minute to get that far—he or she would be just in that state of mind where a few specific seasonable articles, priced, would have good effect. A combination of straight convincing talk with specific instances of economy really does

Some Grocery Facts

Looked at from any standpoint there's no more important part of this store than the Grocery Section.

It is there where our care in buying is exercised to a more than ordinary extent. It is there where care in selecting shows.

We hold this Grocery department of ours up to you as a model of dependableness. Each article in it has received the very closest attention as to freshness and general excellence, and it is with the utmost confidence that we invite you to do your buying from this stock.

We can assert with positiveness that when buying your Christmas grocery supplies you will find no more complete, no fresher and no more high class stock of groceries in all the county than right here in our Grocery Department. All we ask is that you give us an opportunity to talk groceries to you for a couple of minutes. If you do not buy we will not try to force you to do so.

Everything in our store is wide open to inspection.

Delahey Bros.

A Biscuit Boon

Huntley & Palmer's
in half-pound packets

Osborne, (slightly sweet) per pkt 20c
Milk, (plain unsweetened) per pkt. 20c
Cream Fingers, (rich, crisp and dainty) per pkt. 20c
Ginger Nuts, per pkt. 20c
Thin Arrowroot, per pkt. ..20c
Nursery Rhymes, (a picture on each biscuit) per pkt....20c
Thin Lunch, (plain unsweetened) nice for late lunch) per pkt. 20c
Rich Digestive, (a good new one) per pkt. 20c

Other varieties of H. & P. in stock:
Savoy, Rich Walnut, Phillipine, Acorn, Wheatmeal, Alaska Wafers, Carmencita, Plantation, Etc.

About 20 varieties Christie's at ..... 25c per lb.
Also Christie's Rusk, Cracknel, W.I. Wafers, Macaroons, La Fete, at prices from 35c per lb. up.

Remember, we have the biggest and Best Range of Crockery in the Okanagan.

McKenzie & Martin

draw business. Note the tone of confidence that runs through the talk—confidence without bombastic exaggeration—and remember what your observation has often taught you, that confidence inspires confidence.

* * *

McKenzie & Martin, of Vernon. B.C., have sent us in a number of ads. which show that they have someone on the premises who knows how to prepare good copy. They take the form of long single and double-column space with heavy borders. One of these ads., while not a grocery ad., contains a good idea. It has a large heading "Watch Our Tie Window Next Saturday." It seems like a good scheme to make the newspaper ad. co-operate with the window trim. Then the enigmatic statement which follows the heading, "The purchaser of every fourth tie will get it free"—may be well calculated to arouse curiosity and bring people down on Saturday. Just to see what there is in it, and curiosity is a step on the road to business. We are reproducing one of their single-column ads., which is a very good one. The particular points of merit are contained in the little items of information, given in a brisk, unobtrusive way, about the priced articles. Take the first item "Osborne (slightly sweet) per pkt., 20c." Many ads. have such items put in as "Osborne, per pkt., 20c." The customer wants to know, naturally, something more about it than its name, and the addition of "slightly sweet" improves the item wonderfully. It is often these little thoughtful bits of information that make the difference between a good and a bad ad.

* * *

One of the recent items in Rusty Mike's Diary—which tome of wisdom has often been quoted in this column—says: "A standing card, like a disconnected telephone, is as good as any other to look and swear at, but you can't talk ter than nothing—a little. But certain-Mike, to some extent, anyway. Even a standing card in the newspaper is better than nothing—a llittle. But certainly. the proper use of space is to talk in it. Say something different, or perhaps the same thing in a different way, every time the paper goes to press. Among the varied stock of a grocer, there are scores of things which admit of brief, breezy, enthusiastic description. Describe the goods. If it is oranges you are advertising, say what kind, seedless or otherwise. A word or two often suffices, without which the ad. would lack life and "snap."

It is not a bad idea to study the ads. of city departmental stores. In these institutions advertising is a very important matter, and is attended to by experts. All the items reflect the breezy tone of the jaunty opening paragraph, and describe the goods well and tersely with the maximum of effect for the minimum of words.

Stuart Watson, of Stuart Watson & Co., brokers, Winnipeg, was in Toronto last week.

BUSINESS GOOD IN NOVA SCOTIA

Confectionery Trade Growing, Particularly in Chocolates—Pork and Poultry Plentiful—Large Oyster Shipments With Opening of Season.

(By The Canadian Grocer's Special Correspondent.)

Halifax, N.S., Dec. 23.

The week just closed has been a very busy one for the retail grocery trade, the consumer laying in large stocks of goods for Christmas. None of the grocery stores in Halifax make a specialty of window dressing for Christmas. All, of course, have neatly arranged windows, displaying fruit, confectionery, nuts and other such lines, but outside of these nothing of a really attractive character is attempted. It is noted this year that the grocers are handling more lines of confectionery than heretofore, some of them having quite large stocks of package chocolates. All the high grades of confectionery are very high, and many of the retailers fear that the increased prices will have the effect of reducing the sales. One large dealer stated to The Grocer correspondent the other day that the demand for chocolates is growing greater every year. The sales of cheap confectionery are comparatively small to what they were formerly, the public seeming to want the best in a limited quantity even at the higher price. Creams and caramels are also going out of favor, there being little call for the former except at Christmas. The sales of first-class chocolates throughout Nova Scotia this season were very large.

* * *

There is a good demand for eggs and butter, but the receipts of both are very light.

* * *

Very little fresh stock is now coming on the market. The choicest eggs are worth 40c per dozen, and fresh-laid stock is scarce. Some small tubs of dairy butter, which were marketed last week, sold at 34c per pound at retail. This is a record price.

* * *

Lots of fresh pork is now being marketed, but the open weather has made the demand rather light. The best hogs are quoted at 8 to 8½ cents. The receipts of turkeys, geese, ducks, chickens and fowl are quite large and the quality of the stock is exceptionally good. The prices are very high, however, and this will have some effect on the demand.

* * *

A large crowd witnessed a very interesting game of basketball in the D.B. C.A. gymnasium last week between teams from the grocers and butchers of the town. The grocers played a great game throughout and won by a score of 28 to 20. The teams were : Grocers—J. Cleveland, J. Moore, L. Teasdale, J. Kane and J. Patterson. Butchers—L. Lennerton, F. McPherson, R. Ross, W. Wiseman and E. Teasdale.

* * *

H. E. Stirdee, of St. John, representing Quaker Oats and flour, was in several of the Nova Scotia towns last week calling on the trade.

* * *

Thomas F. White, president of the White Candy Company, of St. John, was in Yarmouth the latter part of last week, on the invitation of the Board of Trade, to see if the prospects would warrant the firm moving the factory to Yarmouth.

* * *

The lobster season is now open and as usual there is a good demand, both at home and abroad. The first big shipment to the American market was made last week, when 566 crates, collected at points along the western shore, were sent to Boston. A record shipment of lobsters was made from Nova Scotia last week, when M. Neville & Son shipped by rail 107 cases of live lobsters for points from Amherst, N.S., to Spokane, Washington. Medium-sized lobsters are selling here for fifteen cents each.

STUDYING CANADIAN TEA TRADE.

J. Campbell Black, of Brooke, Bond & Co., is visiting all the principal centres of Canada in the interest of this firm of tea distributors with offices in London, Leeds, Liverpool, Manchester, Bradford, Calcutta, etc., who are known to most grocers probably as the first to start selling blended teas to the single shop grocer in England 35 years ago, and to combine with that the system of cash with order.

This company has used a singular selling system. Without the aid of a single traveler they have now something like 30,000 buyers of their blends in the Old Country who send cheques along with their orders. The elimination of travelers alone, Brooke, Bond claim, is worth 10 per cent. to their customers, although they have, of course, the advantage of the organization of the English wholesale houses or jobbers, whose interests they are far-seeing enough to protect.

In the course of an interview Mr. Campbell Black (who is a practical tea man and who has sold tea and studied markets for Brooke, Bond & Co. from the frontiers of Afghanistan and the Shan States to Egypt, Tripoli, Tunis, Algeria and Morroco as well as in most countries in Europe), would not say much about the policy of his company in Canada. He remarked, however, that the blended trade with "value" the link which would bind every grocer to the company, as in England, would be the most alluring. The object of his visit is merely to mark, learn and inwardly digest. Whatever they do they will sell what the Canadian public want, whether in Vancouver or Nova Scotia.

The importance of being conversant with the most expeditious and economical means of landing goods at each centre is also having attention.

Fred. J. White, of Minto Bros., accompanied by Mrs. White, left last Thursday for a pleasure trip to New York, Atlantic City and other points.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Rose Brand Navels
Volunteer Brand Navels
Rainbow Brand Navels

Mexican Oranges
Florida Oranges
Bahama Oranges
Jamaica Oranges
Valencia Oranges

California Lemons
Messina Lemons

Also full lines of Nuts, Figs, Dates, etc. Send us your sorting up orders and you will be surprised at the low prices.

THE
1908
LEADER—
"Golden Flower"

Grown and Packed by

The Redlands Golden Orange Association
Redlands, Calif.

FRUITS, VEGETABLES AND FISH

Business Generally Dull in Consequence of Holiday Season—Wheat Movement to East Continues Large—Winnipeg Inspections.

The demand for green fruits has improved greatly and buying for Christmas has been quite satisfactory. An abundance of orders made the market very active. Oranges are still low, but a firmer feeling is reported and an advance should result in a fortnight's time. Lemons are selling well and are slightly lower. Christmas wreathing has been very scarce. Some dealers were sold out of holly and could not obtain supplies under any consideration. Cranberries are meeting with a better demand and are being quoted lower.

A good last-minute business is reported in vegetables. Imported varieties have been active, though prices are inclined to be high. Potatoes are easier and are being quoted slightly lower. Parsnips, carrots and turnips are the best selling domestic vegetables.

Fish continues to be active. Business is not quite as brisk, owing to the bigger demand for poultry for Christmas. Supplies have improved and dealers have not as great difficulty in filling orders. Oysters are steady. Cod and finnan haddie are brisk. There is a slight shortage in ciscoes and whitefish.

MONTREAL.

GREEN FRUITS—A very satisfactory Christmas trade was transacted Monday and Tuesday, last orders being abundant and karied in their requirements. Many dealers secured late shipments of green fruits from across the border, and this was shipped by express to their customers at the last moment. Several price changes will be noticed in this week's quotations. Kumquats are quoted 25c quart.

Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 25
Cocoanuts, new, per bag		4 50
Lemons	3 00	3 25
Florida oranges, box	2 75	3 00
Mexican oranges, box		2 50
Porto Rico oranges, box		2 50
Jamaica oranges, bbl		4 25
Valencia oranges	2 75	3 25
Tangerines, half-box		3 00
Pineapples, case	3 50	4 50
Grape fruit, box	3 00	5 50
Almeria Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	10 00	11 00
Nova Scotia cranberries, bbl	6 00	7 00
Kumquats qt		0 25
Apples Tameuse, bbl	4 00	5 00
" other fall varieties, bbl	3 25	5 00
Evergreen wreathing, bale		2 00
Mistletoe case		6 00

VEGETABLES—A good last minute trade was done by local dealers Monday and Tuesday of this week. Many of them received the first day their late shipments of American vegetables and these were delivered to their customers in time for the Christmas trade. Prices generally were felt to be high, but a good trade was transacted nevertheless. Late advances made early purchasers feel that they were wise in placing their orders as they did. Egg plants, green peas and American parsley are three new lines quoted this week.

Parsley, per doz. bunches		0 35
American parsley, large bunches, doz.		0 75
Sage, per doz.		0 60
Savory, per doz		0 60
Cabbage	0 20	0 35
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
California celery, crate		5 25
Water cress, large bunches, per doz		0 75
Spinach, bbl		3 50
Green peppers, crate		3 50
Boston hot house cucumbers, doz.		2 00
Potatoes, per bag	0 90	1 00
Sweet Potatoes, basket		3 00
Beets bag	0 60	0 65
Carrots, bag	0 60	0 65
Tomatoes, Florida, crate		5 00
Tomatoes, hot house, per lb		0 30
Spanish onions, small crates	0 75	1 00
" " large crates		2 25
Canadian onions, lb	0 01½	0 01¾
Boston lettuce, hot house, per doz.		1 00
New Orleans lettuce, doz		0 80
New Orleans shallots, doz		0 75
Radishes, doz		0 60
Bermuda parsley, crate		3 00
Mushrooms, per lb		0 75
Horse radish, per lb	0 10	0 12
Beans, green, basket		5 00
Beans, wax, basket		5 50
Egg plant, doz		2 00
Green peas, basket		6 50

FISH—A good trade was done early this week in oysters, which continue to be quoted at the old prices. Supplies are much better than they have been and dealers are quite able to take care of all orders. Various lines of fresh and frozen fish sold in fair sized lots for to-day's trade. Demand for other lines is about the same as it usually is at this season.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04½	0 05
Halibut, express, per lb	0 08½	0 09
Mackerel, " "		0 10
Dore, "	0 07½	0 09
Pike, lb	0 06½	0 07
Cod fish, l	0 04	0 04½
Steak cod, lb	0 05	0 05½
Whitefish, lb	0 06½	0 10
B.C. salmon, lb	0 08	0 09
Qualla Salmon, lb	0 07½	0 08
No. 1 Smelts, lb		0 09
New tomcods, bbl		2 25
Sea herring, bbl	1 80	1 90
Smoked and Salted—		
Haddies, boxes, per lb		0 08½
Kippered Herring, 50 in box		1 00
Smoked herring, per small box		0 16
Yarmouth Bloaters, per box		1 20
St. John bloaters, box		1 00
Prepared and dried—		
Skinless cod, 100 lb. cases		5 25
Boneless cod, 20 lb. boxes	0 06	0 09
Boneless fish, 20-lb. boxes, bricks		0 05½
Boneless fish, 25-lb., boxes, per lb.		0 05
St. John bloaters, box		1 00
Oysters and Lobsters—		
Standards, bulk, per imp. gal		1 50
Selects, bulk, gal.		1 70
Malpeques, bbl	8 00	10 00
Paper pails, 100, pint size	0 80	1 10
" 100, quart size	1 00	1 50
Boiled lobsters, lb		0 18
Live lobsters, lb		0 15
Pickled fish—		
No. 1 Labrador herring, per bbl		5 60
" " per half bbl		3 15
No. 1 Nova Scotia, per bbl		5 25
" " per half-bbl		2 90
No. 1 Haddock, bbl		6 50
No. 1 Pollock, bbl		6 00
No. 1 Mackerel, 20-lb. kitts		1 75
No. 1 sea trout, 100 lb. kegs		6 00
Small Green cod, per bbl		6 00
Medium " " "		7 50
Large " " "		8 00
Labrador Salmon, ½-bbls		7 00
Salt sardines, bbl		5 50
" ½ bbl		3 25
No. 1 salt eels, lb		0 07½

TORONTO.

GREEN FRUITS—Business has been very brisk. In addition to considerable outside trading, the local demand has been strong. Dealers report all lines to be selling well. The orange situation has a steadier tone. Arrivals are not as heavy and are a finer quality. Prices are still unusually low and cover a wide range. They can't remain at this low level long and should be higher in a fortnight or so. Lemons are meeting with a fair demand and are being quoted lower. Holly is very scarce and is practically done. Grape fruit, tangerines and almerias are active. Cran-

berries have declined and are still slow.

Oranges, Florida's new	2 25	3 00
Oranges, Mexicans, new	2 00	2 15
" naval, new	2 50	3 00
Lemons, California, 240, 300, 360, 420	3 00	3 75
" Messinas, new crop	2 50	3 00
Grape fruit, 54's 80's, 96's	4 50	5 50
Apples, No. 1 winter fruit	3 75	4 00
" No. 2 "	2 75	3 00
" lower grades	2 00	3 00
Bananas, Jamaica firsts, per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, 8 hands, green	1 25	1 35
Bananas, Firsts	1 65	1 75
ui nces, per basket	0 50	0 60
Cranberries, per bbl	9 00	11 00
Almeria grapes, per keg	4 00	6 50
Tangerines	3 00	4 00

VEGETABLES—The market is somewhat easier. Prices have not changed materially. Potatoes are slower and slightly lower. The demand is never sharp at this season. Some good samples have arrived on the local market. Carrots, turnips and parsnips are selling well and are unchanged. California celery is active. Sweet potatoes are steady.

New Brunswick Delawares, per bag		0 95
New potatoes, Canadian, per bshl		1 90
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 30
Beets, per bag	0 90	0 95
Cabbage, per doz	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 75	0 80
Cauliflower, per doz	0 60	1 50
Parsley, per doz		0 25
Celery, Canadian, per doz	0 35	0 40
" california, per doz		0 75
Lettuce, imported "		1 35
Cucumbers, imported, per doz		2 00
Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb		0 12
Whitefish, winter caught, per lb		0 10

FISH—Business is not as brisk as usual. A quieter tone prevails throughout the market. The mild weather has weakened the demand for oysters. Lobsters are fairly active. Whitefish is very scarce. Ciscoes are also hard to obtain. Herring is selling well. Qualta salmon is fairly active. Cod, finnan haddie, mackerel and halibut are steady. No naterial change is reported in the prices.

Haddock, frozen, per lb	0 07	0 08
Holland herring	0 90	0 95
Herring, medium, per lb	0 07½	0 08
" jumbo, per lb		0 10
British Columbia salmon, per lb		0 12
Qualla, per lb		0 09
Trout, fresh, per lb		0 09
Ciscoes, per basket		1 25
Labrador herring, per bbl	5 00	5 50
Halibut, fresh caught		0 09
Shredded cod, per lb		0 08
Shredded cod, per doz		0 90
Halifax fish cakes, case		2 40
Acadia tablets, per case		4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb		0 07
Mackerel mediums, each		0 12
" large		0 25
Finnan Haddie, per lb		0 08

SHIP TO US

We pay the highest market price for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street

HAMILTON

FISH! FISH!

TO START THE NEW YEAR

First car this season's catch

Halifax Frozen Sea Herrings

LARGE BRIGHT.

Halibut, Sea Salmon, Smelts, Haddies, Oysters, Ciscoes, Bloaters

A most complete and comprehensive stock of high-class fish.

WHTE & CO., Limited, TORONTO

LET YOUR RESOLUTION BE

"ST. NICHOLAS"

W. B. STRINGER & CO.

SOLE AGENTS, TORONTO, FOR "ST. NICHOLAS" LEMONS

Compliments of the Season

to our many customers and friends and thank them for their very liberal orders for Christmas Fruits, which we shipped last week to all points in Refrigerator cars.

We are prepared to fill all orders on any lines you may run short on with quick dispatch, and trust all may have a very

PROSPEROUS NEW YEAR.

HUGH WALKER & SON

Established 1861 ***Guelph, Ont.***

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

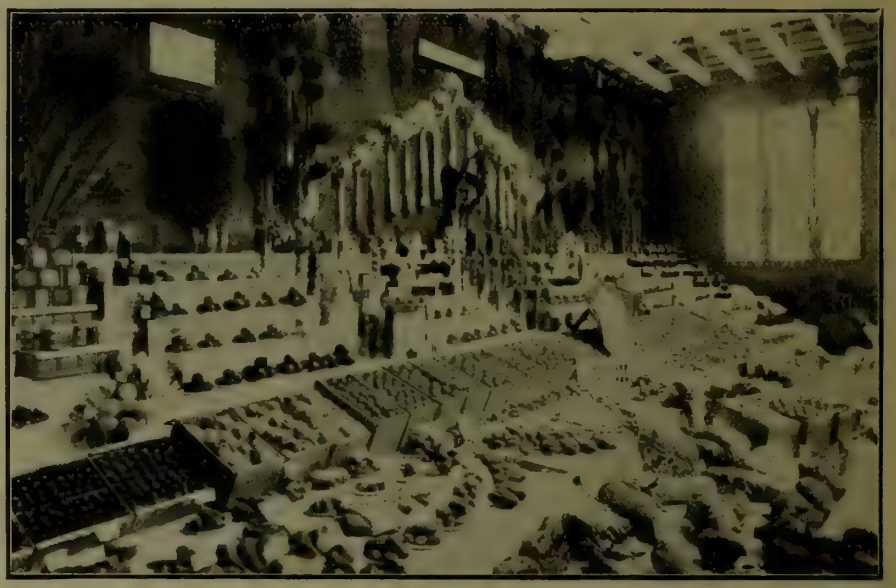
BEGIN THE
NEW YEAR
By handling the
FAMOUS
"BRONCO"
Brand
Navels. The Brand that has
Made California Famous.
White & Co.
Limited
Sole Agents
Toronto

Malpeques, per gal	1 85	2 00
Oysters, per gal	....	1 [illegible]
Shell oysters, blue points, per 100	....	1 50
Bloaters box	....	1 50
Kippered Herring	....	1 75
Smelts, fresh caught	....	0 10
Gold eyes	....	0 06

EXCELLENT B.C. FRUIT.

Chilliwack District Takes Awards at New Westminster Exhibition.

The accompanying photograph illustrates the exhibit of the Chilliwack district at the recent R.A and I Society's exhibition at New Westminster. The district was fortunate in carrying off first prize on this exhibit, this, by the way, being the third time it has been awarded that honor. The exhibit in quality of fruit packing and general arrangements makes an exceedingly fine showing.



FRUIT EXHIBIT AT NEW WESTMINSTER.

INCREASED APPLE EXPORT.

Montreal and Quebec Show Larger Shipments for 1907.

There is noticeable a substantial increase in the apple exports from the ports of Montreal and Quebec this year, as compared to 1906.

In all 602,309 barrels of apples were shipped from Montreal ,against 378,777 barrels last year, an increase of 223,532 barrels. Of boxes, 28,972 were shipped, against 23,430 last season, an increase of 5,542.

From Quebec 24,701 barrels were shipped, as against 13,882 barrels in 1906, which means an increase of 10,814 barrels. This season 796 boxes were exported, against nil last year.

South Africa took 2,830 barrels and 350 boxes but all the rest was distributed through the Old Country as follows:

London, 60,514 barrels and 1,081 boxes; Liverpool, 259,646 barrels and 4,165 boxes; Glasgow, 228,447 barrels and 22,751 boxes; Leith, 9,138 barrels and 619 boxes; Manchester, 22,202 barrels; Bristol, 18,758 barrels and 6 boxes; Dublin and Belfast, 161 barrels and 613 barrels which were distributed over various ports.

INCREASING OYSTER TRADE.

Grocers and retail fish dealers throughout Canada are enthusiastic over the merits of the National Oyster Company's "Sealshift" method of handling oysters. "Why," said a Toronto grocer in a choice residential section, the other evening, "that method has increased my oyster sales fully twenty per cent. The people are delighted with the clean appearance of the bivalves and come again and again for them.

Geo. E. Bearns, of John Bearns Co., Winnipeg, was calling on the trade in Toronto last week.

Mr. Wagstaffe, of the Wagstaffe Preserving Co., Hamilton, was in Toronto on Monday and called at The Grocer office. The company has just received the first car of Seville bitter oranges for marmalade and to receive these goods at this time of the year constitutes a record.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

We wish all our Friends
A JOYOUS CHRISTMAS and NEW YEAR.
DAWSON COMMISSION CO., - TORONTO

J.V DE YBARRONDO & Co.
Successors to James Violett & Co
IMPERIAL PLUMS IN BOTTLES
OF THE OLD & WELL KNOWN BRANDS
R^s ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR
WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c
BORDEAUX FRANCE

Shippers Also of
All Canned Vegetables,
Pure White Wine Vinegar,
Clarets, Brandies and Champagnes.

"GOING SOME"

The above is the inelegant, but forceful way that one merchant spoke to us of the rate at which

Halifax Shredded Codfish

is selling. He meant that it was selling rapidly.

Atlantic Fish Companies
Limited
LUNENBURG, N.S.

How are your sales? It ought to be easy to sell "HALIFAX" Shredded Codfish at this time of the year.

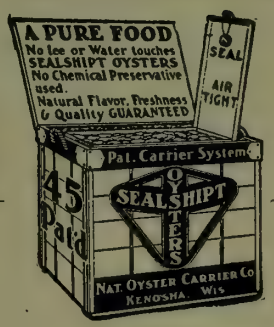
1907 Ask Your Grocer 1907

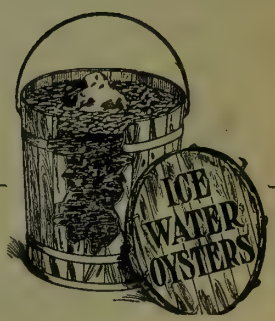
for

Brunswick Brand

¼ Oil Sardines
Sanitary and Hand
Finnan Haddie
Kippered Herring
Clams and Scallops
All New Pack

Connors Bros., Limited
Black's Harbor, N.B.





The New Way
No water, no preservatives; oysters in a sealed, sanitary steel case, ice outside.

The Old Way
Water, preservatives, ice and oysters all together into a stale wooden tub.

FOR FULL PARTICULARS OF THE SEALSHIPT SYSTEM, ADDRESS:

NATIONAL OYSTER CARRIER CO.

KENOSHA, = WISCONSIN

Affiliated Oyster Shippers in all the great oyster districts.

Fish and Oysters

Standard and Select Bulk Oysters by the gallon. Malpeque Shell Oysters in barrels. Large Frozen Sea Herring in barrels. Fresh and Frozen Sea and Lake Fish. Haddies, Bloaters and Kippers, Skinless Cod and Boneless Cod in boxes. Labrador Herring in barrels and half-barrels. All other kinds in season. Write for Prices.

THE LARGEST FISH WAREHOUSE IN CANADA.

P. O. Box 639.
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House
MONTREAL

Branches :
ST. JOHN, N.B.
MONTREAL
GRAND RIVER
GASPE, QUE.

WE ARE READY

To open up this new year with greater facilities and larger stocks than at any time in our history. .During the past year our business has increased by leaps and bounds which has necessitated our obtaining larger premises and within a couple of weeks we will occupy our new building, which will include a complete freezing and storage plant, giving us unexcelled facilities for handling

FISH AND OYSTERS

We will let you have a full list of quotations on request and assure you we spare no effort to give our customers the utmost satisfaction.

THE F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors
76 Colborne St., TORONTO

F. T. JAMES, Manager

H. C. ROWE & CO.'S

Long Island Native

OYSTERS

from the deep, pure waters more than 100 miles east of New York in Narragansett, Peconic and Gardiners Bays.

Finest Flavor and Best Condition

H. C. ROWE & CO.'S

SUPERIOR OYSTERS

for sale by

White & Co., Ltd.

Toronto and Hamilton

who can also furnish illustrated pamphlets, folders, etc., on application.

Almeria Grapes

Splendid crop with a dry season is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your Dominion. C. & F. rates to all points.

For closest market rates apply to

ANDREW WATSON

91 Place d'Youville, - Montreal

STUART WATSON & CO.

P.O Box 144, - WINNIPEG

Proprietors,

FRED^K. FISHER & SONS

Green Fruit Experts

"St. Magnus" House,

LONDON, - ENGLAND

TRADE NOTES.

Jas. Watt, grocer of Toronto, has sold to J. T. Peck.

The Ellis Trading Co., Shepard, Alta., has been dissolved.

T. Briscoe, general merchant of Earlton, Ont., has assigned.

H. Renaud, grocer of Montreal, Que., has made an assignment.

John McOrmond, grocer of Haileybury, Ont., has assigned.

J. S. McCallum, general merchants of Mundare, Alta., has assigned.

The Northern Supply Co., Temagami, Ont., has made an assignment.

R. Bruce, Unglia & Co., grocers of Edmonton, Alta., have assigned.

J. W. Pybus & Co., grocers of Sault Ste. Marie, Ont., hav eassigned.

R. J. M. O'Neil, grocer of London, Ont., has made an assignment.

D. A. Trehame, Appin, Ont., has sold his general store to A. Macfie.

Jeone & Humkle, general merchants of Rosenroll, Alta., have assigned.

Ferris Alterne, general merchants, of Cobalt and Latchford, have asigned.

Wm. Darling, Olds, Alta., has taken over the general store of H. Gillett.

M. Shantz, Didsbury, Alta., has taken over the general store of E. J. Collison.

Horne & Spice, general merchants of Lacombe, Alta., have sold to W. E. Lord.

Coburn Bros., general merchants of McAdam, N.B., have sold to D. McDade.

The general store of W. A. Clark, Bladworth, Sask., has been destroyed by fire.

Rich. J. Frampton, general merchant of Orangeville, Ont., has made an assignment.

E. Dechene, general merchant of Price's Village, Que., has made an assignment.

W. F. Wendt, Edberg, Alta., has taken over the general store business of Edstrom Bros.

The Wasser-McCann Co., general merchants of Herbert, Sask., have been succeeded by J. E. Sullivan.

The Canadian traveling staff of Holbrook's, Limited, have issued a very attractive holiday greeting folder which is being sent to their customers.

The firm of Geo. E. Tuckett & Co., tobacco manufacturers, Hamilton, Ont., has been converted into a joint stock company. According to the articles of incorporation, it will be in the future known as Tuckett, Limited. The head-office will continue to remain in Hamilton.

Geo. E. Bristol, of Lucas, Steel & Bristol, Hamilton, has remembered his friends in the trade this year with a beautifully printed holiday folder which is given an appreciated personal touch by the fact that a photograph, a remarkably pleasing reproduction, is included.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100	words	each	insertion, 1 year	$30 00
"	"	"	6 months	17 00
"	"	"	3 months	10 00
50	"	"	1 year	17 00
"	"	"	6 months	10 00
25	"	"	1 year	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

IF you want to buy or sell a business, write, John New, Toronto.

WANTED.

WANTED—By a wholesale commission firm handling teas and grocery sundries, energetic man one with the knowledge of teas preferred Apply stating age, experience and salary expected to Box 173, CANADIAN GROCER, Toronto.

MISCELLANEOUS.

WRITE or phone J. Howell James before fitting up your new store or making alterations; all work given my personal attention. 333 Lippincott street Toronto. Phone N. 4443. (52)

SITUATIONS WANTED.

COMMERCIAL TRAVELLER—Ten years' experience in the Northwest, good connection with grocers in Cobalt country, North Shore, Manitoba, Saskatchewan, Alberta and part of British Columbia—desires engagement with wholesale grocery house for 1908. Salary or commission. References furnished. Address Box 171, CANADIAN GROCER, Toronto. [52]

TEA—Gentleman now representing leading Canadian firm is desirous of securing an appointment as manager or traveller of firm of tea importers. west or south preferred. Ability and experience combined with good appearance and education. Box 172, GROCER, Toronto.

TRAVELERS WANTED.

WANTED—Two grocery travellers with established connections (preferred), one for North Shore and Soo Branch and Owen Sound and Teeswater branch. Apply by letter giving, confidentially, full particulars. Eby-Blain, Limited.

The official Wholesale Grocers' Directory of U. S. for 1908 is just out (being the 14th year of publication). A copy before us shows 2,595 names, all of which are exclusive jobbers. There have been a great number of changes within the last twelve months, but this is complete and absolutely correct to date.

A Man's Evening Pipe is most enjoyed when it is filled with delicious

T. & B.

The verdict of thousands of smokers is that **T. & B.** is the best pipe tobacco ever sold; because it is pure, properly grown tobacco, cured and flavored to perfection. It is mild and fragrant, and never clogs a pipe or bites the tongue.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

"I Guess So"

Such an answer to a smoker's enquiry as to the merits of a cigar is all right if you are indifferent to success, but it is the man who can say "I KNOW" that succeeds. If you are asked what are the best brands of cigars "KNOW" and answer

Royal Sport and Hogen Mogen

Smoke one of each yourself to be posted.

The Sherbrooke Cigar Co., Sherbrooke, Que.

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

MARITIME PROVINCES HOPEFUL

Bright Outlook for Future Business in Eastern Canada—Interview With a Leading Business Man of St. John.

"The turn of the Maritime Provinces is coming," said W. Shives Fisher, of Emerson & Fisher. leading wholesale firm of St. John, N.B., with cheering confidence, when interviewed as to the state of affairs in his part of the country by the MacLean Publishing Co., at the Windsor Hotel, Montreal. The vigorous personality of the speaker seemed to illustrate the progressive spirit now dominating the provinces, while his inspiriting optimism as to the future was a welcome relief to the hard times talk of the present moment.

In reply to a question as to how the financial situation was likely to affect the commercial progress of the Maritime Provinces, Mr. Fisher said that the business depression of to-day was less likely to influence seriously that portion of the Dominion than any other. Business, as a rule, was steadier there than elsewhere, and while the progress in trade had been of consistent growth, there had been no boom, thus giving no loophole for slumping reaction of a similar ratio. Again the natural resources of the Maritime Provinces, while rather slow in their development, were becoming more fully recognized. The people too, were more imbued with the possibilities of the country. "It only requires a little consideration," said Mr. Fisher, warming to his topic, and a glance over the field, to see the reason for this progress. and for confidence in the future. Take, for instance, the vast coal areas of the Maritime Provinces, Cape Breton, Pictou and Cumberland counties are practically great coal beds. The percentage of the area that has so far been opened out, as compared with the total that is available, is very small. In New Brunswick, a province which, at one time, was not supposed to be possessed of any mineral wealth, there has been developed in the past few years large coal areas in Queen's County which suggest possibilities of greater hidden wealth in other districts. Then again, recently in Gloucester County, a very large iron deposit has been found, and within a few weeks the entire rights to the property were purchased by the Drummonds of Montreal. The new owners claim that they have in this property one of the largest and most important deposits of iron in all Canada, estimating the amount of good trade ore at not less than 10,000,000 tons. The company state that it is their intention to develop the property without delay, and if the results equal their expectations they will construct large furnaces on the spot. Then again, the Dominion Iron and Steel Company are spending considerable money at Lepreaux on the Bay of Fundy in making tests as to the quantity and quality of the iron ore known to exist there. Up to now the results have been very satisfactory. In many sections of Nova Scotia gold is found, while copper is known to exist both here and in New Brunswick.

"What about the other sources of wealth in the provinces?"

"Well," replied Mr. Fisher, "in considering these, lumber naturally heads the list. The growing scarcity of timber for the production of lumber, pulp, and all wooden goods, is becoming more keenly felt the world over. You can see therefore, that the great lumber areas of the provinces are becoming yearly a greater source of wealth. Within the past year or two a new market for New Brunswick lumber has been found in Ontario, and during the past season the consignments sent west were large.

"Then," continued the speaker, "take the fisheries. With 5,600 miles of sea coast in the three provinces, the fishing industry is one of great and growing importance. The annual value of the yield is about fourteen million dollars. With the improved methods of handling, curing, and marketing, the industry, as new markets are continually being found, will become increasingly valuable. The shipments of fish from the Lower Provinces to the west are now quite an important factor in the trade. The fruit industry, too, is one of growing importance, the yield of apples from the Annapolis Valley for the past year exceeding 500,000 barrels. The fruit finds a ready market chiefly in Great Britain, where shipments are made regularly through the winter. Storage warehouses have been built at various centres, which, coupled with greater care in packing and inspecting. are helping very much in marketing the product, and securing the highest ruling prices.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

Those made by McDOUGALL are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

How Much Do You Spend?

A merchant will spend, each month, a considerable sum for Leaf, Plug and Package Tobacco, Cigars and Cigarettes, Pipes, Tobacco Pouches, and all Smokers' Sundries, Biscuits and Confectionery. Does he always get the value of his money? It is contestable. To make sure, he should buy from

JOS. COTE

The Largest Wholesale Importer and Tobacconist in the District.

Office and Sample Room: 186-188 St. Paul St.
Warehouse: 119 St. Andrew St., QUEBEC. Phone 1272

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade

During the past few years, it has been fully demonstrated that the St. John River Valley is capable of growing apples of excellent quality. Each season a large addition to the acreage under cultivation is being made, and it is expected within a few years that apples will be one of the most important crops in that district. Another interesting phase in the development of the past few years, has been the shipment of large quantities of potatoes from the counties of Carleton, Victoria and Madawaska to Ontario where the quality of the New Brunswick tuber is greatly appreciated. A few years ago there was a big business done in shipping potatoes into the States, but the prohibitive duty placed upon them by the Americans shut them out of that market. Ontario, however, has proved an excellent substitute.

"Then, again," said Mr. Fisher, "while treating of the natural resources of the Maritime Provinces the present and prospective value of their agricultural wealth must not be overlooked. Unfortunately up to a very recent date, and in fact even at the present time, too little attention has been paid to farming pursuits, with the result that taking the country as a whole, there exists a good deal of backwardness in this direction. Some districts, however, notably Prince Edward Island and some sections in both Nova Scotia and New Brunswick, are happy exceptions. The possibilities in store in connection with agricultural development, especially dairying and sheep-raising, are hard to estimate. But the farmers must be educated to a fuller realization of their opportunities. At the present time they are buying food products which they should raise for themselves. In fact, the farmers should go a great deal further than this, and should produce large quantities of food products for export, for they have at their command lines of steamers running regularly from the ports of St. John and Halifax to London, Liverpool, Bristol, Glasgow, the West Indies, as well as to European and South American ports, thus giving them easy access to the greatest markets of the world.

"You ask me as to the industrial outlook. Well, this is greater than is generally supposed, and it may be interesting for you to know that in many lines of manufacture which have grown up in the past few years our people are not only able to meet the requirements of our own markets, but are making extensive shipments to Quebec, Ontario and the Northwest. I have now before me a list of the names of some 120 manufacturers scattered through the Maritime Provinces who are shipping increasing quantities of their goods to the West. In fact, in talking with the general freight agent of the Intercolonial, a few days ago, he informed me that whereas it was quite the rule a few years ago to haul a great many empty cars west, this had become a thing of the past, and that the shipments of manufactured goods, and natural products, from the Maritime Provinces west over the Intercolonial had grown so large that such a thing as an empty car going west was unheard of. In fact, all the new cars being built by Rhodes, Curry & Co., Amherst, were generally sent west loaded. This, as you can see, shows the change that has gradually, and almost imperceptibly come about. These are the reasons, therefore, why the people of the Maritime Provinces have cause to look hopefully to the future, and to feel that the turn of the east, for its share in the great national prosperity has arrived."

Replying to a question as to the development that has taken place at St. John in connection with the winter traffic, Mr. Fisher continued: "The people of this country are pretty well aware of the sacrifices that the citizens of St. John have made in order to equip the port with the facilities required to divert the traffic from American to Canadian channels. Up to now about one and a quarter million dollars, in round figures, have been spent to bring about this end. At the outset, no thought of spending any such sum was entertained, but year by year the steady growth of the traffic has made it necessary to add to the equipment of the port, always in the expectation, that the Government of the country would finally take over and make it a national undertaking; and it has been with this idea constantly before them that the St. John people have been willing to face the burden of increased debt thus placed upon their shoulders."

POINTS ABOUT CHEESE.

Dominion Dairy Commissioner Addresses Ottawa Retail Grocers.

J. A. Ruddick, Dominion Dairy Commissioner, recently addressed the Retail Grocers' Association, of Ottawa, on points in the handling of butter and cheese. The substance of the address, which will be of interest to grocers generally.

In opening, Mr. Ruddick said that he recognized the retailer as a great factor in business, and he always took care when on his Old Country trips to interview the small shopkeeper as to the state of trade. In regard to cheese, Mr. Ruddick spoke his emphatic belief that it was one of the best foods in the world. One pound of it was equal to two and a half pounds of beef, and he would like to see as much as possible sold in Canada. In the Dominion the annual consumption per capita only equalled three pounds, against thirteen in Great Britain. The speaker made a good point when he called the attention of his hearers to the fact that grocers did not get the best cheese from the manufacturers. "It is almost impossible to get good cheese on the average Canadian table," he said. "Without disrespect to their ability as business men," he went on, "the average grocers are not good judges of cheese, and are frequently imposed on by the manufacturers. The cheese they get are too often culls. The cheese-makers know that they cannot sell a poor batch of cheese to the exporter, so they palm it off on the grocer.

"Beware of the cheese man offering a few boxes for sale," continued Mr. Ruddick. "They're acid, or dry, or sour, or soft, or wrong in some other way, in plain language, they're culls."

The Dairy Commissioner thought that a few cents here or there was not to be considered against the getting of a good article. A year-old cheese, to the speaker's mind, was better than a three-months'-old article. It was better to buy a year's supply in June, and the cheaper price would pay the keeping over. Later on, during the hot weather, making caused a strong taste. Sixty degrees was the best temperature to cure in. In curing cheese, it lost about one pound a box a month, but dipping it in paraffin wax prevented this loss to a great extent.

A good and well noted aspect of the home trade was referred to in the words. "There is in Canada an enormous demand for good cheese, which is not satisfied because the people do not get what they want."

In regard to purchases, Mr. Ruddick said he would prefer to buy from a big dealer rather than from a smaller one, as there would be less danger of getting poor cheese. After a cheese is cut, one of the halves should be dipped in wax if the demand was not sufficient to use up the whole cheese at once. This was doubly true in reference to small cheese. This dipping prevented serious loss from evaporation, which might be considerable, as one-third of cheese is water.

Butter, the speaker said, was best when first made. Keeping it at too high a temperature was ruinous to the goods. But it could be kept for a year well at zero, and, of course, the higher the temperature the shorter the life. In country stores, where a great deal of butter is handled in trade, a cold storage equipment of some kind should be put in. Butter should not be shipped in second-hand boxes, and any creamery man who did so showed very poor taste and hurt the trade. Every precaution should be taken to prevent butter and cheese, too, from absorbing odors.

TO BOOM ST. JOHN INDUSTRIES.

The Board of Trade of St. John, N. B., has recently issued a booklet calculated to develop an interest in the commercial and manufacturing possibilities of this bustling eastern city. Typographically, the book is beautiful and altogether it is the equal of anything of the kind we have seen. The illustrations, which are excellent, as well as profuse, show the city's harbor, wharves and shipping facilities, municipal buildings and the extensive manufacturing concerns already established.

J. A. Vailancourt and F. X. St. Charles were re-elected directors of the Bank of Hochelaga at the annual meeting recently held in Montreal.

Sir Robert Reid was elected a director of the Lake of the Woods Milling Company, replacing the late F. H. Mathewson, at a meeting of the directors last week. Sir Robert is a director of the Bank of Montreal, C. P. R., Reid Newfoundland Company, and Royal Trust Company.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

ROYAL BAKING POWDER CO., NEW YORK

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY ALL DEALERS

Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

"They'll transform your store and transform your business, too."

THOUSANDS OF FEET OF Walker Bin Fixtures

Are in use in Canada to-day and every foot is earning money and building up business for the Grocer.

Every Grocer Should Know About Them

WRITE FOR ILLUSTRATED CATALOGUE.

The Walker Bin & Store Fixture Co. LIMITED

BERLIN, ONT.

Representatives: Manitoba—Stuart Watson & Co., Winnipeg, Man. Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,

77 Front Street East, Toronto

Twine, Paper Bags and Jute Goods.

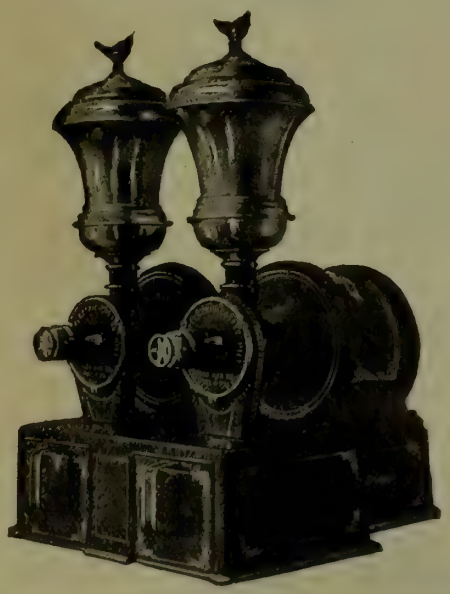
Phone Main 5548

Persons addressing advertisers will kindly mention this paper.

COLES Electrically Driven Coffee Mills

Single and Double Grinder — **Pulverizing and Granulating**

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing the wear of grinders and saving current.



Our Grinders Wear Longest

Grinding Capacity

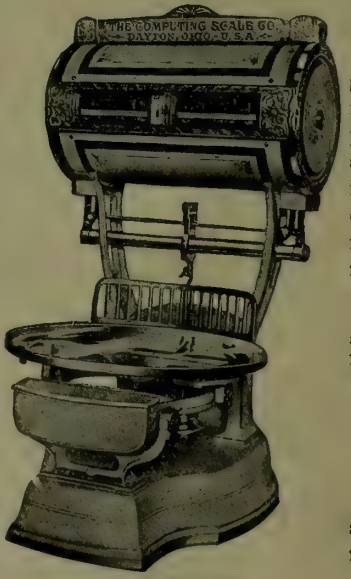
Granulating 2 lbs. per minute

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

Boston Special

Absolutely Automatic



The Dayton

Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

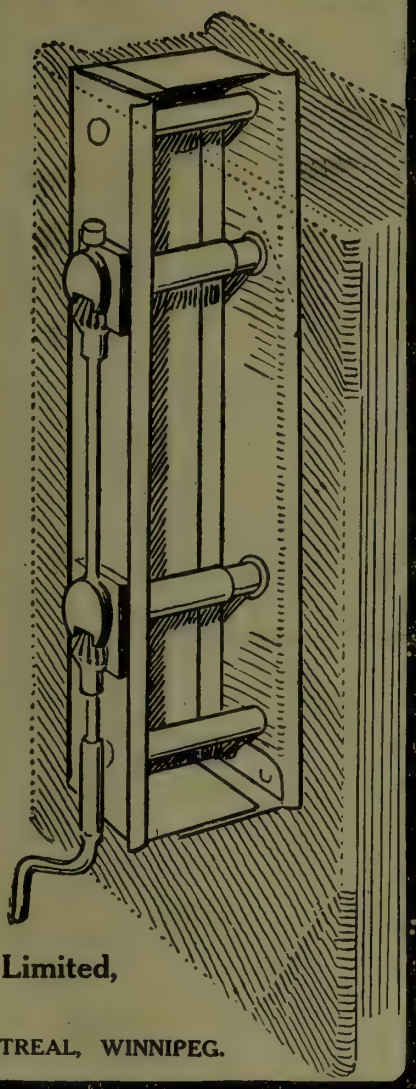
Pays for Itself

The Computing Scale Co. of Canada, Limited

Toronto, Ont.

Crain

Binder Mechanism



for simplicity ease of operation and strength is without a peer.

The frame is of cold rolled steel. The screws in the nickel-plated brass working posts are turned by bevel gears, the gear-wheels of which are of hardened steel and operated by the rod over which the key fits. The two smaller posts strengthen the binder and keep sheets in proper alignment.

No spring or rachets are used. Direct pressure after the principle of a vise, securely binds the leaves at points 1-500 of an inch apart. When locked the only way to get a leaf out of a Crain ledger is to tear it out.

Send for our booklet which gives complete information.

The Rolla L. Crain Co., Limited,
Ottawa, Canada.

Branches: TORONTO, MONTREAL, WINNIPEG.

Allison Coupon Books

Eliminate the Non-essentials

Many a business man is so loaded down with details that his really important problems can receive only secondary consideration.

This condition is overcome in any mercantile house by the adoption of the **Allison Coupon** system. With it, accounts are kept better and more accurately, at about one-tenth the usual cost.

THE PLAN

If a man wants credit for $10 and you think he is good for it, give him a $10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with $10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO

Canadian Agents

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

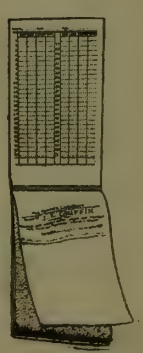
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Prevent Misunderstanding!

Keep an accurate and simple record of all goods sold by using our

"DUPLEX"

COUNTER CHECK BOOK



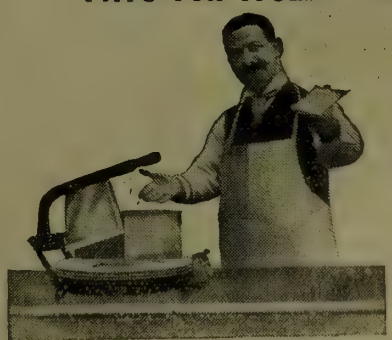
Many grocers have felt the need for a check book that has both white and colored checks—one for originals, the other for duplicates. That's the simplest way of knowing how much is coming to you, from whom and what for. Write and let's tell you all about it!

The Carter-Crume Company, Limited

Toronto and Montreal

PAYS FOR ITSELF EVERY 90 DAYS

LASTS A LIFETIME



The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA

18 and 20 Mary St.,
HAMILTON, Ont

"SURPRISE" Soap Wrappers

are

RED and YELLOW

The Box is Attractive

It isn't very much work to remove the covers of the boxes. Why not open up several and place them in your window during the dull season. They make an attractive display—a bright color effect.

We will be pleased to send on application advertising designs that will assist in making a good display.

It is worth while to continually call to the attention of your customers that you handle the BEST in every line.

While "Surprise" Soap is a pure, hard soap, it is sold at the usual laundry soap price.

——Made By——

The ST. CROIX SOAP MFG. COMPANY,

Factory at St. Stephen, N.B.

Branches : Montreal, Toronto, Winnipeg, Vancouver, West Indies.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Dec. 20, 1907.

Baking Powder.

W. H. GILLARD & CO.

Diamond—	
1-lb. tins, 2 doz. in case	$3 00
½-lb. tins, 3 " "	1 25
¼-lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz	3 40
½-doz.	2½lb.	10 50
¼-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz
6 doz.	5c.	$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
2 "	12 "	1 45
4 "	16 "	1 85
2 "	16 "	1 70
1 "	2½-lb.	4 10
1 "	5 "	7 30
2 "	6 oz	Per case
1 "	12 "	$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	$ 0 95
" ½ lb.	1 40
" 6 oz	1 95
" ½ lb.	2 55
" 12 oz	3 85
" 1 lb	4 90
" 3 lb	13 60
" 5 lb	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	$ 0 93
" ½ lb.	1 [illegible]
" 6 oz.	1 90
" ½ lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	$1 20
½ lb. " 2 " "	0 80
¼ lb. " 4 " "	0 45

ST. GEORGE'S BAKING POWDER.

			Per doz.
Trial size,	6 doz.	in case,	$0.90
4-oz.	" 4	"	1 35
6-oz.	" 3	"	1 80
8-oz.	" 3	"	2 35
12-oz.	" 2	"	3 55
16-oz.	" 2	"	4 55
32-oz.	" 1	"	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb	$0 17
In 10-box lots or case	0 [illegible]
Gillett's Mammoth, ½ gross box	2 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg	0 06
" " 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

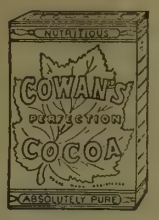
Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
" Pickaninney" Buck Wheat Flour doz.	1 00
" Pancake Flour, "	1 00
" Pastry Flour, "	1 00

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	$4 50
Perfection, ½-lb., per doz.	2 60
" ¼-lb., "	1 40
" 10c. size "	0 90
" 5-lb. tins per lb.	0 40
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb	0 22
" " "	0 19
London Pearl per lb.	0 24

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—	
Queen's Dessert, ¼-lb. cakes, 12-lb. boxes per lb.	0 38
Queen's Dessert, 6's, 12-lb. boxes, lb.	0 40
Vanilla, ½-lb., 12-lb. boxes per lb.	0 35
Parisian 8s per lb.	0 30
The following sweetened for household purposes:	
Royal Navy, ½'s, ¼'s, 12 lb. boxes per lb.	0 33
Diamond, ½, 7's, boxes per lb.	0 28
Perfection, 2-c. size, 2 doz. in case per doz.	$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz.	0 90
Icings for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.	1 75
Chocolate—	
Marie buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, "	0 35
" " nonpariels, 5-lb. box	0 35
" " 2's, 5-lb. boxes lb	0 28
" " 2's, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

FRY'S.

Chocolate—	per lb.
Caracas, ½'s, 6-lb. boxes	$0 [illegible]
Vanilla, ½'s	0 [illegible]
"Gold Medal," sweet, ½'s, 5-lb. boxes	0 29
Pure, unsweetened, ½'s, 6-lb. boxes	0 42
Fry's "Diamond," ½'s, 14-lb. boxes	0 24
Fry's "Monogram," ½'s, 14-lb boxes	0 24
Cocoa—	Per doz.
Concentrated, ½'s, 1 doz. in box	2 40
" ¼'s, " "	4 50
" 1-lbs. " "	8 25
Homœopathic, ½'s, 14-lb. boxes	
" ¼'s, 12 lb. boxes	

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In ¼, ½ and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

BENSDORP'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins,	4 doz.	to case	per doz.,	$ 90
½ "	" 4	" "	"	2 40
¼ "	" 2	" "	"	4.75
1 "	" 1	" "	"	9.00

JOHN P. MOTT & CO.'S.

R. S McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

	Per lb.
Elite, ½'s (for cooking)	$0 32
Prepared cocoa, ½'s	0 30
Prepared ½'s	0 28
Mott's breakfast cocoa, ½'s	0 40
" " ¼'s	0 38
" No. 1 chocolate, ½'s	0 32
" Navy " ½'s	0 28
" Vanilla sticks, per gross	1 00
" Diamond chocolate, ½'s	0 24
" Confectioner's chocolate, 21c. to	0 31
Sweet Chocolate liquors, 21c. to	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, ½ and ¼-lb. cakes	$0 43
Breakfast cocoa, 1-5, ½, ¼, 1 & 5-lb. tins	0 43
German Sweet chocolate, ½ and ¼-lb. cakes, 6 lb. boxes.	0 30
Caracas Sweet chocolate, ½-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 45
Cracked cocoa, ½-lb. pkgs., 6-lbs. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal

	Per lb.
Breakfast cocoa—	
5-lb. screw cap cans, 10 cans in case, 42c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 42c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 42c.	
6 lb. boxes, 12 boxes in case, 1-5-lb. tins, 43c.	
12-lb. boxes, 6 boxes in case	45c.
Sweet cocoa powder—	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 35c.	
6-lb. boxes, 12 boxes in case, ½-lb. tins, 35c.	
6-lb. boxes, 12 boxes in case, ¼-lb. tins, 36c.	
Premium chocolate—	
6-lb. bxs., 12 bxs. in case, ½-lb. pkgs., 38c.	
6 lb. bxs., 12 bxs. in case, ¼-lb. pkgs., 38c.	
Milk chocolate—	
50 5-cent pieces to box, per box	$1.75
Vanilla sweet chocolate—	
50-5 cent. pkgs., in box	$1.75
6-lb. bxs. 12 bxs., in case, ½-lb. tins	30c.
6-lb. bxs., 12bxs. in case, ¼-lb. pkgs.	30c.
Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, ½-lb. pkgs.	26c.
6-lb. " 12 " " ¼-lb. "	26c.

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 26
1 lb. "	0 27
½ lb. "	0 28
1 and ½ lb. packages assorted	0 26½
½ and ¼ lb. " "	0 27½
½ lb. " in 5 lb. boxes	0 28
¼ lb. " "	0 29
⅛ lb. " in 5, 10, 15 lb. cases	0 30

Bulk—	In 15 lb. pails	and 10, 25 and 50 lb.	
boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Best Shredded	0 18	....	0 16
Special Shred	0 17	....	0 15
Ribbon	0 19	..	0 17
Macaroon	0 17	....	0 15
Desiccated	0 16	....	0 14

White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	$4 65
"Reindeer" brand per case (4 doz.)	5.60

Coffees.

THE EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" ground	0 17½
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, ½ and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON — retail — wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40	0 30

JAMES TURNER & Co.

	Per lb
Mecca	$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 15½

E. D. MARCEAU, Montreal.

	Per lb.
"Old Crow" Java	$0 25
" Mocha	0 27½
"Condor" Java	0 30
Arabian, Mocha	0 30
10-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case, per doz.	2 50
Madam Huot's coffee, 1-lb. tins	0 32
" " " 2-lb. tins	62

100 lb. delivered in Ontario and Quebec.

Rio No. 1	0 15

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.

5 oz. bottles,	4 doz.	per doz.		1 75
10 "	" 4	"		3 00
Rep. quarts,	1 "	"		6 50
Imp. "	1 "	"		9 00

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—Large size jars	per doz.	$8 25
Medium size jars	"	4 50
Small size jars	"	2 40
Individual size jars	"	1 00
Imperial holder—Large size	"	18 00
Medium size	"	17 00
Small size	"	12 00
Roquefort—Large size	"	1 40
Small size	"	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

$1, $2, $3, $5, $10 and $20 books.

	Unnumbered.	Covers and Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	½c.

Allison's Coupon Pass Book.

00 to $3 00 books	3 cents each
00 books	4 "
10 00 "	5½ "
15 00 "	6½ "
20 00 "	7½ "
25 00 "	8 "
50 00 "	12 "

Cleaner.

	Per doz.
4-oz. cans	$ 0 90
6-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

				Per case.
Bottles	1-oz.,	case of 2 doz		$3 20
"	2 "	" 1 "		3 00
"	4 "	" 1 "		4 50
"	20 "	" ½ "		4 75
"	20 "	" 1 "		9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley ½-lb. tins	$1 25
" " " 1-lb. tins	2 [illegible]
" " groats ½-lb. tins	1 [illegible]
" " 1-lb. tins	2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " "	1 75
2½ " " "	2 00
4 " " "	3 00
5 " " "	3 75
8 " " "	5 50
16 " " "	10 00
32 " " "	18 00

Discounts on application.

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20

THOMAS J. LIPTON

Prices on application.

A Guarantee that is Worth Something

RISING SUN STOVE POLISH IN CAKES

SUN PASTE STOVE POLISH IN TINS

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Lucky Canners

We know of some canners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising canners.

We have special facilities
for storage of Canned Goods, Teas, Coffees and all Grocer's Sundries, Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transhipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co. LIMITED

12-38 Grey Nun Street, MONTREAL

INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of

GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given **Highest Award** at **World's Fair St. Louis, Mo., 1904.** Proven the **purest and best** and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

THE A 1 SAUCE

A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."

Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.

For particulars and prices write our Agent

H. HUBBARD, 27 Common St., MONTREAL.

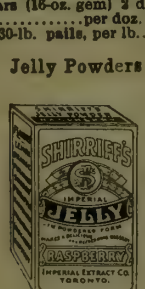
BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall, **LONDON, - ENG.**

LIMITED

T. UPTON & CO.

Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.	$1 00	
2-lb. tins, 2 doz. in case.....per lb.	0 07½	
5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb.	0 07½	
7 and 14-lb. wood pails.....per lb.	0 07½	
30-lb. wood pails ..... "	0 07½	
Compound Fruit Jellies—		
12-oz. glass jars, 2 doz. in case, per doz.	1 00	
2-lb. tins, 2 doz. in case per lb.....	0 07½	
7 and 14-lb. wood pails, 6 pails in crate per lb.	0 07½	
30-lb. wood pails..... "	0 07½	
Home Made Jams—absolutely pure—		
1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz.	$1 60	2 90
5, 7, 14 and 30-lb. pails, per lb.	0 09	0 12

Jelly Powders



	List price
"Shirriff's" (all flavors), per doz	0 90

Discounts on application.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces	$0 09½	20-lb. tins	1 90
½-bbls.	0 09¾	Cases 3-lb. " ..	0 10½
Tubs, 60 lbs ..	0 09¾	" 5-lb. " ..	0 10½
20-lb. Pails	2 00	" 10-lb. " ..	10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....per lb.	$0 40
Fancy boxes (36 or 50 sticks)....per box	1 25
"Ringed" 5-lb. boxes.....per lb.	0 40
"Acme" pellets, 5-lb. cans....per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans.....per can	2 00
Licorice lozenges, 5-lb. glass jars....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks	1 4[illegible]
" 100 sticks.....	0 [illegible]
Dulce large cent sticks, 100 in box...	....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Laflamme, Montreal and Toronto

Quart bottles, 2 doz., per doz	2 90
Pint " 2 " "	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Laflamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.....	2 90
Pint " 2 " "	1 85

THOMAS J. LIPTON

Prices on application.

Lye (Concentrated).

GILLETT'S PERFUMED.

	Per case
1 case of 4 doz.....	$3 60
3 cases of 4 doz.	$3 [illegible]
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net ...	$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., ½-lb. tins..... ....per doz.	$1 40
" ¼-lb. tins ..... "	2 50
1-lb. tins ..... "	5 00
Durham 4-lb. jar.....per jar.	0 75
" 1-lb. jar..... "	0 25
F. D ½-lb. tins .....per doz.	0 85
" ¼-lb. tins..... "	1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	$5 75
" pts. 24's	6 50
" ½-pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....per doz.	$1 00
Home-made, in 1-lb. glass jars "	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch," 1-lb. glass, per doz.		1 50
" " 2-lb. " "		2 70
" " 4-lb. tins, "		4 65
" " 7-lb. " "		7 35
"Shredded," 1-lb. glass, per doz...		1 80
" 2-lb. " "		3 00
" 7-lb. tins, "		8 00

THOMAS J. LIPTON

Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

½-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz....	1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, $3 00.
Case of ½-lb. (containing 120 pkgs. per box, $3 00.
Case of 1-lb. and ½-lb. (containing 60 1-lb. and 60 ½-lb. pkgs), per box, $3 00.
Case of 5c. pkgs. containing 96 pkgs.), per box, $3

MAGIC BRAND.

	Per case.
No. 1, cases, 60 1-lb. packages.....	$2 75
No. 2, " 120 ½-lb. "	2 75
No. 3, " {30 1-lb. " {60 ½-lb. }.....	2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case	2 85
5 cases.....	9 75

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors .....per gross	$10 20
" black..... "	15 30
Oriole soap..... "	10 20
Gloriola soap..... "	12 00
Straw hat polish..... "	10 20

Starch

EDWARDSBURG STARCH CO., LIMITED.

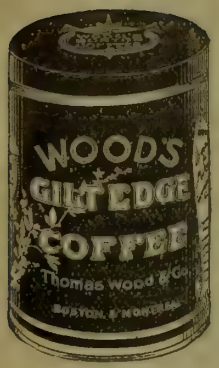
	per lb
Laundry Starches—	
No. 1 White or blue, 4-lb. carton.	$ 0 07
No. 1 " " 8-lb. "	0 07
Canada laundry.....	0 06
Silver gloss, 6-lb. draw-lid boxes.	0 08
Silver gloss, 6-lb. tin canisters....	0 08
Edward's silver gloss, 1-lb. pkg.	0 08
Kegs silver gloss, large crystal....	0 08
Benson's satin, 1-lb. cartons	0 08
No. 1 white, bbls. and kegs.....	0 06½
Canada White Gloss, 1-lb. pkgs ..	0 06½
Benson's enamel....per box 1 50 to	3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn....	0 07½
Canada Pure Corn	0 06½
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " 1 " or blue, 4 lb. lumps.....	0 34

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	$0 06
Acme Gloss Starch—	
1-lb. cartons. boxes of 40 lb.....	0 6½
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb....	0 07
Barrels, 200 lb.....	0 06¾
Kegs, 100 lb.....	0 06¾
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 48
6-lb. enameled tin canisters, 8 in case.....	0 08
Kegs, ex. crystals, 100 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb....	0 06
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case....	3 60

IT'S THERE



Full value every time, no Fluctuation, a standard article, good as gold without alloy. The quality that suits.

"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans. Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - MONTREAL

Culinary Starches—

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 6½
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07½
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb..	0 07½

SAN TOY STARCH.

pkgs, cases 5 doz., per case.. 4 75

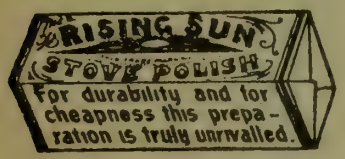
ST. LAWRENCE STARCH CO., LIMITED.

Ontario and Quebec.

Culinary Starches—	
St. Lawrence corn starch, 40 lb .	0 07½
Durham corn starch, 40 lb.	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 07
" 3-lb. cartons, 36 lb..	0 07
" 200-lb. bbl.....	0 06½
" 100-lb. kegs.....	0 06½
Canada Laundry, 40 to 46 lb.....	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.....	0 08
" large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 36 lb..	0 08
Argo Gloss, 1-lb. packages 40-lb	0 06½
Coldwater Ivorine Starch, per box, 40 pkgs.....	3 00

Stove Polish.

	Per gross.
Rising Sun, 6-oz. cakes, ½-gross boxes	$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, ½-gross boxes....	10 00
Sun Paste 5c. size, ½-gross boxes....	5 00



JAMES' DOME BLACK LEAD

	Per gross
6a size.....	$2 40
2a "	2 50

NICKLE PLATE STOVE POLISH.

Pints.....	2 90
Quarts.....	5 40
½ gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.....	0 03½	per lb.
Half-barrels, 350 lbs...	0 03¾	"
Kegs, 150 lbs.....	0 03½	"
2-gal. pails 25 lbs.....	1 25	each
3 " " 38½ lbs.....	1 75	"

Plain tins, with label— Per case.

2 lb. tins, 2 doz. in case.....			2 40
5 " 1 "	"	.....	2 75
10 " ½ "	"	.....	2 65
20 " ¼	"	.....	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.....	0 03½	per lb.
Half-barrels, 350 lbs.....	0 03¾	"
Kegs, 150 lbs.....	0 03½	"
2-gal. pails 25 lb.....	1 25	each
" " 38½ lbs.....	1 75	"
2-lb. tins, 24 in case, per case ..	2 40	
5-lb. " 12 " "	2 75	
10-lb. " 6 " "	2 65	
20-lb. " 3 " "	2 60	

Teas.

SALADA CEYLON.

	Wholesale.	Retail.
Brown Label, 1's.....	$0 20	$0 25
" " ½'s.....	0 21	0 26
Green Label, 1's and ½'s	0 23	0 30
Blue Label, 1's, ½'s, ¼'s and ⅛'s	0 30	0 40
Red Label, 1's and ½'s.....	0 36	0 50
Gold Label, ½'s.....	0 44	0 60

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East, Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only.....	0 20	0 25
Blue " ½'s and 1's	0 22	0 30
Orange " ¼'s, ½'s and 1 s	0 30	0 40
Pink " ½'s & 1's, tins	0 35	0 50
Red " Dominion blend, ½'s and 1's.....	0 44	0 60
Gold " Afternoon blend, ½'s and 1's	0 50	0 70

Blue Label, 1's.....	$0 19	$0 25
Blue Label, ½'s.....	0 19½	0 25
Orange Label, 1's and ½'s	0 22	0 30
Brown Label, 1's and ½'s	0 28	0 40
Brown Label, ½'s	0 30	0 40
Green Label, 1's and ½'s	0 35	0 50
Red Label, ½'s.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

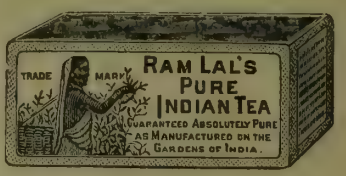
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs.....	0 19

"CROWN" BRAND

	Wholesale.	Retail
Red Label, 1-lb. and ½s.....$	0 35	$0 50
Blue Label, 1-lb. and ½s.....	0 28	0 40
Green Label, 1-lb	0 19	0 25
Green Label, ½s	0 20	0 25
Japan 1s	0 19	0 25

BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and ½'s.	0 20	0 21	0 25
Green Label, 1's and ½'s.....	0 22		0 30
Blue Label, 1's and ½'s.....	0 25		0 35
Red Label 1's, ½'s, ¼'s and ⅛'s.	0 30		0 40
White Label, 1's, ½'s and ¼'s..	0 35		0 50
Gold Label 1 's and ½'s.....	0 42		0 60
Purple Label, ½'s and ¼s.....	0 55		0 80
Embossed, ½'s and ¼'s.....	0 70		1 00



Cases, each 60 1-lb.....	$0 35
" " 80 ½-lb....}	0 35
" " 80 1-lb....}	
" " 120 ½-lb.....	0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

	Wholesale	Retail.
Black, green, mixed, ½s.....	0 70	1 00
" " " ½s.....	0 55	0 80
" " " ¼s	0 42	0 60
" " 1 lbs. & ½s.	0 40	0 60
" " 1 lbs, & ½s.	0 35	0 50
" " 1 lbs,. ½s & ¼s.	0 30	0 40
" " 1 lbs. & ½s..	0 22	0 30
" " ½ lbs.....	0 21	0 26
" " 1 lb.....	0 20	0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.

Ceylon Tea, in 1 and ½-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 35c.....	$0	20
" " ½-lb., " "	0	21
Blue Label, retail at 30c.....	0	22
Green Label. " 40c.....	0	30
Red Label, " 50c.....	0	35
Orange Label, " 60c.....	0	42
Gold Label, " 80c.....	0	55

THOMAS WOOD & CO.

Montreal and Boston

	wholesale	reta
Wood's Primrose, per lb.. ..	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis.....	0 30	0 40

Pack in ½-lb. tins. All grades—either black, green or mixed.

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s....	$0 46
" Amber, 3s. and 5s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud. 7s.....	0 51
Chewing—Currency, 12s. and 6½s....	0 46
" Old Fox, 12s.....	0 48
" Snowshoe, 6½s.....	0 51
" Pay Roll, 7½s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 5s. and 12s.....	0 45
" " 10 oz. bars, 6½s.	0 45
" Fair Play, 8s. and 13s	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.....	0 47
" Dixie, 7s.....	0 58

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots 1-10 ....|	$15
V. H. C., 1-20.....	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20.....	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. C1, Havana P. Finos. 1-20.....	75 00

Cut tobaccos.

Petit Havana, ½, 1-12—1-6	0 48
Quesnel, 1-4, 1-2	0 60
" 1-9	0 65
Cote's Choice Mixture, ½-lb tins.....	0 75
" " ½-lb "	0 70
" " 1-lb "	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	$18 00
Absorbine, per dozen.....	6 00
Absorbine Jr., per dozen.....	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

	Per doz.
A—4 string, plush finish	$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—4 " wire "	3 65
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz.	$11 00	No. 1, per doz.	9 0
No. 2, "	7 50	No. 3, "	6 5

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails	$1 90
No. 1, 3-hp. pails.....	2 05

CANE'S WASHBOARDS.

Pony per doz.....	$1 10
Crown.....	1 75
Improved Globe.....	1 95
Standard Globe	2 05
Original Globe.....	2 35
Superior Globe	2 50
Newmarket King.....	2 70
Jubilee.....	2 75
Diamond King Glass.....	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case	0 55	0 57
4 " packages, per case..	0 62	0 67
6 " " " ..	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	$1 10
Gillett's cream yeast, 3 doz in case....1	10

BATGER'S

Machine-cut Mixed Peel

In ½-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In ½ and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering

VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers
Selected
Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme
Montreal and Toronto

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Kingery Mfg. Co., Cincinnati.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

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Stevens-Hepner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.

Canned Goods.
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Bloomfield Packing Co., Bloomfield, Ont.
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Lea Pickling & Preserving Co., Simcoe.
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Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
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Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg
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Yeast.
Gillett, E. W., Co., Toronto.

Dealers are requested to write for special free deal.

LAMONT, CORLISS & CO., 27 Common St., MONTREAL

THERE'S AS MUCH DIFFERENCE IN COCOANUT as in anything else.

The kind that turns sour or discoloured isn't the kind that pleases your customer.

We have been in the business now for many years and have turned out more *good, pure, wholesome Cocoanut* than all the other factories in Canada put together.

Doesn't it stand to reason we can give satisfaction with our **WHITE MOSS BRAND?**

Are you selling it?

Ask our agent in your district for samples and information.

The Canadian Cocoanut Co. 618-619 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

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WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY.

"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

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